FOR RENT BY OWNER DIALOGUE

Step 1 Identify

I'm calling about the rental.
Is the house still available?

Step 2 Introduce

Well, hi this is Darryl Davis from POWER Realty;
how are you?

Step 3 Clarify

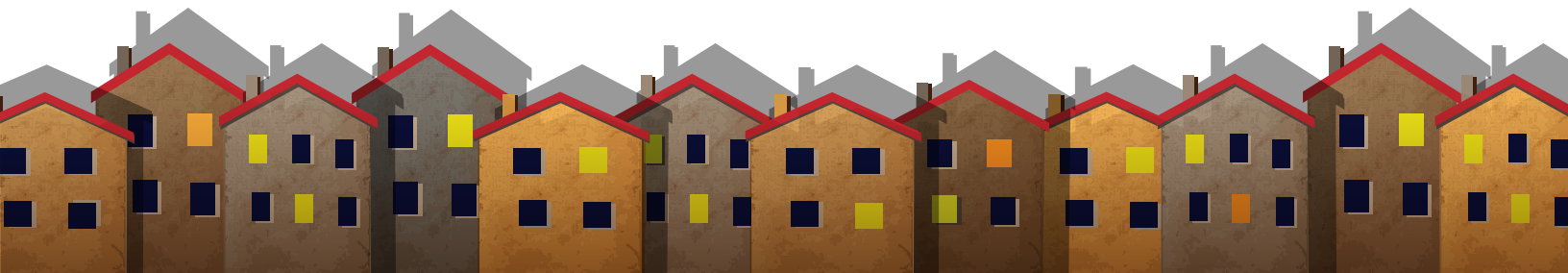
The reason why I'm calling is I do see you are renting your place, but I was wondering, if I had someone who wanted to buy your house for a nice profit, would that be something you would be interested in?

Step 4 Build a Relationship

Ask rapport building questions that any buyer would ask, such as the number of rooms, condition, how long have they been in the house, etc.

Step 5 Confirm the Appointment

What time and date look good for you this week?
I can be available on Tuesday at six, or Wednesday at three.

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com

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