***#14 What’s New***

***Elite Club #19 March 2017***

**Listing Blitz SCRIPT!!!**

YOU: Hello this is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ with \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ title company! How are you today?  Did I catch you with a minute?

YOU: I wanted to call and congratulate you on your new listing on \_\_\_\_insert address here\_\_\_\_\_!

(WAIT for their response. React upbeat and make them feel good!) 

YOU: Have you heard about my new program called “***Listing Blitz***”?

Realtor: No, what’s that?

YOU: It’s a unique tool I  have to help **you** impress your seller, drive buyer traffic to the property and even pick up more listings.  Would you like to hear more?

Realtor: YES

YOU:  Awesome, I will email your over the **Listing Blitz Check off list**. If you need help with any of the items on the list, please call me back so I can get you started!

Realtor: WOW that sounds great!!

YOU: Let me know if I can “pre order a prelim” for you or order you an “O &E” or LISTING PACKET” for your new listing? We are always here to help!

Thank you for your business, I really appreciate it 

**SMILE WHEN YOU CALL THEM!!!! **