

Sample Door Knocking Script from Tasha Miller

***Keller Williams Agent
Naperville Market Center***

(Knock) Hi! How are you this evening?

My name is Tasha, and I live here in X neighborhood. (This settles them).

I am a real estate agent with Keller Williams Infinity, and I wondered if you'd like a X? (Hand over item of value. I usually hand out calendars of community events if they have small children. This gets the door opened wider so we can talk. If they don't have school-aged kids, I offer something else)

How long have you lived in X? Do you love it? (Always yes, they live here don't they? If I sense there's not chance they are moving soon I then offer a couple of business cards to share with their friends.)

Do you have a go-to real estate agent? No? I'd sure like to be your agent! (Usually they have seen me on the private neighborhood Facebook page and mention it, so I tell them I also have a business page on Facebook.)

I'm working hard to build a relationship-based business and I'd love to work with anyone you know who needs help with real estate. (They promise to keep the tchotchke I've handed over, and share my name with their friends who might need help. I don't ask for phone or email until I've met them again.)