**Vacant Home 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:** Ask if they have a minute.

*“I have a quick question for you. Do you have a minute?”*

**If they say “Yes**”, then continue.

**If they say “No”**, then tell them you will call back later and hang up.

**Step 3:** Determine if they are interested in selling.

*“My name is \_\_\_\_. I’m a Realtor here in City Name. Do you own the property in City Name on [Street Name]?* **[Wait for them to say “Yes.]**

*I sent you a book that shows how to sell a home for the most money possible. Did you get the book that I sent you?* **[Wait for them to say “Yes.]**

*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 can stop by sometime, take a look at the home, and tell you what I might be able to do to help you sell it. What’s a good time for you?* (Schedule the appointment!)
* **If they say “No”, then say:** *“If I ever had a buyer that was interested in YOUR property, would you consider selling it to them?” (Try and determine if you should follow up in the future.*

**Step 4:** Get more information to help you prepare for the appointment. Ask the following questions and note the answers.

* *“If you were to sell, then how soon would you want to sell that property”*
* *“What is the reason that you are considering selling this property?”*
* *“Do you have any idea what kind of price you want for the property?”*