

# 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 \_\_\_?