



## SCRIPT: OPEN HOUSE

Video DEMO [HERE](#)

Thank you for visiting my Open House today. As a token of my appreciation for coming by, I would like to leave you with these statistics I provide my clients each month. Anything *up to 11%* indicates a Buyer's Market as per the Real Estate Board. We break the report down by price and neighbourhoods.

*[Wait for reaction of interest]*

If you like, after the open house today, *[pick up and start flipping through the full Report stapled in booklet format and in colour]* I can email you the full report which shows you all the suggested Buyer Markets from [state first area to last area of report ie Burnaby to Maple Ridge].

**IMPORTANT:** Be sure to email your SnapStats report within the time frame promised to instill trust in the potential lead.

**REMINDER:** Make the *Disclosure of Representation in Trading Services (form)* to a consumer before providing any trading services. Refer to the RECBC guide for instruction.

## SCRIPT: DOOR KNOCKING

Safety Video [HERE](#)

Our door knocking script has been removed from our tutorial library as it does not comply with the new BC Superintendent of real estate rules effective June 15, 2018.

## OPTIONAL HANDOUTS

Provide a FREE bonus gift such as the SnapStats [How to Use a Fire Extinguisher](#) or [Laundry Care Symbols](#) poster that you can **brand** with your contact information. You can find all in our [Members Resource Centre](#) under Tools: Business & Calculators (search for 'Client Appreciation' and 'branding'.)