



Realtor Sign Script

- Todd:** “Hi Jan, this is Todd XXXX calling you from Long Beach. How are you doing today?”
- Todd:** “Great! Hey Jan, I was just driving by your listing in Belmont Shore.”
- Jan:** “Great, are you interested in the home?”
- Todd:** “Jan, it’s a beautiful home, I actually already live in the neighborhood, let me tell you why I’m calling. I’m an entrepreneur. I own a company here in Long Beach and I’m in the process of expanding some of my operations here in the Long Beach area (or whatever city you’re targeting), and when I do I like to personally talent scout top real estate professionals that are producers in their industry. And I have a very simple question for you Jan. Do you at all keep your options open in terms of making any money outside of what you’re currently doing in real estate?”
- Jan:** “Well yeah, I always keep my options open.”
- Todd:** “Okay great, Jan. I have some information I’d love to drop in the mail for you. Do you have a mailing address? I can drop an audio CD (or DVD, website, etc.) in the mail to you, review it, and I’ll give you a call next week.”
- Jan:** “Yes, the mailing address is...”
- Todd:** “Great! The return address will be from Todd XXXX, you should get it in a couple days and I’ll give you a call in a couple days.”
- Jan:** “Okay thanks Todd.”
- Todd:** “Thank you Jan. Enjoy the day.”