

# Script 27

## Situation

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The Buyer has a “fear of the future” and worries that he might lose his job.

## Buyer’s Objection

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With everything that is happening in the economy, we are afraid we might lose our jobs and not be able to make payments on a home.

## Option B

## Script

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**AGENT:** \_\_\_\_\_, I understand how you feel. Don’t you think many buyers might have the same concern right now?

**BUYER:** I don’t know, is that what they say?

**AGENT:** Sure, people are just evaluating their options more closely right now. When I look back on the many changes in the market, there are always buyers that buy in every market, and there are

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always sellers that chose to sell. You have a place to rent don't you?

**BUYER:** Well, yes we do.

**AGENT:** Now all we have to do is decide today whether you want to take advantage of the lower interest rates and better housing prices or if you want to throw your money away on rent. What is it going to be?

**BUYER:** I guess we were just nervous. Since we aren't the only ones that feel that way, we should just buy and not pay rent.

**AGENT:** Great, let's do that.

**BUYER:** OK.