

sales script

1. Adjective
2. Number
3. Noun - Plural
4. Noun - Plural
5. Noun
6. Number
7. Noun - Plural
8. Type Of Home
9. Type Of Home
10. Adjective
11. Noun
12. Noun
13. Noun
14. Noun
15. Noun
16. Noun
17. Noun
18. Noun
19. Time Frame
20. Noun
21. Family Member

sales script

"So as you can see, if you are going to live in this _____ Adjective area, you really have _____ Number

choices in that price range. You have Existing _____ Noun - Plural, Production _____ Noun - Plural and True
Homes

With True homes you will get on average _____ Noun sq ft more than other new or used homes. Which is like
having _____ Number extra bedrooms. True homes also gives you the ability to customize our floor plans to fit
your _____ Noun - Plural lifestyle.

"Now I know you said you've been renting a _____ type of home but have you ever built a _____ type of home
home before? "

"It's really as simple as making _____ Adjective main decision, We refer to these _____ Noun as the three
_____ Noun "

1. _____ Noun - Determining what you want to pay
2. _____ Noun - Narrowing down to where you want to live
3. _____ Noun - Determining the floorplan that works best for your family's lifestyle

"Most _____ Noun find it helpful to explore their _____ Noun a little further. With interest rates on the rise,
this

is where I find most people want to start. Has anyone taken the time to work up your Noun over the
past time frame? I am not a Noun but I am savvy to what family member are looking for
and I can help you."