



Already Have An Agent Script

Mindset

They have visited your site, looked at properties, been referred by a friend... They are doing the work that their agent should be doing for them. Even if they say that they have an agent work to learn more.

Script

“I already have an agent”

“My niece is an agent”

“I have someone who has been sending me homes”

“My neighbor is an agent”

“I understand, and if this agent is someone that is REALLY working hard, finding you homes, getting you out to see them the FIRST day, has homes that are not listed for sale already that they tell you about, is easy to work with, and is just a really Effective Agent you don’t need to work with another agent... But, if you are the one telling them about homes, and waiting to get appointments to get in and see them, missing out on homes because other buyers have already offered... In this market, things are moving so fast you have to have an agent who is actively engaged and helping with your search. ”We have more to offer, and I’d like to apply for the job of being your agent.” *

Is your agent doing all of this for you?

- Anything other than an “Yes. Or “No thanks I have an agent”

“The reason I have been so successful helping our clients buy homes is because of how hard I work to understand what you are looking for, and then to help you find it! Can we set up an appointment for me to show you how I can help you tomorrow at _____”

- If they said “No thanks I have an agent”

“Ok, I understand. Can I follow up with you every so often to see how your search is going?”

- If they say no to that question

Feel free to continue using my site...

*Adapt this to fit how you work with Buyers. If you can not get them into a home the first day, do say that. Take a few of the best value items you bring for buyers and use those.