

DOOR KNOCKING SCRIPT

Hi my name is YOUR FIRST NAME. you don't know me and i'm not here to sell you anything.

Can I have 30 seconds of your time?

My name is FULL NAME and I'm real estate agent with douglas elliman and I have a specific buyer for the area and we can't find anything they like on the market right now.

We're just knocking on doors in the neighborhood and asking folks if you knew anyone in the neighborhood who's thinking of selling.

“YES”:

Great how do you spell their last name?

How do you spell their first name?

What's their address?

What is their number?

“NO”:

That's quite alright. I appreciate your time.

I'm sorry, I didn't catch your name?

NAME, here's my card. Oh and listen, if you lose the card, don't worry about it, our team is on the front cover of your local hometown shopper all the time advertising our properties for sale.

If I can ask one last question – if you DID know someone who was selling or buying, in general, do you have a trusted real estate professional you'd refer them to?

“YES” – Great, it's important to have a professional to lean on. Have a nice day.

“NO”:

Great. We'd love to be your Realtor of choice. We send out a monthly newsletter in the mail. What's the best address to send it to? Here or do you have a po box?

Great, If I needed to contact you, what's the best number to reach you at?

Fantastic! And we also send out a monthly e-newsletter via email, what's your email address?

We look forward to serving you in the future. Let me ask, right now, who might you know that's actually thinking of selling or buying real estate?

Have a great day.

WE SOLD A HOME AROUND THE CORNER DK SCRIPT

Hi my name is YOUR FIRST NAME. you don't know me and i'm not here to sell you anything.

Can I have 30 seconds of your time?

My name is FULL NAME and I'm real estate agent with douglas elliman and we sold the house at ADDRESS. I have a few buyers for the area who weren't lucky enough to get ADDRESS and they're working with us to find a home right now.

We're just knocking on doors in the neighborhood and asking folks if you knew anyone in the neighborhood who's thinking of selling.

“YES”:

Great how do you spell their last name?

How do you spell their first name?

What's their address?

What is their number?

“NO”:

That’s quite alright. I appreciate your time.

I’m sorry, I didn’t catch your name?

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