



## THE CENTER OF INFLUENCE – OR PAST CLIENT SCRIPT

(You are calling people you know!)

1. Hi, this is \_\_\_\_\_. This is a business call ... do you have a minute for me?
2. Who do you know ... that would like to buy or sell Real Estate in the next 7-10 days?
3. Can you think of anyone ... in your (church group, family, neighborhood or office) ... that may need my services at this time? (X) Great!
4. Would you mind if I gave them a call?
5. By the way ... when do you plan on moving? (X) Terrific!