***Asking for the Order Script***

* Do you want to go ahead and get started?
* Would you like to go ahead with things?
* Shall we go ahead with the paperwork?
* If we can agree on price do you see any reason why you wouldn’t list with me and my company today?
* All I need is your authorization to move forward.
* Do you like this home enough to buy it?
* Can you see yourself living here?
* Any questions?
* Does this make sense?
* Be silent and hand them pen.
* Turn documents towards them, point where to sign and wait.
* Can you see any reason not to…….?
* Is there any additional information you need to decide?
* Can you see any reason not to proceed?
* Is there anything else (more) you need to know?
* What’s the risk? If the risk is low, what are the possible rewards?
* Fair enough?
* What Is It? Is it?
* Let’s just pretend you were going to say no…..
* Something you said earlier concerned me.
* The Special House
* Tip Of The Iceberg
* If I could show you that \_\_\_\_\_\_\_\_\_ would cost you \_\_\_\_\_\_\_\_\_\_\_\_ could I explain that to you?