

SCRIPT FOR LEAVING A VOICE MAIL MESSAGE
FOR AN EXPIRED LISTING:

NOTE: THIS APPROACH SHOULD ONLY BE USED AFTER 3 OR 4 ATTEMPTS AT REACHING THE PROSPECT DURING DIFFERENT TIMES OF THE DAY, INCLUDING AT LEAST ONE SATURDAY MORNING ATTEMPT.

- Hello, Mr./Mrs./Ms. _____ this is John Gualtieri calling. I'm with _____ Realty, and the reason that I'm calling is that your property is coming up on my MLS database as no longer "for sale."
- Would you mind taking a minute to call me on my cell phone, just to let me know whether or not your property is currently "for sale."
- Thanks so much. My cell phone number is _____.

This message should take less than a minute to leave:

- ***DO NOT ramble on forever, and on the other hand, DO NOT rush through it.***
- ***BE CALM AND FOCUSED – SOUND LIKE A REGULAR PERSON, NOT A SALESPERSON.***
- ***PRACTICE, PRACTICE, PRACTICE!***

