

Scripts To Local Tradies

Find an investment property in your company. It may not be yours but it is a great reason to call these folk. The cool thing is they always answer the phone because it could be new business, right??

The call goes like this:

"Hi is that Andy?"

"Yes, it is."

"Andy, this is Sam from ABC Realty, how is your day going so far?"

"Great thanks man, how can I help you?"

"Andy, I'm sitting here looking at an investment property we have just listed. It is on the market at \$585 and will rent all day long at \$550. Any interest at all?"

You will be amazed at what response you get.

"Nah, I just bought one the other day."

or "I have 3 already, that's enough."

"Andy can I send you through the details, just in case you know someone who might be interested?"

"Yeah, sure."

"What e-mail should I send that to?"

"Andy@plumbers.com."

Now don't waste the contact, because I think you should see if you can set up a referral arrangement if you can.

"Andy, I know you guys move in the right circles when it comes to who is doing what in the neighbourhood. I would be perfectly happy to pay you a referral fee if you referred anyone to me, because they are selling their home, is that something you might be interested in?"

"Yeah, I guess so."

"The details will be on my e-mail and all I need is a name or address and if anything comes of it, I would be happy to pay you for it."

"Okay, let's see how we go."

Put Andy in your Call Forward System to call and catch up again in a couple of weeks.

If you see his truck in the neighbourhood, stop, go in, and meet him.

Now you have the beginnings of a very valuable database.