

FSBO SCRIPT

1. Hi, I'm calling about the house for sale. Are you the owner? (Yes.) Great!
2. This is _____ with _____. I work with a lot of buyers and sellers in your area...and I was wondering...how can I help you? () Great!
3. Let me ask --how much time will you take-- before you will consider--hiring a strong agent for the job of selling your house? () Excellent!
4. By the way, my name is _____ what is your name? () Hi, _____
5. So _____, when you sell this house...where are you going next? () That's exciting!
6. How soon do you need to be there? () Excellent!
7. Why did you decide to make the move...? () Terrific!Ouch!
8. How would you rate your motivation to--sell your house--high, medium, or low? () Good for you!
9. How are you marketing your house? (Internet and Sign) That's great!
10. How did determine your price? () Fantastic!
11. Did you leave any room in your price for negotiating with a buyer? (Within reason.) Terrific!
12. Why did you decide to market the house yourself... rather than hire a professional agent? (Save the commission.) That makes sense!
13. If you were to --hire an agent... who would you use? (None in mind.) Fantastic!
14. (If they have someone) How did you choose that agent? ()
15. If you were to--hire an agent--what would you expect from them? () That's great!
16. Have you heard about the strategies I use to sell homes? () Really!
17. _____, if I could help you get to _____ (motivation) --and net you the money you want to make out of your house... would you consider interviewing me now? () Perfect!
18. When would be the best time for us to get together-- _____ or _____ at 3:00? Excellent!

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The Hollywood Reporter ,1961

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Table of Contents Fsbo Script Kevin Ward

1. Understanding the eBook Fsbo Script Kevin Ward
 - The Rise of Digital Reading Fsbo Script Kevin Ward
 - Advantages of eBooks Over Traditional Books
2. Identifying Fsbo Script Kevin Ward
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Fsbo Script Kevin Ward
 - User-Friendly Interface
4. Exploring eBook Recommendations from Fsbo Script Kevin Ward

- Personalized Recommendations
- Fsbo Script Kevin Ward User Reviews and Ratings
- Fsbo Script Kevin Ward and Bestseller Lists
- 5. Accessing Fsbo Script Kevin Ward Free and Paid eBooks
 - Fsbo Script Kevin Ward Public Domain eBooks
 - Fsbo Script Kevin Ward eBook Subscription Services
 - Fsbo Script Kevin Ward Budget-Friendly Options
- 6. Navigating Fsbo Script Kevin Ward eBook Formats
 - ePub, PDF, MOBI, and More
 - Fsbo Script Kevin Ward Compatibility with Devices
 - Fsbo Script Kevin Ward Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Fsbo Script Kevin Ward
 - Highlighting and Note-Taking Fsbo Script Kevin Ward
 - Interactive Elements Fsbo Script Kevin Ward
- 8. Staying Engaged with Fsbo Script Kevin Ward
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Fsbo Script Kevin Ward
- 9. Balancing eBooks and Physical Books Fsbo Script Kevin Ward
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Fsbo Script Kevin Ward
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Fsbo Script Kevin Ward
 - Setting Reading Goals Fsbo Script Kevin Ward
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Fsbo Script Kevin Ward

- Fact-Checking eBook Content of Fsbo Script Kevin Ward
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
- Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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