

FOLLOW-UP STRATEGIES

Ensuring continued engagement after initial meetings

Agent: Hi [Client's Name], this is [Your Name] from [Real Estate Company]. I wanted to check in with you after our initial meeting last week. How have you been?

Client: Hello [Your Name], I'm good, thanks. I've been thinking over the information you provided.

Agent: It's great to hear that you're considering your options. Did any questions come up that I can help clarify for you?

Client: Actually, yes. I've been wondering about the potential for expansion with the property on [Property Address].

Agent: That's an excellent question. The zoning regulations in that area do allow for expansion, and there's ample yard space for an addition, should you choose to enlarge the home in the future. I can send over some details and examples of similar expansions in the neighborhood, if that would help?

Client: Yes, that would be very helpful, thank you.

Agent: My pleasure. I'll also set a reminder to follow up after you've received the information, just to ensure all your concerns are addressed. Meanwhile, have you had any more thoughts about when you'd like to move forward?

Client: We're still interested, but we're carefully weighing our options.

Agent: I understand that it's a big decision. What I can do is keep you updated on any market changes or new listings that fit your criteria. This way, you won't miss out on any opportunities while you're deciding.

Client: That sounds good. I wouldn't want to miss out on the perfect spot.

Agent: Definitely. Let's plan for a brief catch-up call next week. I can share any new insights and we can discuss any further thoughts you might have by then. How does your Wednesday look?

Client: Wednesday works for me.

Agent: Excellent, I'll schedule that. And remember, I'm here to assist you every step of the way, so feel free to reach out anytime.

Client: I appreciate that, [Your Name]. I'll speak to you next Wednesday then.

Agent: Looking forward to it, [Client's Name]. Take care until then!