

## The Center Of Influence Or Past Client Script

Hi... I'm looking for \_\_\_\_\_... Hi \_\_\_\_\_ this is \_\_\_\_\_ with  
\_\_\_\_\_... how are you today? (X) Terrific/Really

Today's call is about business... do you have a quick moment for me?

(Name)... I need your help... as a professional real estate agent... I have a goal to help  
(X) families ... buy a home...sell their existing home...or buy a second home and I was  
wondering... who do you know... that needs my help in the next 30 days? (X) I  
appreciate you taking the time to think about it!

Can you think of anyone in your (church group, family, neighborhood, and office)...  
that may need my services at this time? (X) Great!

Would you mind if I gave them a call?

By the way... when do you plan on moving? (X) Terrific!

**Optional: (Establish this relationship, say this only the 1<sup>st</sup> or 2<sup>nd</sup> time)**

(Name)... I've set a real high goal for myself this year... and I would love any help you  
can offer me in achieving them... so... would you mind if I check in with you  
periodically to see if there's anyone you know who is interested?