



How to Handle Objections to Motivate Sellers and Buyers in Today's Market

Scripts

-Buyer Agents-

Is It A Good Time To Buy?

Waiting To See What Happens [Sharp Shooter]

Interest Rate Objection

The Ultimate Condo Buyer Presentation

-Listing Agents-

Selling Below Appraised Value [Seller Credit]

Motivating Sellers Locked Into Current Rate

Ideal Home Exercise

Sell like Builders Playbook

The Ultimate Listing Tool Playbook