

## Dialogue: Follow-up from OFIs

### When's the best time to use this?

- Saturday afternoons after OFI
- Intercept other agents who call back on Monday

### Dialogue:

Hi <<name>> it's <<your name>> calling from <<Agency>>.

It was lovely to meet you at <<insert property address>>, I'm just calling as a courtesy to see if you are interested in the property?

#### → If YES

- What in particular do you like about the property?
- Is this something that would suit you and your family?
- **If you were to make an offer, what price range would it be?**

#### → If NO

- What type of properties are you looking for?
- I would love to help you find something suitable. If I know of anything that comes up even if they are outside of our office, would you like me to notify you?
- Are there any other properties that you are looking at?
- Is this your first, second, or third purchase in the area?
- (if it's their 2<sup>nd</sup> or 3<sup>rd</sup>) I would love to come by and see yours as it will give me a better idea on what it is you're looking for in the next one.

If there is anything else I can help with, please let me know.

**BONUS Dialogue to use at all OFI's:** Are you researching, buying or selling at the moment?

### Corresponding video on Real Estate Gym:

<https://realestategym.com.au/membership-dashboard/scripts-dialogues/call-back-dialogue/>