

## **JK - Expired Closes**

1. If you had received an acceptable offer last week, would you have sold it?
2. If you were absolutely sure that your home would sell, would you put it back on the market?
3. I actually specialize in selling homes (representing owners of homes) just like yours that have been on the market and didn't sell... and what I'd like to do is set up a time for us to meet so I can show you exactly how I can do the same thing for you. What would be the best time, I have an opening at 3 or would 4 be better?
4. I am confident that I can... sell your home... give me 15 minutes of your time and I'll show you exactly how I'm going to do that for you. What would be the best time...
5. Let me come by this afternoon... I'll do a market analysis, take a look at your home and we'll figure out what's the highest price that we can sell it for and exactly what I'm going to do differently to get it sold this time, and after our meeting you can decide what's best for yourself, fair enough? What would be the best time, 3 or 4 today?
6. All it takes is 15 minutes... Let me stop by... I'll take a look at your home and I'll tell you why it didn't sell. I'll also show you exactly what I'm going to do to sell it, and at the end of our meeting you can decide if you should hire me or not. At least you'll have all the information you need to make sure that you do what is best for yourself, and that's what you want, isn't it?

7. You sound like a very smart person\_\_\_\_\_. I wouldn't expect you to do anything that doesn't make sense to you, and I am confident that when we meet, you'll clearly see why we should work together. All I need is 15 minutes, what would be the best time \_\_\_\_or\_\_\_\_\_?

8. \_\_\_\_\_ I don't mind doing this...sometime when it's convenient for you we can meet... I'll take a look at your home and tell you realistically how much it will sell for in today's market...how long it will take ...and just exactly what it is I do to get homes sold.

Then from there...if everything makes sense...we can go to work...how does that sound?

**Your goal is to set the appointment. Don't try to prequalify or disqualify them until you have set the appointment.**