

## **Common Seller Objection**

**Seller:** XYZ agent said that they would list my house for \_\_\_\_%. Will you list it for \_\_\_\_%?

**Agent:** Well at least XYZ agent knows what they are worth. (pause and smile) But I know what I'm worth and I know what your home is worth and lucky for you I'm going to fight for it's value the same way I fight for my own.

## **Alpha Seller That Stops You Before You Even Present To Them**

**Seller:** I don't want to waste any of my time. If we can't first agree on your commission then none of this other stuff that you are going to go over matters.

**Agent:** Great! I don't want to waste any of MY time either so let's make a deal. You and I are going to negotiate my commission right now but you have to promise me one thing. If I win this negotiation, then you have to promise me you won't hire me to sell the largest asset you are ever going to own. Deal?