



# FOLLOW UP SPRINT SCRIPTS

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# 1

Agents that you called or were called on your behalf that registered and or attended(Prospect Tracker Hot/Warm List):

"Hi \_\_\_\_\_ this is \_\_\_\_\_, I hope all is well!? The guys at Broker's Open Podcast that put on the Excite 2021 event wanted me to reach out and make sure you had the recording replay of Laci and Meighan, the panelist were incredible right? As soon as we hang up I will send you the replay and I wanted to see if we could set a time to sit down face to face to go over the survey results, would \_\_\_\_\_work for you?"

You are trying to set a time to just have a FORD conversation with them and get their input on the event, the survey results, and if you can simply introduce the upcoming listing challenge. You can also call your vendors and request connections.

# 2

Agents that you called or were called on your behalf that did not register or attend(Prospect Tracker Warm/Cold) List:

"Hi \_\_\_\_\_ this is \_\_\_\_\_, I promised you and the guys from BOP I would follow up after the Excite 2021 event and let you know how it went..... the panelist were incredible BTW.....and I promised the Co-Hosts of BOP that I would review the survey results with as many agents that I could.....I would love to sit down with you and review the results from the survey that team leaders from across the nation participated in.....can we sit down \_\_\_\_\_for a few minutes and I get your input? I know it's a big favor but if we can meet for a few minutes I will also send you the replay of the entire panel discussion so you can watch it when you get time.....how does that sound?"

# 3

"Hi \_\_\_\_\_ this is \_\_\_\_\_ with \_\_\_\_\_ you just had a transaction with \_\_\_\_ As a thank you I wanted to pass along some survey results that were really insightful that I reeied from some friiends that co-host a national podcast.....the panelist were incredible and so are the survey results....I will email them to you and follow up in a couple of days just to check in, is \_\_\_\_\_ the best email address to use?"

