

## Powerful Closes For Prospecting

1. If you could get what you wanted for this home now ... would you put your home on the market today? Then let's set an appointment today.
2. If I could get you top dollar for your property in the next 30 days, would you list your home with me? Let's set an appointment today.
3. If you felt absolutely confident ... that you could sell your home now ... would you sell it? Let's meet so I can show you how confident I am ... that I can sell it for you now!
4. You said you have to move to (place) by (time) ... right? Based on the time it takes to get a home on the market ... get it properly exposed to the public ... and sell it ... we need to get together as soon as possible. So, let's set an appointment today.
5. (Name) I wouldn't be doing my job if I didn't ask you one more time for an appointment ... I've learned over the years that ... if I don't ... you might end up with a mediocre agent and lose money ... You don't want to lose money on the sale of your home ... do you? I can drop by at (time) or would (time) be better?
6. It will only take me 15 minutes to show you how I get top dollar for the homes that I sell ... It would be worth 15 minutes of your time ... to be absolutely sure ... you were going to receive the most money for your home ... you want to net the most money possible ... right? Let's set an appointment today.
7. If you had a proven plan for getting your home sold for top dollar ... would you use it? Let's get together ... and I'll show you that plan ... Which is better for you ... \_\_\_\_\_ or \_\_\_\_\_?