

Good Afternoon _____ and Happy Friday! This is Russ Colliau, expansion partner with eXp Realty. How are you today?

The reason for my call is I am tasked with finding a couple leaders in _____ and you were recommended to me as someone I should be speaking with. I'm dying to know, what have you heard about eXp?

Let me ask, on a scale of 1-10 with 1 being your already out the door and 10 being you're married to your broker, how would rate your relationship with your current company?

10

Excellent!. So if I attempted to recruit you, it would be really annoying wouldn't it"?

YES

Got it! Since we can't predict the future, would you be offended if I stayed in contact?

9

Excellent! So it sounds like you are happy, even content AND it sounds like you are an open minded person, am I right?

YES.

Great! Are you open to learning about these revolutionary business modelsthat are transforming our industry?

8 or below

I Excellent! So It sounds to me like you are an open minded person, am Right?

YES.

Great! Are you open to learning about these revolutionary business models that are transforming our industry?

ALL YESes To Learning

FANTASTIC! I'd like you to meet one of my senior partners in the company. Russ is a former BOLD coach with KW and an amazing coach, leader and

knows the company inside and out. Do you have openings Tuesday or would Wednesday be better?

CLOSE ANY NON Appointment set call

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