

# HOOQUEST

## Expired Scripts

### Expired Script 1

From Kevin Ward @ [YesMasters](#)

- Hi, is this [NAME]?

Yes

- Hi [NAME], my name is [YOUR NAME]. I'm a local real estate agent and I was calling about your house for sale. I guess you are aware by now that the multiple listing service is showing your home is off the market, and I was wondering when are you going to interview agents again for the job of actually getting it sold?
- Excellent. Now if your property had sold, where were you planning to go next?
- That's exciting. What's taking you to [LOCATION]?
- Well good for you! So how soon did you want to be there.
- Wow. So [NAME], any idea what stopped it from selling?
- Really? How did you choose the last agent you had?
- That makes sense. How did you feel about the job the agent did?
- That's good. So what do you think was missing that kept it from actually selling.
- Ooh. Now it sounds like you do still want to sell your property, right?
- Great. If you could get it sold for top dollar in the next 30 days and get to [LOCATION] that is still something you would be excited about, yes?
- Perfect. And if I could help you make it happen, that would be okay with you, right?
- Excellent. When would be the best time for us to get together and take a look at how we can make that happen? How about [DAY] at [TIME] or would [DAY] at [TIME] be better?"



## **“We're Going to List with the Same Agent” Script**

*From Kevin Ward @ [YesMasters](#)*

*We're signing with another agent. Or...relisting with same agent.*

- No. No. No. No. You can't. You can't...not until you...meet with me first.

*Why?*

- Because...you want to make sure you get the best result...right?
- At least take a look an option that will give you the best shot at getting the most money...GUARANTEED. Fair enough?
- When is the best time for us to get together...?



## Expired Script 2

From Verl Workman @ [Workman Success Systems](#)

- Hi, is [NAME] available?

No

- Oh, OK, I'm looking for [NAME]
- I apologize, I'm calling about the property for sale at [ADDRESS], am I calling the right number?
- Do you happen to have a phone number for the property owner?

- OR -

Yes

- Hi [NAME], my name is [YOUR NAME] with [BROKERAGE]. I've noticed that after being on the market for a while your home hasn't sold and is now off the market. I was curious to know
- What you think stopped your home from selling in the first place?
- Was there anything that your former agent did that you liked?
- What do you feel they should have done?
- Well, [NAME], it sounds to me like you still want to sell it right?
- When do you plan on interviewing the right agent for the job of selling your home?
- If you sold this home, where you go next?
- How soon do you have to be there?
- [NAME], if you could get your home sold at top-dollar in a time frame you were comfortable with, is that something you would be excited about?
- And if I could help you make it happen, that would be OK with you, right?
- Then when would be the best time we could get together and discuss how we can make that happen? Would [DAY] at [TIME] or [DAY] at [TIME] be better?



### Expired Script 3

From Mike Ferry @ [Mike Ferry](#)

- Hi, I'm looking for [NAME].
- Hi [NAME] ... my name is [YOUR NAME] with [BROKERAGE].
- I'm sure you've figured out that your home came up on our computer as an expired listing ... and I was calling to see when do you plan on interviewing the right agent for the job of selling your home?

*Never*

- Terrific! / Really! If you sold this home ... where would you go next?

*LA*

- That's exciting! How soon do you have to be there?

*Already*

- Ouch! What do you think stopped your home from selling?

*The agent.*

- Really! How did you happen to pick the last agent you listed with?

*Referral*

- Great! What did that agent do ... that you liked best?

*Nothing*

- Ouch! What do you feel they should have done?

*Sold my house*

- Really! What will you expect from the next agent you choose?

*Sell my house*

- Terrific! Have you already chosen an agent to work with?

*No*

- Wonderful! I would like to apply for the job of selling your home ... are you familiar with the techniques I use to sell homes?

*No*



- You're Kidding! What would be the best time to show you ... [DAY 1] or [DAY 2] at [TIME]?