# Open House

**Realtor:** Hey, \_\_(Home owners name)\_\_And\_\_(Home owners name)\_\_, how are you? Listen, thank you for coming, my name is\_\_\_\_\_\_\_\_\_\_\_

Home owner: Yes we know!

**Realtor:** Come on in!

Home owner: We were just kind of wondering what they have done to the place.

**Realtor:** Yes this is your model isn’t it.

Home owner: Yes

**Realtor**: Well, make yourself at home, and if you have any questions, don’t hesitate to ask.

Home owner: You know, I really like what they did with the garage.

**Realtor: W**ell, you can pick your neighbor, you wouldn’t happen to know someone I could sell this to would you?

Home owner: No, not off hand.

**Realtor:** Ok, well here's a brochure, and if you happen to think of somebody that I can, could you please give me a courtesy call.

Home owner: Sure, \_\_\_(Home owners name)\_\_\_didn’t you say George at the office was thinking of selling? Yes, do you handle Oak Park?

**Realtor:** Oh, absolutely!

Home owner: Well let me give you his number, but don’t call him till Tuesday I want to let him know you’re going to call.

**Realtor:** Oh ok, sure, also can I have your number so I can give you progress reports?

Home owner: Sure. 661-…..

# I've Already Got an Agent!

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

Home Owner: You know actually we have a realtor we would use.

**Realtor:** OK, terrific, let me just make a note of that. "You already have a realtor". Can I ask you one more question?

Home owner: Sure.

**Realtor:** I was wondering if time to time maybe I can drop off recent sales in our track and market conditions, I'll already be in the area.

Home owner: Yes, that would be fine.

**Realtor:** I appreciate that, thank you , you've been very kind, what was your name?

Home owner: \_\_\_(Home owners name)\_\_\_

**Realtor:** \_\_\_(Home owners name)\_\_\_. Thank you\_\_\_(Home owners name)\_\_\_, have a nice day.

Home owner: Thank you, you too.

# I Don’t Like You

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

Home owner: You know, I'm a busy guy and I really don’t care for sales people.

**Realtor:** Oh ok not a problem, I apologize, have a nice day.

***6 Months Later***

**Realtor:** Hello….hang on one sec! I just wanted to let you know that five months ago I came to your house and you said you didn’t like sales people and you didn’t want to be bothered, and I just wanted to let you know that I honored your wishes.

Home owner: I appreciate that. Thank you.

**Realtor:** So when do you folks plan on moving? I'm kidding, I'm kidding.

Home owner: So you’re a realtor.

**Realtor:** Yes, tell you what, if I'm aloud to drop off these comparables maybe to you once and month, I'll make you two promises, number one is, I'll never try to sell you anything, and number 2 is, I'll always be here if you need me.

Home owner: Fair enough.

**Realtor:** Ok thanks, I appreciate it.