



## REM 103 Activity 5 Farming Follow Up Phone Script

### **Follow up Script from Just Listed Just Sold Mailings**

**Agent:** Hi, this is Bill Zeltman from Century 21. Oh, you've been getting my mailings? Great. The reason I'm calling is we're doing a survey. How long have you lived in the neighborhood? What do you like best about it? What do you think the most attractive feature is about the neighborhood?

**Prospect:** Answers

**Agent:** If you were to think of moving, where would you move? Oh, when would you do that?

**Prospect:** Oh, we were thinking about moving in maybe six months.

**Agent:** Good thing I called when I did. If you were thinking about hiring an agent in the future, what would you be looking for in that agent?"