



(I HAVE TIME) DIALOGUE & (COMPLIMENTS) SCRIPT



(I HAVE TIME) - For Asking for Referrals

“Hi (Name), quick thought... I’ve opened up space right now to help a few people over the next 30 to 90 days. Before I go out and meet a bunch of strangers online, I figured I’d start with the people I trust most. **As you think about your world, who’s someone you know that might appreciate a little appreciate a little guidance right now when it comes to real estate?”**

- Friendly tone – a simple way to bring up the referral conversation.
- Confidence – knowing you can help and are worthy of a referral.



(COMPLIMENTS) - When You Receive a Compliment

“That really means a lot, thank you.”

“Honestly, the way I grow my business is pretty simple... I take great care of people, and they introduce me to the people they care about.”

“Let me ask you... who’s someone in your world that you’d want to have that same experience?”

Note: Smile after you ask. Silence is powerful.

