**New Expireds Call Script**

**Step 1:** Make sure you are talking to the owner.

Call and ask for the owner by their first name only:

*"Hi, is this \_\_\_\_\_?"*

**Step 2:** Go through the script.

*“Hey \_\_\_\_\_\_, My name is \_\_\_\_\_\_. I’m a Realtor here in \_\_\_\_\_\_\_.*

*I recently sent you some of my marketing materials. Did you receive them?*

Wait for them to answer.

*I’m sure if I looked at your home, I could come up with a few ideas on some things that could be done differently with the marketing to get more buyers interested in your house… and get it sold.*

*Would you mind if I stopped by sometime and took a quick look at your home?”*

Wait for them to answer.

* **If they are agreeable,** continue to step 3.
* **If they aren’t agreeable say:** *“Are you going to be putting your home back on the market sometime in the future? (Try and determine if you should follow up.)*

**Step 3: Set up an appointment.** *“What’s a good time that I could stop by and take a quick look at the home?”*(Schedule the appointment!)