

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."