Sphere Script for
REAL ESTATE AGENTS

REALTOR: Hey, "_____" How's it going?

---*SPHERE: Good*

REALTOR: What have you been up to? How's the family been? How's work going? Etc…

NOTE: All of this should go into your CRM. You may not understand why now but you will in the future and you're going to wish it was done.

---*SPHERE: Answer*

REALTOR: That's great! Well… the reason for my call is, my team lead is having me call through my most important people, and I need one person who is looking to buy or sell this year. Who do you know that is looking to buy or sell?

PAUSE!!!

---*SPHERE: I can't think of anyone.*

PAUSE SOME MORE!!!

If after a long pause they don't have anyone
REALTOR: No problem at all!

If they have someone… make sure you ask
Great! What is their first name? What is their last name? And what is their phone number?
- In that order

Try your hardest to get the number while on the phone!!! - Extremely important!

REALTOR: When the time comes that you are looking, do you have a go-to realtor that you're committed to?

NO ONE wants to be committed to an agent so they will say no!

---*SPHERE: No*

REALTOR: Awesome! I don't care if it's 5 or 10 years down the road, I would love to be your realtor! Can I be your agent when that time comes?

---*SPHERE: Sure*

REALTOR: Awesome! I'm gonna send you my magazine and I'll keep in touch with you! What's your current address to send it to?

---*SPHERE: Address*

REALTOR: Also, what's your email?

---*SPHERE: Email*

REALTOR: It's been so long since we've hung out? I want to catch up! What does your schedule look like in the next couple weeks?

NOTE: You're going to feel like this may be insincere or not authentic because you're going to feel like, they feel like you only want to hang out with them because you want to be their Realtor. Remember: What you believe is what is going to be true. This is about building relationships, this is not about the commission check. What you focus on expands.