

# Prequalifying Script

Scripts



Hi, this is \_\_\_\_\_ with Keller Williams Realty. I'm calling to confirm our appointment on \_\_\_\_\_ (*day and date*) at \_\_\_\_\_ (*time*).

Does that time still work for you?

Before I come out to your house, there are a couple of questions I need to ask you so I am fully prepared and you save time. Do you have ten minutes right now?

Great.

If what I say makes sense and you feel comfortable and confident that I can sell your house, are you planning to list your house with me when I come out on \_\_\_\_\_ (*day*) at \_\_\_\_\_ (*time*)?

1. Do you plan on interviewing more than one agent for the job of selling your house?
2. Tell me again—where are you moving to?
3. How soon do you have to be there? If I sell your house in the next thirty days, would that pose a problem for you?
4. What would happen if your house did not sell?

*continued*

5. When I see you, how much do you want to list your house for realistically?

As a professional real estate agent, I study houses and prices every day. Therefore I assume you'll list with me at the price that will cause it to sell—correct?

6. So what's the price you won't go below?
7. How much do you owe on the property?
8. Have you ever thought about selling it yourself?
9. Will you help finance the house for the buyer or do you need your cash out?
10. Are you going to be purchasing another home?  
Do you need the money from this house to buy the next home?
11. Are you current on your house payments?
12. Will you quickly describe your house for me?
13. How would you rate your house on a scale from 1–10?

*continued*



14. What would make it a 10?
15. Is there anything positive or negative about your house that could affect the price?
16. I'll be sending over a package of information. Will you take a few moments and review it?
17. Do you have any questions before I arrive?
18. I've only spoken to you. Are there any other decision makers I should speak with before I come over on \_\_\_\_\_?
19. Will all the decision makers be there when I arrive?

So you know, our meeting will only take about 30 minutes, will that be okay?

I look forward to seeing you on \_\_\_\_\_ (day) at \_\_\_\_\_ (time).

(20) IF YOU LIKE AND AGREE WITH EVERYTHING I SAY TODAY/  
ARE YOU PREPARED TO LIST WITH ME TONIGHT?