

Script: “It’s ok if I don’t get your business”

When to use this:

- At the start of a listing
- After the pre-listing questions on the phone
- After you have sent the vendors your references of past sellers ([example from Ivan Bresic](#))
- **DO NOT** use this script if you feel you desperately need the listing
- **ONLY use this script when you genuinely want to help people.** When you sincerely believe that you are the best agent for them.

Script:

“Hi Mr & Mrs Vendor, thanks for having me over. Today, I’m just going to have a look around and ask few questions about your property. You can ask me a few questions too and we can have a chat.

At the end I’m going to tell you if I can help you. If I can, I will discuss what we do and how we do it. And if I can’t help you, I’ll also tell you. I don’t want to waste any of your time.

I want you to know right from the outset, Mr & Mrs Vendor that it’s ok if nothing come comes of this. If at the end of today’s conversation, we got to know each other and we don’t do business – that’s fine.”

Why is it so effective?

- The general public perception of agents is not favourable, people think agents lie and manipulate others to make the sale. This script breaks down the walls and presents you as a decent human being first and an agent second.
- People want a trusted advisor that they feel safe with. This is the feeling that will in fact, get you the business.

Corresponding video on Real Estate Gym:

<https://realestategym.com.au/membership-dashboard/scripts-dialogues/its-ok-if-i-dont-get-your-business/>