

# Real Estate

*Sales & Management Training*

## SCRIPTS AND DIALOGUES



Knowing the right words is crucial, not only when closing business but also when building a relationship in sales.

Whether you are closing a sale, a listing or prospecting it is very important to be able to ask the right questions to your potential client or customer.

Everyone can be fantastic with their scripts and dialogues once they understand the basics of how to build conversion and the ability to look through the client's eyes.

This is a fun program and we also have CDs available for sale in our shop.