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### **Geo Lead Script for Just Sold nearby neighbors**

Hi, this (\_\_\_\_\_ ) calling for **(name)** , Realtor with eXp Realty..

You may have noticed a HOUSE JUST SOLD near you at ( **address noted as subfolder name** ).

We know when someone sells a home ... usually two more sell right away ... There are a lot of buyers looking right now and not enough inventory.

So

I was wondering ...Are you or anyone you know looking to sell their home? (No, Yes) Terrific (Go straight to #1 to create conversation.)

1. When do you plan on moving (Never) Terrific!
2. How long have you lived at this address? (10 yrs.) Great!
3. Where did you move from? (State) Good For You!
4. How did you happen to pick this area? (Job transfer) Excellent!
5. If you were to move, where would you go next? (Back to State) That's exciting!
6. And when would that be? (3 months) Fantastic!

#### **Only go forward if they say 3 months or less!**

7. Obviously ... you realize it could take 1 to 3 months in this market to get a home sold ... did you know that? (No) Terrific!
8. So ... my question is ... do you have to be sold in 1 month ... or do you want to start selling at that time (Sold) Wonderful!
9. Fortunately ... to get you one step closer to (LA) ... all we need to do now ... is simply set an appointment ... so I can help you get what you want ... in the time you want ... won't that be great? (name) Fantastic!

10. Which would be better for you ... Monday or Tuesday at 4pm?

Provided by the Mike Ferry Organization within REDX CRM

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