

Scripts

General Pass Off

Hello (name),

I wanted to call and let you know that I received your request. Thank you for considering me for your home (sale/purchase).

While I don't currently handle properties in your (area/price point/of this type, etc.), I am a member of an exclusive agent network called ReferralExchange and can find you (2/3/4) agents who specialize in your (area/price point/property type). All of the agents in this network have been carefully vetted to ensure that they provide the best possible service and support.

May I reach out to ReferralExchange and have them start the process? This service is free to you, and you're under no obligation to select any of the agents they recommend. *I'll be providing you with my input on the agents as well.*

Wonderful, someone from ReferralExchange will provide you with several great agent options to choose from.

Is there anything else I can help you with?

Thank you again for considering me – and please feel free to refer any other friends or family members interested in selling or buying a home. Even if they're not in this area, I can help them find a great agent – just like I'm doing with you.

(close)

During Telemarketing -- moving

Normal script +...

You're moving out of the area? Congratulations. Have you found an agent in (location) to work with?

I'm actually a member of an exclusive agent network called ReferralExchange and can find you (2/3/4) agents who specialize in (location). All of the agents in this network have been carefully vetted to ensure that they provide the best possible service and support.

May I have your permission to reach out to ReferralExchange and have them start the process? This service is free to you, and you're under no obligation to select any of the agents they recommend.

Wonderful, someone from ReferralExchange will provide you with several great agent options to choose from.

Continue with normal script...

Presentation – relocating seller/buyer

Normal presentation +...

I wanted to also let you know that I can help you find an agent in (location) to work with.

I'm actually a member of an exclusive agent network called ReferralExchange and can find you (2/3/4) agents who specialize in (location). All of the agents in this network have been carefully vetted to ensure that they provide the best possible service and support. This service is free to you, and you're under no obligation to select any of the agents they recommend.

Since we're part of the same network, I can work closely with them to coordinate the selling of your current home and the purchase of your new one.

I've included a flyer about this new service for your review.