



## Lead Follow-up Script

Hi is this \_\_\_\_\_? Hi \_\_\_\_\_ it's \_\_\_\_\_ with \_\_\_\_\_.

- ☺ I'm just doing some follow up from our previous call. Do you have a quickmoment for me?
- ☺ The other day you said you were going to: *"whatever they said on the previouscall applies here"*
- ☺ Is that still the plan or have things changed? "OK"
- ☺ *This is where you will assess, based on their response whether or not you willclose for an appointment or continue in lead follow up.*
- ☺ *If it's time to close for an appointment*
- ☺ Based on that, the time for us to get together is now!
- ☺ What's better for you \_\_\_\_\_ or \_\_\_\_\_? ☺ I'm looking forward to seeing you at \_\_\_\_\_.
- ☺ *If continuing in lead follow-up*
- ☺ That's great, thanks for your time I will stay in touch.
- ☺ If you see any ads, signs or properties on the Internet, just give me a call. If you have any questions at all the same applies. I will get you the information. Thanksagain for you time I will talk to you shortly.

The **#1** complaint from the clients about Realtors is lack of follow up...

***Don't be shy, follow up!***