

1 park car on the street so it is visible from their viewpoint when they open the front door

2 put your flashing hazard lights on

3 you should wear a suit coat - no pony tail man bun

4 ring door bell

some people will not answer the door even if you know they are home

5 when they open the door - step about a half step backward - it will ease their tension about meeting a stranger

if a kid answer the door - ask 'Hi...is your mom or dad home'

6 don't hand them the packet yet - hold it out in front of you so they can see it

7

**Mr (state their last name)**

**I am an intern...with Excelsior Relocation**

**I was asked to deliver this packet to you**

**The company has a buyer for your home if by chance you would consider selling.**

**May I give you this packet?**

8 they say

. we are not interested - thank you anyway

- . how did you get this information - your home was for sale in the past
- . where is your buyer coming from - actually Bryan Kelsey, the contact on the letter has the details
- . we may sell would you like to come in an view it - that would be great

Attachments area