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."