

# The One-Minute Presentation

Hi ... thanks again for having me over ... I'm excited about getting your home on the market ... and getting it sold ...

Do you mind if I take a quick look at your home?

I wrote down three ... real important questions for you ...

1. Do you absolutely have to sell your home? ( ) Fantastic!
2. Will you price your home to sell or do you want to keep it on the market for a long period of time? ( ) Great!
3. Do you ... want me ... to handle the sale for you? ( ) Excellent!

All we need to do now is simply ... sign the contract ... so I can help you get what you want ... in the time you want ... won't that be great?

*Only close for the signature at the end of the One-Minute Presentation when you have qualified and know the following:*

- 1. They know you.***
- 2. They want to hire you.***
- 3. They will list at your price.***