

1

## Identify

Hello, may I speak with Mr. Jones?

2

## Introduce

Hi, this is (Your Name) from (Your Company); how are you?

3

## Clarify

The reason I'm calling is to thank you so much for stopping by our open house on (date here) at (address here)!

4

## Ask Questions to Determine Their Commitment

This house, if you remember, was a \_\_\_ bedroom \_\_ bath, at (price). If that's the style and price range you're looking for, some new listings came on the market that are really awesome.

A) Is this the style of house that you were looking for?

*(From this point forward, just ask questions related to the style of the house, space needs, schools, etc. to find out their commitment.)*

5

## Invite Action (Mix & Match)

In my office, we have something called the 6-step buying process designed to help you find the right house with the least stress.

So, I'd like to find the time when you can come in so I can share this valuable process with you, and we can take a look at these amazing new listings before they get sold.