**Agents You Know**

Hi this is \_\_\_\_\_\_\_\_\_, how are you?

How's the market treating you right now?

I don't know if you know this, I moved my license to eXp about 6 months ago. Did you see that?

It took a lot for me to make that move. Best decision I ever made.

I got linked up with this group called the CoFounders group, have you seen them or heard of them? They are a high-level group of agents and top coaches that help fuel the growth of our business. I know you are a person always looking to grow and looking to expand.

\_\_\_\_\_ I want to get you in front of my partner for a few minutes. Talk about how we might be able to add a huge benefit to your business that you could leverage now?

I can get you with Michelle Wilson, she's one of the top leaders in our state, do you have time tomorrow at 2 or would Wednesday at 4 be better?

**Agents on the other side of the Transaction**

Hi, this \_\_\_\_\_\_\_\_\_\_,

I wanted to let you know that I had a great experience with you working on 123 street. I thought you were super professional (compliment, compliment).

What are the challenges you are seeing in this market right now?

I wanted to invite you to what we call the Breakfast Club. It's really helped myself and many other agents sell a lot more listings and take control of their business.

I want you to listen in at 7:30am this week. Are you free tomorrow or \_\_\_\_?

(or)

If I could show you a way to solve (you're problem) and bettering your business, would you be open to meeting with me and my partner for 15 minutes?

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**Cold Agents**

Hi, this \_\_\_\_\_\_\_\_\_\_,

I know you hang your license over at abc realty, are you a listing agent, or a buyer's agent?

Are you looking to take more listings? or Are you looking to work with more buyers?

If I could show you a way to better your business and take more \_\_\_\_\_\_\_\_, would you be open to meeting with me and my partner for 15 minutes?

<< I don't want to switch brokerages>>

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**Follow Up Script**

Hey, I saw that you attended \_\_\_\_\_\_\_\_! And I wanted to know what your biggest takeaways were?

Share a success testimonial (yourself or someone else)

This is something that we work on on a daily/or weekly basis. I’d like you to meet with \_\_\_\_ (whoever did the meeting) so they can go over all of the challenges that you are having with that and see what they can do to help!

Does \_\_\_\_\_ or \_\_\_\_ work better for you?

**<<Testimonial close>>**

**We have an agent named Amanda Weller**. In the past 2 years she closed 3 deals with her old company. She had no skills. She got involved with CoFounders and plugged in with the Breakfast Club. Not only did she close 3 deals in her first month. She also generated 10 listings in that first 30 days. Most importantly developed the skillset to control and create business on demand.

I want you to see how she was able to do that, it was not just the Breakfast Club. There is a lot of other high level support and systems we provide. Would you be willing to sit down with my partner Michelle Wilson for 15 minutes? She ran the largest listing brokerage in our market.

**We have an agent named Beverly Auffray.** She was in the business for 10 years closing between 3-6 deals a year before coming to eXp and the CoFounders. She started coaching with us, In her first 12 weeks, she took 7 listings. In he first 12 months she SOLD 31 listings, that she procpected and geenrated. All Listings and more than half high end.

 I want you to see how she was able to do that, it was not just the Breakfast Club and prospecting. There is a lot of other high level support and systems we provide. Would you be willing to sit down with my partner Michelle Wilson for 15 minutes? She ran the largest listing brokerage in our market.