

#3 Projectbook/Prospecting

Elite Club #44 April 2019

Projectbook and Prospecting Scripts: Make any changes you wish. Use these scripts for other things if you are still working through old scripts in Projectbook. If you were in Elite Degree use these scripts for your prospecting.

Email:

Hello <agent name>,

Quick hello and check in. IGTV is the new craze! Have you downloaded IGTV yet on Instagram? Have you posted any videos so far this month on Instagram? Need some ideas to post? Have you tried FB or IG stories? Want some info on this ever changing social media platform designed to help you advertise and promote yourself? Reply back to this email and I will send it over. Social media rocks with a HUGE ROI!

<Your info here>

Facebook Private Message:



Facebook Tip of the day:

Hi <agent name>,

Have you seen my volume III Facebook Guide? What do you think? How many appointments has it generated for you so far?

<Your info here>

Phone Calls:

You: Hi <agent name>, this is _____ with _____ title company how are you today?

Realtor: GREAT!

YOU: Awesome, did I catch you with a minute?

Realtor: Yes

YOU: Very cool, I'll take it. Quick question for you, are you signed up on EC purchasing yet?

Realtor: No, I'm not.

YOU: That's why I am calling, I want to make sure you are taking full advantage of our Company corporate discount options for printing, cell phone, supplies, rent a car, etc. for no charge, does that interest you?

Realtor: Sure why not.

YOU: Great, I will set you up with an account so you can start saving today!!!

Realtor: Yes, That sounds cool.

YOU: Great...What do you need title wise today: profile, farm package, seller guides, buy guides, booties, <insert what you offer here>?

NO more K.I.M (KEEP IN MIND)

It's VIDEO ONLY NOW!!!

TOPIC: THANK YOU with a TWIST

VIDEO script:

Hello and thank you for taking a moment to watch this quick video. I wanted to make sure I stopped what I was doing today and made you a little video to thank you soooooo much for your business and friendship. It's clients like you that truly keep me in business. My team and I are always saying what a pleasure it is to work with you and that we wish we had 40 more clients just like you! So thank you again so much. QUICK question...How's your databank doing? LOL, notice I didn't call it a database? It's a databank. I want to make sure you reached your 1st quarter goals and that your databank had a lot to do with it. If not, feel free to call, text, email, FB, or video me. Let's get this up and running to maximize its full potential! Can't wait to hear from you!!

Text Message:

Client text:



LOL!! This app is amazing! Use it for social media. Hoping you are having an epic day filled with non-stop business flow! Thank you for your business, if you get a sec, check out the app...WOW!!!

<Your name here>

Target text:



LOL!! This app is amazing! Use it for social media. Hoping you are having an epic day filled with non-stop business flow! I would love to chat with you if you have 32 seconds this week or next? Until then, if you get a sec check out the app...WOW!!!

<Your name here>