1. Hi, this is \_\_\_\_\_\_\_\_\_\_\_\_\_. This is a business call … do you have a minute for me?
 2. Who do you know ... that would like to buy or sell Real Estate in the next 7-10 days?
3. Can you think of anyone…in your (church group, family, neighborhood, or office) … that may need my services at this time? ( ) Great!
 4. Would you mind if I gave them a call?
5. By the way … when do you plan on moving?