

# Open House Interaction

Name(s):

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1. OK! Do you/y'all want to buy it?!

A. Is this the one? Is today the Day?!

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2. So! What are you/y'all looking for?

A. Pretend this is a magic pad of paper and this is a magic pen, and it will get you everything you desire yet you have to pay for it, what is it you are looking for?

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B. So! Do you prefer this type of (kitchen, size, area, yard, colors, floor, etc) or something different? What?

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3. In a PERFECT world, when do you want to be enjoying and LIVING in your new home?

A. And what I mean by that is: have the pictures hung, all furniture set up and you are settled in?!

B. Are you wanting to be moved in you new home by X or Y? (Pick 2 holidays)

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4. So! Why are you/y'all wanting to get a new home anyways?

A. What would getting this new place (or new home) do for you and your family?

B. What problem would moving truly fix for you and your family?

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5. Settle on their problem internally and use correct transition to address it.

A. Haven't found a house yet: Connect them to a preview and set showing.

B. Stuck stressing about the home they own: Would it be ok with you if I came by your home after this open house, and provided you with crazy clarity as to how you can potentially move forward and get exactly want you want? (reference what they said they want).

C. Confused all around: Would it be ok with, in the next 7 min. more like 5, I can reduce your stress by at least 50% and actually give you a clear idea of how I can get you what you want?

Gosh\_\_\_\_\_, what YOU WANT is valid, valuable, and worth having; So LET'S GO GET IT.

EXTRA HELPERS:

A. Hey! If I could help you get what you want, would you be ok with that?

B. Tell me more!

C. Say their name a lot.

D. Repeat back what you are learning they want.