**Phone calls:**

**You:**  Hi agent name, this is \_\_\_\_\_\_\_\_\_\_\_ with \_\_\_\_\_\_ title company how are you today?

**Realtor:** GREAT

**YOU:** Awesome, did I catch you with a minute?

**Realtor:** Yes

**YOU:** Very cool, I’ll take it. Quick question for you. How is your geographical farm area doing?

**Realtor:**  It’s doing ok, could be better.

**YOU:**  Well that’s the reason for my call, I wanted to see if you needed an updated farm package or excel file of your database?

**Realtor:** Yes that would be great.

**YOU:** Great, when was the last time you sent a mail piece to your farm? What kind of results did you get?

**Realtor:** 2 months ago, a piece I printed up myself. No response.

**YOU:** OK, well I would highly recommend investing into Corefact’s unique marketing pieces to generate sellers. Have you tried it before?

**Realtor:** NO, isn’t it pricey though

**YOU:** It might seem that way because it’s all the fees wrapped into the per piece price. But once you break it down the price is right for what the return is. Remember, Corefact is the #1 Listing acquisition tool in America. It’s worth giving it a try. Can I set you up?

**Realtor:** Yes please and I will take a new farm package!

**YOU:** Will do, thank you!!