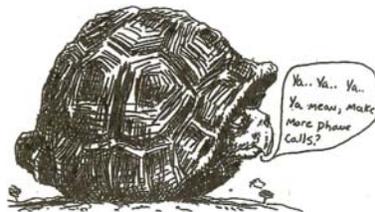


Intro Scripts and Reasons to Contact Someone

9 26 06

- Let's tee it up and let's get started
- Things are developing
- Your name came to mind.
- Came across your name
- I would be remiss if I didn't call and tell you....
- I'd like to invite you to Rotary.....
- I drove..... really like your home....
- Just wanted to make sure you were invited to our open house.... Thursday or Sunday,,,
- Drove by your home yesterday and couldn't stop thinking about...
- Just thinking about you...
- Did you receive my email.....my letter.....my box of candy.... My whatever
- Since the last time we talked, I came across this information.....Have you considered this opportunity to save money..... Prop 60 and/or \$500k give
- Did you get.... Whatever..... even if you forgot to send it...
- I have something for you...
- Just called to say "Hi"....
- Thought you would like to know about..... whatever...
- I wanted to make sure you received your invitation to the.....
- Just checking to see if you have changed directions....
- Did you wake up last night thinking about what we talked about....
- Just wanted to update on our listing...
- Did you see the listing down the street
- Haven't seen you for some time
- Thought you might want to play golf.... Go to lunch
- We get so busy in our own worlds we just need to keep in contact
- I have two tickets and thought you might be interest in....
- My new resolution.... Be a better friend.....
- Thought you would like to have our GoodGuys.....
- Guess what your home value is.....
- How's the house...
- Is everything ok with the house...



Intro Scripts and Reasons to Contact Someone

9 26 06

- We have our GoodGuy list..... do you need someone
- Just haven't seen you for awhile...
- The last time we talked...
- Did you see article in the paper about.....
- Would you do me a favor
- Congratulations
- I'd like to invite you to our seminar
- I have something with your name on it...
- I wanted to update you on our listings....
- I wanted to update on the price change
- I wanted to update you on new listing in the neighborhood
- Can you come to our Thursday Broker tour... we feed the homeless..
- I wanted to invite you out Sunday open house
- Just follow-up to our visit yesterday... last week whatever... you mentioned something to me
- I need to buy another property... would you sell your property.

- By the way, may I update your email address

- I just thought you would like to see our new web site.....
- Do you know anyone who would like to sell their property.....

- We're expanding our relocation business..... You can't believe the savings
- Could I come by and see your home.....
- May I come by and preview your home....
- I just making sure you knew about your neighbor's house selling. Any thoughts of selling?

- Who's responsible for your relocation business...

- Thought you would like to know about our new listings. Price change... special needs

- Showing feedback.....

- Want to keep you updated.... How are you doing with.....

- Have you consider a home in Tahoe..... Hawaii

- Just called to say Thanks.... Great Job....
- Just wanted to catch up.... FORD

