



Objections for Vulcan 7 Calling

When you don't know the answer always fall back to: That's a great question. Sorry I'm Mike's assistant I don't know the answer but Mike will need to visit with you about those questions. Let's have you meet with Mike so he can help answer all your questions. Would _____ at _____ or _____ at _____ work better for your schedule?

If they ask: How many listings does Mike have?

You Say: That's a great question. I'm not sure but when you meet with him, he'll have all that information for you.

If they say, their spouse doesn't need to be here.

Mike prefers to meet with both of you because he has found the other spouse will have additional questions or want to bounce ideas off Mike. **Does afternoon, evening or weekends work better for you and your spouse** husband or wife **schedule? Perfect Mike's available _____ at _____ or _____ at _____.**

If they don't want to meet now get an idea when would be a good time to follow up. If they want to sell in less than 6 months we need to plan for Mike to meet with them at least 2 months before listing to have everything ready and it will be less stressful for the sellers too.

If they don't want to meet now because they want to fix the house up let them know: Mike prefers to meet you before you start fixing everything. The reason is he can give you suggestions on projects that will help sell your house faster & where you'll get your money back. He'll also have several contractors and handyman referrals that can help you.

They don't want to meet at their house. Mike will need to see the home so he can give you a better range and be able to assist you better. There are a lot of factors that affect a home when selling like the condition on the inside and outside of the home, etc.

If they ask: Are you using a dialer?

You Say: I make phone calls individually to each person in the neighborhood for this survey.

If they ask: What's the survey for?

You Say: Due to the low inventory we're trying to determine how many homes will be coming on the market within the next year in each neighborhood.

How did you get my number?

You Say: Due to the low inventory we're calling everyone in the neighborhood trying to determine how many homes will be coming on the market within the next year in each neighborhood.

If they push the issue again, my boss gave me a list and asked me to call but we're happy to remove you from our survey list. Thank you for your time and have a nice day!



If they want to be removed from the list.

You Say: I'm sorry and we're happy to remove you right away. Have a nice day!

If they say I'm on the do not call list:

You Say: I'm sorry and we're happy to remove you right away. If they push the issue Say: This is a survey and surveys are exempt from the do not call list but we're happy to remove you from our list. And end the call & put them on the Blacklist Number

Is Mike familiar with (area)? Yes, Mike is very familiar with the area.

Are you familiar with the (area)? Sorry I'm Mike's assistant I don't know the area but Mike does.

What areas does Mike work? Mike works the Denver Metro area & Foothills area.

For Your Information: Foothills include: Evergreen, Conifer, Morrison, Pine, Bailey, Genesee.

Just signed with an agent or we decided on an agent:

Ask: Did you sign the seller's agency agreement contract?

If they say no to signing the contract let them know: We recommend interviewing several agents to ensure you have the best Realtor to help with your needs. Mike has a unique package and service that he offers his sellers that other agents don't provide. Is afternoons, evenings or weekends better for your schedule?

If they said yes to signing the contract, we do not go any further and end the call politely and wish them luck in their sale and have a nice day.

Have a friend who's an agent.

Ask: How active is your friend in real estate?

How many homes have your friend sold in the last 12 months?

Most agents aren't active & are not able to give the same level of advice and get the results as our team. (Over 80% of agents are not active)

Mike is a full-time agent and has a staff, so someone is always available to help all clients, potential buyers for their house & other agents with questions about their house.

They say it's under contract.

Ask: Is it on the MLS? (For FSBO's you will not ask this questions) If they said yes to MLS we do not go any further and end the call politely and wish them luck in their sale and have a nice day.

When is the expected closing date?

Have you and the buyer agreed about inspection resolutions/fixes?

They said I'm not Selling Again: May I ask why? **Or** Are you looking to sell in a year, two years or even longer?

Is this not your Number?

Say this is only my line but our direct office # is 303-325-5690 & you'll always reach someone on the direct office #. Mike has a few assistants & we all answer that line.



If they say, they found a company that will pay a flat fee \$2500 or total commission is 4% & if that's something he can't match he'll go with the other people. Let them know: I don't handle the commissions but Mike will help answer your questions. Let's look at his schedule so we can coordinate a time for him to help answer your questions & give you a detailed market analysis. Does afternoon, evening or weekends work better for you and your husband or wife schedule? Perfect Mike's available _____ at _____ or _____ at _____.