

Bill Hart

TalkJet Audio Interviews

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This month's TalkJet interview is with;

Sean Carpenter

Agent Development Director

Ohio NRT Companies

Columbus, OH

Coldwell Banker King Thompson

Coldwell Banker West Shell

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Just named one of the **Top 20 Social Influencers of Residential Real Estate in 2016**

Sean has been licensed since 1998, and as a former successful REALTOR and manager, Sean brings his experience and enthusiasm to the training he regularly conducts.

Sean's Philosophy:

- Build relationships
- Solve problems
- Have fun

"If you can show people that when they have a real estate problem, they can come to you – the next time they have one, you're the one they're going to call."

Scripts & Dialogues

We've been learning scripts and dialogues for years; "Happy Birthday", The Lord's Prayer, The Pledge of Allegiance are all scripts and dialogues that we have memorized over the years. If we can perform at a higher level of professionalism by being better prepared for every situation – why wouldn't we?

4 Levels of Database

Database → Sphere of Influence → Clients → Bullseye

Social Media

"It was a relationship before the transaction and it will be a relationship after the transaction, the transaction was just a checkpoint along the way – it wasn't the goal or the end result."