



THE CONSISTENT & PREDICTABLE INCOME C O M M U N I T Y

OPEN HOUSE SCRIPTS

Open House: Welcome

Welcome... Please come in. I'm (name) with (Company)

What's your name? Nice to meet you (name)

Do you live in the neighborhood... or are you out looking at houses today?

The sellers have asked everyone to sign in... for protection purposes... would you sign in please...

Come in and take a look around...

Open House Visitors: Out Looking

How long have you been looking for a home?

How are you searching for properties now?

Have you seen any properties you liked?

Are you also looking into other areas? Tell me more about that.

If you found the perfect home how soon would you like to move in?

What's your price range? Good for you!

Have you spoken with a lender and been pre-approved?

(Prospect Name)... I know of a few additional homes that are (coming to the market/on the market).. Would you like to see one of them?

What is the best time for you to see the property?

Great! Let's get together on _____ at _____.

Before we meet, I have a terrific lender (Name of the lender) and they always seem to find the best rates, programs, and most importantly get the job done.

CPI is Consistent and Predictable Income, the ONLY system that teaches you how to make sales
YOUR Way, resulting in **No Broke Months**.

www.nobrokemonths.com



THE CONSISTENT & PREDICTABLE INCOME C O M M U N I T Y

(If they said they have talked to a lender)

Would you like to get a second opinion on your borrowing options?

If they said they haven't talked to a lender)

Would you like to speak to (Lender name) on your borrowing options so you know what you can and cannot do?

Great! What's the best phone number and email for you?

Open House Visitors: From Neighborhood

How long have you lived in the neighborhood?

If you were to sell your home... where would you move to?

How soon would you like to be there? Tell me more about that.

So what's causing you to move to (place)? Interesting!

Do you have plan B in case that doesn't work out?

Why don't we schedule an appointment... So I can show you myself and my team what we can do to make this move good for you.... Which is better for you _____ or would _____ be better?