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**FSBO Master Second Followup**

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| **Author:** | **Scenario:** | **Impact:** |
| Jason Morris | FSBO Followup Call | unknown |

**Setting the Stage**

To be used in conjunction with the [FSBO Master First Call Script](https://docs.google.com/document/d/1izJeMJTEbJjC1xNPnoFLqLA9GCpcC2Zu93zynIuffbM/edit?usp=sharing).

**The Script**

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| **ME:** | Hey this is [Name] with [Company] and I was on the MLS this morning looking at homes in and around your neighborhood, is yours a 3br?  (Confirm the stuff you talked about) (Then Confirm the price) (Then try to set an appointment)  I know this week has been a little crazy for you, I know you have to get this place sold, so you can \_\_\_\_\_\_\_\_. I would like to go ahead and meet you this weekend. Would Saturday morning or Sunday afternoon work for you? |
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**About the Author**

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| **Jason Morris** | Jason Morris is one of the top agents in South Carolina and has become a personal coach to hundreds, training them to become a master at taking listings through contacting FSBO and Expired leads. Not only does he share scripts and in-depth training on techniques he uses daily, he gives the invaluable behind-the-scenes look at WHY it all works.  You can find him and more of his training at <http://jasonmorrisgroup.com> |

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