



Resort Property Script

Hi, this is _____ with _____ here in (resort) ... I've been selling a lot of homes in the area ... and I was wondering ...

- When do you plan on selling your (resort) property? Terrific!
- How long have you owned this property? Great!
- Is this where you live or just an escape? Good for you!
- How did you happen to pick this area? Excellent!
- If you were to sell ... would you cash in ... or re-invest? That's exciting!
- When would that be? Wonderful!

Obviously you realize it could take _____ to _____ months in this market to get a home sold ... did you know that?

Great!

So ... my question is ... do you have to have it in ___ months ... or are you just getting started then?

Fantastic!

Fortunately ... to get you one step closer to (cashing in/re-investing) ... all we need to do now is simply ... set an appointment ... so I can help you get what you want ... in the time you want ... won't that be great? Excellent!

Which would be better for you ... ___ or ___ at ___?