

## 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!

# Fsbo Script Kevin Ward

**Guillaume Favre**



**Fsbo Script Kevin Ward:**  
**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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