

1 Identify

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

2 Introduce

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

3 Clarify

The reason that I'm calling is that I see you're renting out the property, 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?

4 Build a Relationship

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

5 Confirm the Appointment

Would you be offended if I stopped by to take a look at what you have and see how I can help you?