

Scripts for FSBOs  
-Cooperating agent approach-

\* \* \* Make sure seller is not on **Do Not Call List** @ [www.donotcall.gov](http://www.donotcall.gov) \* \* \*

Hello, <seller name>, this is <agent's first name>, <company>.

I noticed your ad/sign.

First, I want to tell you that I am not calling for a **LISTING**,  
and I respect your decision to sell on your own.

But I do have a quick question.

<Seller name>, if I had a buyer who would fit your home,  
would there be a possibility that I could show the property?

Great, may I stop by and preview the home on Monday or would Tuesday  
be more convenient, <Seller name>?

\* \* \* \* \*

Comment: this script is designed to get you into the home and meet the seller.  
**Do not** ask for listing when you get there. Ask when they will interview for the job.

Scripts for FSBOs  
-Helping approach-

\* \* \* Make sure seller is not on **Do Not Call List** @ [www.donotcall.gov](http://www.donotcall.gov) \* \* \*

Hello, <seller name>, this is <agent's first name>, <company>.

I noticed your ad/sign.

First, I want to tell you that I am not calling for a LISTING,  
and I respect your decision to sell on your own.

We put together "Complete Guide to For-Sale-By-Owner", a free  
a free multimedia presentation for people who are selling on their own.

If you have a computer, you would definitely BENEFIT from watching that.  
<Seller name>, do you have a computer?

Great, I'll be in your neighborhood later this afternoon or tomorrow morning.  
When would be a good time for me to drop off this FREE presentation, <Seller>?

\* \* \* \* \*

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**Do not** ask for listing when you get there. Ask when they will interview for the job.