**Old FSBO for Telemarketer**

**Step 1. Identify**

*1) Hello, I am looking for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.*

**Step 2. Introduce**

*1) This is \_\_\_\_\_\_\_\_\_\_\_\_\_ and I am calling for\_\_\_\_\_\_ from POWER Realty; how are you today?*

**Step 3. Clarify**

*1) The reason why I am calling is because our records show that you tried selling your home \_\_\_\_\_\_\_\_\_ months ago. Is that correct?*

**Step 4. Find Out What They’re Committed To**

*1) The reason why I asked is because \_\_\_\_\_\_\_\_ listed a lot of home in your area around that some time, and they have sold.*

*2) Where were you folks planning on moving to?*

*3) Why there?*

*4) When were you hoping to get there by?*

*5) Have you seen any home there?*

*How long have you been living in this house?*

**Step 5. Invite Action (Mix & Match)**

1. *If \_\_\_\_\_\_\_\_\_\_\_\_had a buyer who was willing to pay you $\_\_\_\_\_\_\_\_\_\_\_\_\_ for the house, and you wouldn’t have to pay a brokerage fee out of that, would you be interested?*

 *2) It is possible in some cases to do that, but first \_\_\_\_\_\_\_\_\_\_\_ would have to see your home. Why don’t we find the time, when you can get together with\_\_\_\_\_\_\_\_\_\_\_\_\_\_, you can show him/her your house, and see if we can help you get to\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?*