



ESBO SCRIPT

Hi, is «Owner First Name» «Owner Last Name» available?

Hi, «Owner First Name», I am calling to see if your home is still for sale? (yes/no),

- *Yes...*
 - Great, my name is «Agent Name» from Sohi Realty, and I am calling because of the ad you have in «Source».
 - Why are you selling your home?
 - Are you staying in the area when you sell your home?
 - What were your goals in getting your home sold?
 - When were you hoping to accomplish these goals?
 - Why do you believe your home has not sold?
 - What could have been done differently to get your home sold sooner?
 - I have other appointments in your area both _____ and _____. Will you be available for me to view the property to see if there is any way I can help you in the sale of your home?
 - Thank you, I am looking forward to meeting with you on _____ at _____.
- *No...*
 - Great, my name is «Agent Name» from Sohi Realty. It sounds like you sold your home; Congratulations!
 - Are you staying in the area? (*If in the area, great buyer lead!*)