



Address _____ Date: _____ Arrival Time: _____

Tour order 1st 2nd 3rd 4th 5th 6th 7th

Walking in I have the OH booklet / pad of paper / and NO business cards

Agent name _____ Company _____

Vignette #1 open with a question

"I am a mortgage broker, occasionally on Sundays I preview houses for our buyer pool, it is ok if I do that?

Could you give the quick tour? (don't hand the agent your card)

Do all the window treatments stay? Appliance too?

Do the sellers have an ideal move date?

Have they already bought another home? (see if this seller is a potential buyer for you)

Can I have a brochure? (see if a lender is on it)

Not all at once - but ask these questions to determine their volume

I don't recall if I have previewed or done financing on any of your listings, how long have you been doing this?

Were you with CBG before this or were you with Berkshire before this?

How is it going so far today - picking up any hot buyers today?

I meet lots of agents nowadays on teams, are you on a team?

I am sure Sundays are busy for agents, do you do this most Sundays or are you driving around buyers?

Vignette #2 - Reopen the conversation with a question. This is the transition to the set the appointment

By the way, this Wednesday morning there is a great webinar - I think it is about open houses strategies / or it could be about listings... (circle the webinar on the booklet)

Post Open House

Right now, answer the question - which email will you send them tonight?

1. Thank you and confirmation of meeting 2. Thank you and I hope we can meet 3. Thank you and best to you

Right now, write down when they will be meeting with you:

Mon Tues Wed Thurs Fri 9 am 11 am 2pm _____

As soon as you return to the office or your home, have you?

1. Added the agent to your cell phone. 2. Added the agent to your accountability scorecard.