

Lead Objection Handling Scripts

Best Choice
R E A L T Y

Designed for Internet Leads from Real Geeks

These scripts are designed for CRM automation or manual call/text/video email responses and optimized for relationship-building through Real Geeks.

Objection = Opportunity to Ask Another Question!

Objection: I'm just browsing, I'm just looking.

90% of objections use this!
Smoke Screen for internet leads.

Script 1

Friendly Permission

Perfect! Looking is the fun part. While you browse, I can send you the listings that match exactly what you're looking for so you don't miss anything. What's at the top of your wish list Or..What neighborhood are you most interested in?

Script 2

Discovery

That's exactly how most people start – just exploring. Are you curious about... prices, neighborhoods, or home styles? I can help you 'look' smarter.

Script 3

Real Geeks Personalization

Love that – the Real Geeks platform is perfect for that. Would you like me to fine-tune your search criteria so the system sends you the best options the moment it hits the market?

Objection: I'm not ready.

Script 1

Curiosity Approach

Totally understand – most people I speak to aren't 100% ready when we first connect. Out of curiosity, what would have to happen for you to feel ready? I'd love to be a resource when the time is right.

Script 2

Value Anchor

No worries – my job is to provide options, not pressure. While you're in the early stages, I can still help you look for opportunities not on the market. Would you like me to send you a few local insights to review when it's convenient for you?

Script 3

RG Tracking Approach

That's perfect actually – the best time to start gathering info is before you're ready. Would it be helpful if I tailored some properties based on your pace? Real Geeks makes that super easy.

Objection: The timing is not right.

Be sure to have home search automatic notifications set up 50-150 and weekly in Real Geeks.

Script 1

Timing Validation

That makes sense — timing is everything, especially in real estate. May I ask what needs to change before the timing feels right? That way I can be ready with exactly what you need, when you're ready.

Script 2

Market Opportunity Reframe

Totally fair. Sometimes we have found the best deals come when others are on the sidelines. Would you like me to keep you updated in case something perfect pops up before your timeline?

Script 3

Long-Term Nurture Offer

Got it. Would it be helpful if I checked in with you once a month just to keep you in the loop? That way you're not missing anything but also not overwhelmed with info.

Objection: I can't afford to move.

Script 1

Empathy + Education

Totally understandable — affordability is a big deal right now. Have you had a chance to chat with a lender to get a clearer picture of your options? You might be surprised at what's possible.

Script 2

Scenario-Based Help

That's real — a lot of my clients felt the same until we ran a few different scenarios. Who is working with you on your financing? Would you be open to looking at a few other strategic solutions just so you know what's out there?

Script 3

Information as Power

Gotcha. Even if now's not the time, knowing your numbers puts you in control. Would it help if I connected you with someone who can run the numbers?

Objection: I already have an agent.

With recent changes in NAR, MLS's and State Law, be sure you speak with your Managing Broker regarding how to handle this objection.

Script 1

Respectful Exit with Opener

Totally respect that! Just to check — are you committed through a signed agreement? If you're happy, that's what matters most. If anything changes, I'm always here as a backup.

Script 2

Quiet Backup Plan

Absolutely, loyalty matters. Mind if I just check in from time to time in case anything falls through or were you just needing a second opinion?

Script 3

Experience Confidence

Understood. Just curious — are they giving you real-time property alerts and area insights through something like Real Geeks? If not, I can fill in the gaps without stepping on any toes.

Objection: I didn't sign up.

Script 1

Light Humor Approach

You're not the first to say that! Real Geeks sometimes pulls from partner sites like Facebook or Zillow — it happens. Since we're connected now, would it help if I gave you local info so you're in control of what you see?

Script 2

Human Connection

I hear that a lot — the internet does funny things! If you're at all curious about the local market, I'm happy to be a resource. No pressure.

Script 3

Opt-Out Plus Help

Got it — want me to take you off the list? While I've got you, anything you're curious about before I go?

Objection: I am not in the market.

Script 1

Low-Key Curiosity

Totally fair — I actually work with a lot of people who are just watching the market or gathering info. Want me to send occasional updates just so you know what's going on in <Insert Local Neighborhood>?

Script 2

Future-Focused Ask

Makes sense. Do you think that might change in 6 or 12 months? I can check in when the timing feels better.

Script 3

Market Watch Angle

Thanks for letting me know. If anything ever shifts, even a year from now, I'd love to be your go-to. Want a quick snapshot of current values just for future reference?

Objection: Immediately "opts out of AI or home sale communications."

Script 1

Short & Sweet Closure

Totally understand! I'll make sure you're removed from the list. If you ever need anything in the future, I'm here for you — no pressure at all.

Script 2

Save-the-Relationship

Not a problem — I'll take care of it. Before I do, just curious — was it too many emails or something else that turned you off? Always looking to improve!

Script 3

One Last Offer

Got it. I'll opt you out right away. If you ever change your mind and want market info or buyer tools, just say the word — no hard feelings!