

# Incoming Call Script – Answering Service

Good (Morning, Afternoon, Evening) Results Home Buyers, how can I help you?

*Yes, I'm calling about your ad in the paper (or sign, or letter...)*

Thank you for calling. Could you tell me where you saw that ad (if letter, what was the headline of the letter) \_\_\_\_\_

I'm sorry, my name is Dave, what's yours? \_\_\_\_\_

(Say first name) could I get your number there just in case we get disconnected?

\_\_\_\_\_

How soon are you looking to move? \_\_\_\_\_

How much do you think your house is worth? \_\_\_\_\_

How much are you asking for the house? \_\_\_\_\_

Why are you selling? \_\_\_\_\_

How much do you owe on the property? \_\_\_\_\_

Are you willing to sell the property for what you owe on it? \_\_\_\_\_

I'm going to forward this information to (your name), he'll be calling you back with in the next half hour to set up an appointment to come see your home.

Thank you for calling Results Home Buyers!