

## SOI Script

### SPHERE OF INFLUENCE

(Mirror/Match Introduction)\_\_\_\_, its \_\_\_\_ This is a business call, do you have a quick minute for me? (\_\_\_\_)Wonderful! (We can catch up on personal stuff later.)

As you know I'm with CENTURY 21 Beggins. We are the #1 CENTURY 21 company in the entire State and we are really proud of that, and Real Estate is Awesome right now and I have set REALLY HIGH GOALS for myself this year, and I really could use your help...

Who do you know that is thinking about SELLING or BUYING Real Estate in the next 30/60/90 days.

(\_\_\_\_)Great!

(Chunk Down if they can't think of anyone)

Ok, who can you think of in your (office, church group, family, neighborhood) that may be thinking about moving soon.

(Who do you know that's getting married, divorced, Job transfer, having kids, etc) (\_\_\_\_) Great!

It would be OK if I called them ...right. What's their contact info\_\_\_\_\_.

(WRITE CONTACT INFO)

plan on moving/buying investment property. (\_\_\_\_)Terrific!

By the way, when do YOU

(Set Appointment/Set them up on listing book/Confirm their Email Address for Business Builder campaign...etc.)

Thank you SO much... I'll check in with you periodically to see who you know who is interested, okay.

(\_\_\_\_) Great! Have a great day!

### SPHERE OF INFLUENCE - Follow-Up

(Mirror/Match Introduction)It's (\_\_\_\_) I was thinking about our last conversation and I was wondering,

who did you see, hear about, or think of who is selling or buying real estate in the next 30/60/90 days.

(\_\_\_\_) (Great)

If they have a lead...

Thanks! What's their number? \_\_\_\_\_(Record number) Awesome! I'll give them a call! I

really appreciate your help and I know you are going to keep looking for me...right!

Excellent! Talk to you soon. Have a great day!

If they don't have a lead for you yet...

No Problem, I know you'll keep looking for me, right... Thanks! (\_\_\_\_)

Facebook Private Message Script

Hey \_\_\_\_\_!

It's been a while! Looks like you are doing well from checking out your wall! (Mention

something you saw on their wall to CONNECT with)... I wanted to remind you that I

am working hard with CENTURY 21 Beggins (#1 CENTURY 21 in Florida) and LOVE

representing and protecting friends and friends of friends who want to buy or sell real

estate! Who do you know that is thinking about buying or selling soon?

(Anyone getting married/divorced/having kids/job transfers/ downsizing/ upsizing/

thinking about investing?) Your referral would mean so much to me and will take great

care of anyone you send me! I have really high goals for myself this year and could

really use your help in reaching them! Thank you and let's catch up soon!