

Note: The broken lines are the times you are expected to pause or at least slow down so your speech will be comprehensible.

Hi, may I speak with JOE SMITH?

Hi ----. My name is JOHN with Fariba Lance, Real Estate Broker. I am callingbecausewe noticed..... that your homewas listed for sale before!So, I am wonderingIf we brought you ----- a well-qualified..... Buyer..... who would be ----- ready..... to buy right now,would you ----- sell..... your home between now to 60 days from now? (If they say, yes, then you say) Great!

(If they say, no, then say) do you have ----- any idea -----when -----you might move ----- from ----- -- this home? (Write down what they say, and put it into notes)

(Also, ASK) do you ----- have an ----- email address, ----- where we can ----- send you ----- Market Updates, ----- so that ----- you can ----- keep up -----with the home prices ---- in the neighborhood? ----- (If they give it to you then, Ask, them to repeat it, to confirm you got it right, then)

Thank you for your time, and have a great day!