

Recruiting Call Dialogue

Hi this is _____ from *(The Name Of Your Company)*, how are you?

I don't want to bother you right now, when would you have two minutes to talk to me on the phone?

I am the manager of the _____ office and I am touching bases with all the agents in our market to see how you are doing and to find out what kind of changes you are seeing in the market place.

We are colleagues as well as competitors and as professionals it is important to stay in touch and keep each other posted of changes that are occurring in the market, as to allow us to stay ahead of them.

(Make this relevant to your market.)

- What are you seeing as happening in the market?
- I've noticed a slow down at broker tours, how about you?
- I just read some MLSNI stats that say there is a slow down on parts of _____, have you noticed anything in our market?
- Time on market appears to be getting longer/shorter, what have you noticed?
- Open house activity seems UP/DOWN, what have you noticed?
- What are your feelings about the market?
- What kind of changes have you been noticing in the MARKET/INDUSTRY/TOWN?
- We have noticed that calls to our Call Center have NOT dropped off at all, what have you noticed?

You K_N_O_W, I really enjoyed talking to you, this has been great for me. I would really like to meet you. Since we are co-professionals in this business I'd like to meet you. When is a good time to get together?

I have some time (tomorrow, later in the week, next week), when is a good time?

I work off a tight schedule; lets get together at a time that works for you.

I am putting it into my calendar and writing it down. You can ABSOLUTELY count on me to be there, can I count on you?

[what time...which time...when...where...how soon]

- 1- get permission
- 2- get them to start talking
- 3- transition
- 4- appointment
- 5- confirmation