



PREMIER ATLANTA  
REAL ESTATE

## PARE Expired Scripts

Hi, Mr./Mrs. Seller?

Hi Mr./Mrs. Seller, my name is (**Agent Name**) with PARE and the reason for my call is that your home shows up as *off the market* so, I'm curious if you plan to...**HIRE THE RIGHT AGENT**...to sell it now?

1. Just out of curiosity Mr/Mrs. Seller...If you had been able to...**SELL YOUR HOUSE**...where were you going?
2. When did you...**ORIGINALLY**...plan to be there?
3. So Mr/Mrs. Seller,...what do you think...**STOPPED YOUR HOME FROM SELLING?**
4. How did you happen to pick your last agent?
5. What did that agent do that you liked best?
6. What do you feel they should have done different?
7. What will you expect from your next agent?
8. Have you already chosen an agent to work with you?
9. I would like to apply for the job to...**SELL YOUR HOME**...are you familiar with the techniques we use at PARE to sell homes?
10. Really? What would be the best time to show you?



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## PARE OLD Expired Scripts

Hi, Mr./Mrs. Seller?

Hi Mr./Mrs. Seller, my name is **(Agent Name)** with PARE and the reason for my call is that your home shows up as *off the market* still. With all that's changed **INCLUDING** much higher prices, I'm curious if you would consider **SELLING NOW???**

11. Just out of curiosity Mr/Mrs. Seller,...if you had been able to...**SELL YOUR HOUSE**...where were you going?
12. When did you...**ORIGINALLY**...plan to be there?
13. So Mr/Mrs. Seller,...what do you think...**STOPPED YOUR HOME FROM SELLING?**
14. How did you happen to pick your last agent?
15. What did that agent do that you liked best?
16. What do you feel they should have done different?
17. What will you expect from your next agent?
18. Have you already chosen an agent to work with you?
19. I would like to apply for the job to...**SELL YOUR HOME**...are you familiar with the techniques we use at PARE to sell homes?
20. Really? What would be the best time to show you?



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## PARE Expired Objection Handlers Cheat Sheet

### OWNER: "STAY WITH THE SAME/ALREADY FOUND AN AGENT"

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\*\*\*Have you signed a contract already?\*\*\* *If yes, wish them well and move on...if no...*

Just out of curiosity Mr/Mrs. Seller...If you had been able to...[SELL YOUR HOUSE](#)...where were you going?

### OWNER: "TAKING IT OFF THE MARKET - DECIDED TO STAY - NOT GOING TO SELL"

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Ok, so you're not going to sell? Just out of curiosity Mr/Mrs. Seller...If you had been able to...[SELL YOUR HOUSE](#)...where were you going?...

### OWNER: "BRING ME A BUYER!"

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Yes, you want an agent that can bring you a buyer, of course! Just out of curiosity Mr/Mrs. Seller...If you had been able to...[SELL YOUR HOUSE](#)...where were you going?...

### OWNER: "We Need an Agent That Know/Sells the Neighborhood"

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Yes, I agree!...You **must** have the right agent that knows how to sell your neighborhood! Just out of curiosity Mr/Mrs. Seller...If you had been able to...[SELL YOUR HOUSE](#)...where were you going?...