

## **JK - Fsbo Closes**

1- If there was a financial benefit for you to... list with me... rather than sell on your own, would you do it? Let's go ahead and meet and then you can decide what's best for yourselves. What would be the best time...

2- If there was a significant advantage for you to list with me rather than sell it yourself, would you consider it?

3- If I can show you how I can put more money in your pocket, net, net bottom line, after my commission is paid, wouldn't it make sense for you to at least hear about it so you can be absolutely sure that you are not leaving any money on the table?

4- If there was a better way to get your home sold... wouldn't you at least want to know about it?

5- What's more important to you, to sell it on your own or net the most money?

Absolutely... obviously you want to do whatever makes the most sense for you financially, right? Perfect, that's exactly why you and I need to meet, I can come by at 5 or would 6 be better?

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

7- Are you aware that FSBOs nationwide, according to NAR sell for 20 to 30% less than the homes that are sold by agents? Think about that for moment, isn't that incredible? That means that you could pay me a 6% commission and still end up with 14% or more

in your pocket and that's what you want, isn't it? Great, let me come by and show you how I can do that for you. I can be there at \_\_\_\_\_ or \_\_\_\_\_, which is better for you?

8- If you were as confident as I am \_\_\_\_\_ that I can... sell your home... and... net you more money... wouldn't it make sense for you to hire me now?

9- Let's set up a time to meet so I can show you how I can maximize your bottom line in this market, that's what you want, isn't it? What would be the best time...

10- We sold \_\_\_\_\_ properties last week. How much money have you already lost in time spent? Did you know that the market is no longer appreciating? With each week you are gambling thousands of dollars as the market slides backwards. If I could get you top market price in the next 30 days, would you list with me now? What would be the best time for us to meet, \_\_\_\_\_ or \_\_\_\_\_?