(You are calling people you know!)

1. Hi, this is _____ . This is a business call … do you have a minute?

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, and 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!