

Don't tell people what you have, find out what THEY want, and show them how to get it.

1. Introduce Yourself.
2. Get **THEIR** name.
3. How many bedrooms do they want?
4. When do they want it by?
5. Use descriptive words to portray property and apartment.
- 6 Set Appointment.
- 7 Confirm Time.
8. Get **THEIR** phone number
9. Thank them by name for calling
10. **Have a great meeting!!** (OVER)

I will discover my prospects N.E.A.D.S.

- N. **Now** - What do they have now?
 - E. **Enjoy** - What do they enjoy about what they have now?
 - A. **Alter** - What would they change about what they have?
 - D. **Decision** - When will they be making a decision.
 - S. **Solution** - Show them how you can solve their needs.
- (OVER)