



Glover U Scripts- Center of Influence and Past Client - I have a Goal Script

1. Hi, this is your Realtor _____ ... do you have a minute for me?
2. I have a goal to help _____ families in the next 90 days buy or sell a home here in _____ (city/town) and I was wondering who do you know that I could help?
3. Can you think of anyone ... in your (church group, family, neighborhood, or office) ... that may need my services at this time?

If yes...

4. Would you mind if I gave them a call?
5. By the way ... when do you plan on moving?

If no...

4. I appreciate you taking the time to think about it...tell me...when do you plan on moving?
5. Thank you again for taking my call and I appreciate you keeping me in mind when you think Real Estate!