# Door Knocking Dialog

***1st Visit:***

**Home Owner:** Hello

**Realtor:** Hello, I am sorry to bother you, I know you are busy, my name is \_\_\_\_\_\_\_\_\_\_\_\_ and I'm with Royal LePage Kelowna and I was just wondering when do you folks plan on moving?

**Home Owner:** We don’t have any plans on moving

**Realtor:** Oh okay, let me make a note of that (no plans to move), one more question, can you think of a friend, relative a neighbor, maybe a co-worker that might be thinking of moving in the near future?

**Home Owner:** Let me see….no, not right now

**Realtor:** Okay great, you know Murphy's law says as soon as I get down the street you going to go why didn’t I tell him about my niece or bob in a carpool or something, so would you mind giving me a courtesy call? I appreciate it.

**Home Owner:** Ok!

**Realtor:** Here is a list of comparables in our area, it also has some moving tips and other things, and also it has a plan of action of my referral that you might be nice enough to give me. I do appreciate it. By the way, I am an expert in this track and I'm going to be here until they tear these houses down, and also you're very kind, what was your first name?

**Home Owner:** (Home owners name).

**Realtor:** Thank you very much, I'm going to write that down.

Thank you (Home owners name), I will see you again soon.

**Home Owner:** Bye

**Realtor:** Bye

***2nd Visit***

***80% Rule:***

**Realtor:** Hello (Home owners name), I'm sorry to bother you, I know your busy, I'm \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ with Royal LePage Kelowna. I saw you last month and you said you had no plans on moving, and so unless that’s changed, I wonder, do you happen to know of anyone who might be moving in the near future?

**Home Owner:** No not really.

**Realtor:** Ok, well thanks for thinking of it. If for some reason you come up with somebody, would you mind giving me a courtesy call I appreciate it. Thank you so much. Also, here you go, here are some comparables and some moving tips and on the back there is my plan of action for my referrals that you might give me.

**Home Owner:** Okay, Thank you

**Realtor:** Terrific, and remember I'm an expert in this track and I'll be here until they tear these houses down. Thanks allot (Home owners name), I appreciate it, and I'll see you again.

***3rd Visit***

***80% Rule***

**Realtor:** Hello, I'm sorry to bother you, I know you are busy. I'm \_\_\_\_\_\_\_\_\_\_\_\_\_\_ with Royal LePage Kelowna, I've actually talked to (Home owners name) a few times, only today I'm here with the pick your neighbor program.

**Home owner:** What the heck is that?

**Realtor:** Well, you know I've actually listed the house down the street.

**Home owner:** Yes, Bob and Gail’s house.

**Realtor:** Exactly right, I just wanted to know if you knew of someone maybe a friend, a coworker, maybe a relative that might want to buy that house, hence, pick your neighbor.

**Home owner:** Not off hand.

**Realtor:** OK, I appreciate you thinking about it, would you mind giving me a courtesy call if you happen to come up with somebody?

**Home owner:** Sure.

**Realtor:** Thank you very much, by the way here's some comparables in the area, and some moving tips, and on the back there, there's a plan of action for any referrals you would be nice enough to give me and one last thing, I'm going to be doing an open house on Sunday from 1 till 4, I would love for you and (Home owners name) to come by and say hi.

**Home owner:** We might just do that.

**Realtor:** Terrific, you know what, (Home owners name) been very nice and you've been kind also, may I ask your first name?

**Home owner:** (Home owners name)

**Realtor:** (Home owners name)….well thank you. (Home owners name) I'll make a note of that. Also, (Home owners name) I'm an expert in this track, and I'm going to be here until they tear these houses down. I do appreciate it, hopefully I'll see you on Sunday.

**Home owner:** Thanks!

**Realtor:** Say hi to \_\_ (Home owners name)\_\_\_

“Hi Mr. and Mrs. Seller my name is Wade Webb from AgentsBoost realty and I am in the area to let people know about a new listing we just took on your street.

Nobody knows the neighborhood better than you do and you may know a friend or family member that might be interested. It is a 2 storey, 4 bed, 3 bath, 3,600 square foot home with a double garage and the asking price is $595,000.

Here are some details on the home and if you think of someone just call me with their name and number and I would be happy to follow up and give them excellent service.”

“Hi Mr. and Mrs. Seller my name is Wade Webb from AgentsBoost realty and I am in the area to let people know about the recent sale on your street.

From our marketing efforts we have buyers that missed out on this home and are still interested in your neighborhood so we are asking if you had considered selling now or in the near future. The home was a 2 storey, 4 bed, 3 bath, 3,600 square foot home with a double garage and the asking price is $595,000 and sold for $587,000.

Here are some details on the home and if you think of someone interested in selling to one of these buyers just call me with their name and number and I would be happy to follow up and give them excellent service.”

“Hi Mr. and Mrs. Seller my name is Wade Webb from AgentsBoost Realty and I am in the area to ask for your help.

I am currently working with a buyer and nothing currently listed on the market in your area fits their needs. I have made a promise to them that I would walk the area and find a home that would fit their needs for them to buy. Bob and Betty Buyer have 2 young children and are relocating from another area and have fallen in love with the area and heard many great things about the school. I was wondering if you were considering selling or knew of someone in your neighborhood considering selling now or in the near future and maybe help this young family find their new home?

Here are some details of what they are looking for and if you consider selling yourself or think of someone interested in selling just call me with their name and number and I would be happy to follow up and give them excellent service.”

“Hi Mr. and Mrs. Seller my name is Wade Webb from AgentsBoost realty and I am in the area to let people know about a new listing we just took on your street and invite you to a neighborhood VIP viewing of this home coming up this Sunday from 1-2pm.

Nobody knows the neighborhood better than you do and you may know a friend or family member that might be interested and would love them to join you. It is a 2 storey, 4 bed, 3 bath, 3,600 square foot home with a double garage and the asking price is $595,000.

Here are some details on the home and if you think of someone just call me with their name and number and I would be happy to follow up and give them excellent service. I hope to see you at the VIP neighborhood viewing this Sunday from 1-2 p.m.”

“Out of curiosity if you had a friend or family member buying or selling who do you refer or recommend your real estate business to?

The reason I ask is I would like to be that person. From time to time I provide my clients with valuable information like market statistics, best buys, just listed and just sold’s, articles on home improvement ideas and more. Would that information be of interest to you? What would the best place I could send that to?

In case I needed to get a hold of you about a hot deal or tip what would be the best number I could reach you at?”