

# ALM LEAD SHEET



PEMBERTON  
HOMES SINCE '78

## APPOINTMENT

"Hi! This is \_\_\_\_\_ with the Pemberton Homes Team. When would you like to go see the home on Main Street?"

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## LOCATION

"In addition to this home, are there others in the area that you'd like to see?"

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## MOTIVATION

"What was it about this home that caught your eye?"

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"In a perfect world, when would you be in your new home?"

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"Terrific. I'll give the seller a call to set up our appointment and will give you a call back to confirm. As I mentioned, my name is \_\_\_\_\_ with the Pemberton Homes Team."

"As a heads up, Zillow will be sending you a survey to ensure I was able to address all of your needs. Have I done this for you?"

Great, If you can let them know, I would really appreciate it."