**Old Expireds Follow Up Script**

**Step 1:** Make sure you are talking to the owner.

Call and ask for the owner by their first name only:

*"Hi, is this \_\_\_\_\_?"*

**Step 2:** Go thru the Script.

*“Hey \_\_\_\_\_\_, My name is \_\_\_\_\_\_. I’m a Realtor here in \_\_\_\_\_\_\_.*

*The reason I’m calling is because you had your home for sale with another Realtor a little while ago... and it didn’t sell.*

*I sent you a book that shows how to sell a home that didn’t previously sell. Did you get the book that I sent you?*

Wait for them to answer.

*I was wondering if you were interested in selling your home with the HOT Market we have right now?*

* **If they say “Yes”, then say:** *“I’ve got some different strategies that might be able to sell your house – where it didn’t sell previously.*

*Would you mind if I stopped by sometime to look at your home and see if one of those strategies could get it sold?*

* **If they say “No”, then say:** *“Do you think you might consider selling sometime down the road? (Try and setup a future appointment.)*

**Step 3: Setup an appointment.** *“What’s a good time that I could stop by and take a quick look at the home?”*(Schedule the appointment!)