* Script for Success: When Agent is loyal to a competitor
* **If you know they are loyal to a competitor, for example, “I’m very happy where I am”…**
  + ***That’s great and our meeting doesn’t put any of that in jeopardy. Based on the sheer volume of what we do, you will end up closing with us, and I know you want a phenomenal experience for yourself and your clients. One way we can ensure that happening at the highest level is if we have a better understanding of you and your business practices. Let’s schedule a quick coffee to discuss what your hot button issues are when working with Title and Escrow. Sound good?***