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Week 2 Tele-Series

Working with Homeowners

Door Knocking Strategies: What are 8 things to keep in mind when door knocking?

What is the 1st key to working with homeowners?

When working with homeowners what is an important concept to practice?

What is the advantage of Pre-Framing?

Create an atmosphere of

What to say when meeting someone at the door?

What to do next?

What to do next?

What is your goal in meeting the homeowner?

What would you like to accomplish while on the porch?

You want your client to feel

What do you do once you are inside the house?

Once you thank them for inviting into their home this is

It is now

You begin to call it the property because you want to

When touring the property you want to spend

When touring the property you want to

You want to have the following with you

Top 10 Area's of a house to look at

You should also be aware of

Understand that this is not the

OBJECTIONS THAT HOMEOWNERS MIGHT HAVE

I want to think about it

Your asking me to sign away my house

I have equity in the house

If I give you control I have nothing else

I need to check with my spouse

I need to check with my attorney

Can I call the bank myself

Explaining why working with you in order to salvage their credit

Other Notes: