

STRATEGY 1: DATABASE

Dialing Party Worksheet

Total Dials	Total Conversations	Total Appointments Set
1234567890	1234567890	1234567890

Here is your script – take a moment to fill in the blank:

Hi this is _____ from _____. I am updating my files and wanted to see if you are in the market to buy a home or to see if you've purchased a property?

Dials:

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20

SCAN TO DOWNLOAD THE WORKSHEET

