

May I speak with _____

_____, I was referred to you by Traci Lewis.

Do you have a minute for a quick business call?

Tom, I recruit real estate agents. Traci says you are a very good one!!!

Curious What makes you so great at real estate? (maybe question)

_____, I have a quick question

Is your business everything you thought it would be at this stage in your career?

(No matter what they say)

Great

_____, would you be open-minded enough to learn about a global company expanding in your area that is helping agents double, even triple their income by providing national and international leads, stock ownership in the company, commissions to 100% plus, and an income stream that will pay you after you retire from real estate sales. Would any of those things interest you?

Yes

Yes- Let me shoot you over a short video that will explain the details.

If I send it over right now, when would you be able to review the video.

Great. Let's schedule a follow-up call with you and Traci. (Schedule it after they say they can watch the video

So, If I called you on Monday would that be ok.

More scripts for later:

Hello, eXp rock stars!

Ok, this is one of my most powerful script if you are using a Recruiting assistant. It works best for your warm market.

Always remember to follow all the eXp rules for calling and the use of a recurring assistant. Honored to be y'all partner!

When they answer, if they say their name say (Like you are truly relieved) Ohhhh I'm soooooooo glad I caught you,

If they don't say their name say:

Hello, this is _____ with eXp Realty. Is this _____

(Say the persons name like a question)

When they respond:

Ohhhh I'm soooooooo glad I caught you,

My name is _____ My business partner and your (however you person knows them - if you have access to that - for example: linked in connection, fellow realtor in their market, etc), (Agent's name)with eXp, asked me to reach out to you. They asked me to get you on their schedule probably, because of your high clout score and influence. (If they ask what a clout score is or any other questions say: Oh,, that's above my pay grade. _____(agent's name) gave me a list of folks to call, and it's a short list, and your name was on the top of that list.

Anyway,

We would like to discuss a leadership real estate position for the (city they are in) expansion - it's not a corporate Job - it's an opportunity to grow and expand your real estate business & build a lucrative additional revenue stream.

_____, you came across our radar as (say this next part like you are impressed) a big producer or a major influencer in (whatever city). Is that right????

I understand you will have a ton of questions (Their name here). Let's schedule a quick, exploratory call on ___ or _____

If you get an apt booked, stop there and let your person know right away that something was booked.

(They most likely will ask a question here... regardless of their question, the following should work)

As you have probably heard, eXp is currently offering equity interest and shared revenue in developing markets, and for those people that see it early will realize (or understand) that being first to market is an opportunity to create wealth.

It might not be a good fit for you, but I'm certain you will be intrigued either way; and most likely will know someone that it is a good fit for. The growth that is happening from this Technology driven opportunity is unprecedented, especially in the way us Agents are compensated, and is attracting many of the top teams and brokers around the country - including Grant Cardone who just joined us. We are happy to provide a list of these people when we meet with you. Would _____ or would _____ be better for your schedule?

If they want more info:

We are looking for experienced realtors who are also influencers. (Agent' name) has done an intrinsic search and your name surfaced. I can't promise you anything but you were identified as a potential fit.

If they want more info:

Can you tell me more about it?

It's publicly traded with stock opportunities and cutting-edge technology for lead generation and growing your Real Estate Business. I just know she wanted to get some time with you. This is just a brief overview to save you both time if you're not a good fit. Can I get you on her schedule _____ or would _____ make more sense?

Always reconfirm the appointment at the end!

Ok _____, I have you on the schedule for ____ at _____ I will also send you an email invite. Can you please accept that to confirm the appointment?

I'll also be sending you a 'canned' follow-up email so you can do some great due diligence before the call and a text message with a super short video. It will save both you a ton of time and I know that's important to you. Will you have time to watch it before the call with _____?

Awesome.

I know you are busy as well as, so if something comes up; please let me know, and thanks for working with our schedule (agent) is looking forward to talking with you.

www.TalkToTraci.com

At the very very least get permission to send an email:

Well, it sounds like the timing just isn't right. Would it be ok if we just sent you a quick email with some great information about eXp? You can always just file it under "backup plan!"

Other scripts:

My name is Karen Embs. My business partner and your LinkedIn connections Traci Lewis, asked me to reach out to you. He sent you a quick message on LinkedIn and asked me to get you on his schedule Because of your high clout score and influence. We have identified you as someone we would like to discuss the leadership real estate position for the Las Vegas expansion - it's not a corporate Job - it's an opportunity to

grow and expand your real estate business & build a lucrative additional revenue stream.

_____, you came across our radar as (say this next part like you are impressed) a big producer and a major influencer in Vegas. Is that right???? I understand you will have a ton of questions (Their name here). Traci will be in Vegas April 2 -10 interviewing (or Meeting) with a few agents confidentially. (Pause)

Before that, can we schedule a quick, 20-minute exploratory call on ___ or ___?

(They most likely will ask a question here... regardless of their question, the following should work)

The company is currently offering ownership interest and shared revenue in developing markets, and for those people that see it early will realize (or understand) that being first to market is an opportunity to create wealth.

It might not be a good fit for you, but I'm certain you will be intrigued either way; and most likely will know someone that it is a good fit for. The growth that is happening from this Technology driven opportunity is unprecedented, especially in the way us Agents are compensated, and is attracting many of the top teams and brokers around the country. We are happy to provide a list of these people when we meet with you. Would _____ or would _____ be better for your schedule?

If they want more info:

We are looking for experienced realtors who are also influencers. Traci has done an intrinsic search with broker metrics and clout scoring and your name surfaced. I can't promise you anything but you were identified as a potential fit.

If they want more info:

Can you tell me more about it?

It's publicly traded with stock opportunities and cutting-edge technology for lead generation and growing your Real Estate Business. I just know he said it was urgent that he get some time with you. This is just a brief overview to save you both time if you're not a good fit. Can I get you on his schedule _____ or would _____ make more sense?

Always reconfirm the appointment at the end!

Ok _____, I have you on the schedule for Traci at _____ I will also send you an email invite. Can you please accept that to confirm the appointment?

I'll also be sending you a 'canned' follow up email so you can do some great due diligence before the call. It will save both you and Traci a ton of time and I know that's important to you. Will you have time to watch it before the call with Traci?

Awesome.

I know you are busy as well as Traci, so if something comes up; please let me know; and thanks for working with Traci's schedule He's looking forward to talking with you.

www.SyncOurSchedules.com

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Well, it sounds like the timing just isn't right. Would it be ok if we just sent you a quick email with some great information about eXp? You can always just file it under "backup plan!"