

**Prequel Script:**

"My job as your real estate professional is to set you up for success. The process I am requesting you take part in is a proven strategy to put you in the best position to both find the best home and be prepared to be the fastest and most appealing buyer to any seller. Do you think those other agents who are not preparing you for success are a better fit for you?"

**Answer is typically some grunts and then a request for guidance on the best next steps, a commitment to prequal, and a showing appt.**