

Projectbook/Prospecting Scripts

Elite Club #45 May 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>,

Insert personal line here:

Also, I wanted to share a COOL new app that is really helpful with budgeting. It's called EVERYDOLLAR. That's right, it accounts for every dollar. Put your paychecks and your budget in the app and it calculates and tells you how to budget. This is great for you and your clients. Check it out and let me know what you think. One more thing, are you working on any files that I can get started for you? Need to order any property information, updated farm or need help on one of our tech tools? Reply to this email and I will be on it!

Thank you and wishing you an amazingly productive day!

<Your info here>

Facebook Private Message:



Facebook Tip of the day:

Hi <agent name>,

Quick question... in the next 30 days how many transactions do you want from social media? I've got a tip for you!

<Your info here>

(Do not write this - this tip is for you: Here is the formula for success: In the next 30 days do 2 LIVE videos, 2 regular videos, comment (don't just like) 100 potential clients posts and post 3 stories. Share your results with me.)

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, have you heard of COLE - Realty Resource?

Realtor: No what's that?

You: (GIVE THEM THE BULLET POINTS)

- Unlimited Statewide access of emails and phone #'s
- You can get apartment renters as well
- They offer discounts
- \$99.95 a month
- You can call them direct for more info – write down this # 800-800-3271
- You can make the calls or hire someone to do it for you 😊

Realtor: Sounds great!

You: Great, let me know how it goes after you talk to them.

Realtor: Yes, That sounds cool. Thank you will do.

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

VIDEO ONLY!!!

TOPIC: We've Moved Cards

VIDEO script:

Hello and thank you for taking a moment to watch this quick video. Have you heard of Bear Printing? Well it's new to me too. Such a cool concept! Bear Printing are "We've Moved Cards" for your clients after they close escrow.

You can give these to your clients with their new address and photo on it. It's very handy for them to hand out to family and friends to announce their move. The best part is that there are fields in the template where an agent can put their information. So...every time their client hands one out....your name and info goes with it. Plus...they are very inexpensive. People can order 100 at a time and give as part of a thank you gift. Go to www.bearprinting.com to get started! Also, a little title talk for you too. Need an updated farm or profile for your next appointment? Reply to this video and I will take care of it! Thank you.



Text Message: You can find this in your bitmoji on your phone. You don't have to use mine, LOL!!!

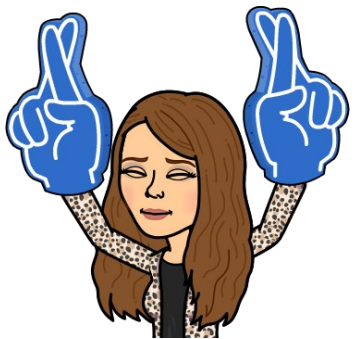
Client text:



Gold star for you, <agent name>! We love doing business with you. Just a quick text to say hello, thank you and you rock! Ok, go about your day! Bye!

<Your name here>

Target text:



Hello <agent name>,

Just sayin' a little wish that sometime in the next 14 days, or 144 hours or 3,000 seconds would could meet. Short, brief meeting? What do you say? Fingers crossed!

<Your name here>