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**Open House Conversion Script**

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| **Author:** | **Scenario:** | **Impact:** |
| Aaron Shiner | Open House Prospect | 55% of open house buyers will also have a home to sell |

**Setting the Stage**

Convert Open House “Lookers” to buyer or seller clients.

**The Script**

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| **ME:** | Hi (Name) I’m (My Name)... It’s nice to meet you.  Are you here looking to upgrade or are you downsizing? |
| **PROSPECT:** | (Their answer should tell you whether they have a home to sell.) |
| **ME:** | Have you already put your home up for sale or are you waiting to find the home to buy first? |

**About the Author**

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| **Aaron Shiner** | Aaron’s success won him many national awards within the First National Group and before long he was being invited to train agents with his methods, systems and ideas.  From humble beginnings, his company LockedOn has quickly grown to become an Australian technology success story and is now a major player in the real estate software space in Australia and New Zealand. He has grown to become one of the pre-eminent trainers in the world on real estate scripts and dialogues.  Check out Aaron's other training and scripts at <https://scriptsanddialogues.com/> |

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