



## **Circle Prospecting Script**

(Borrowed from Craig Reger with Keller Williams Realty)

Circle Prospecting is a technique that can work ANYWHERE! All you need is a list of phone numbers for a certain neighborhood. Typically these lists can be acquired from your Marketing Representative at your local title/escrow company. You'll want to pick a neighborhood and order a "farm" or "phone farm" of at least 200 homes in the area (sort of like a BIG circle). Be prepared for lots of wrong phone numbers, hang ups, and disconnected numbers. This is strictly a numbers game!

Hi \_\_\_\_\_, this is \_\_\_\_\_ with \_\_\_\_\_, and I'm calling because I'm working with some Buyers who are looking to move into your neighborhood. As you probably know, virtually everything that is on the market is sold! So, I promised my Buyers that I'd call around the neighborhood.

Do you have any friends or neighbors who have thought about moving? (SILENCE!, Let them answer!)

Awesome, thanks!

Have you thought about moving in today's hot market?

Thank you for thinking about that. Have you considered investing in real estate while we're at historically low interest rates combined with homes values that remain well below the peak?