

Out-of-Area (Absentee Owner/Non Primary Residence) Prospecting Script

Mirror and Match greeting. _____

(Repeat back their greeting exactly - match their Energy / tonality / vocabulary)

It's _____ with C21 _____ here in _____(area)

I'm reaching out about the property that you own on _____.

I live and work right here in _____ and I'm checking on my out-of-area owners to see if there's anything I can do to bring some value during these times when it's harder to get here to check on your investment.

I don't want anything at all from you...just here to help out like I would hope someone would do for me if I lived away from my investment... for some I've been doing a drive by to check on things and take some pics...

for others I've been doing a FaceTime /duo/skype walk around with them....

for others I am connecting them with some workers, tenants..etc...

for others...I've giving them a simple report showing the current prices around here.....

so..I'm curiouswhat can I do to help you...

If something _____ - Great I'm happy to help let's set something up...

If nothing..... Ok no problem, just know I'm right here if you need anything...this is my cell

number so please ... **save it now** ... as (your name) real estate friend (area)

(ex. Jeff Beggins Real Estate Friend Tampa)..... if you ever need anything locally just ... **reach out to me**...anytime... and let's connect when you are in town...

I'm just curious... What are you doing with the property? Do you rent it full time/ short term, or do you just keep it as a second home?

(repeat and approve their answer)

As I am reaching out to other out of area owners who are thinking of selling in this frenzy we are having, and come across some good off market buys, are you interested in possibly picking up some more property in the area.

If you've ever thought about cashing out, this is a great time because rates are so low and inventory is ridiculously tight. Supply and demand is definitely on the seller side.

Well, thanks for your time,great talking with you I'll reach out from time to time to check on you, feel free to do the same. Again please save my number and reach out for anything you may need in the future. Reach out next time you are in town. Nice meeting you.

