

Triggers & Responses for Home Inspector



Sales Team Leader Name: _____ Month Year: _____

Triggers to listen for to help find me business.

1. Trigger I'm not having an inspection on my house, my dad/brother/uncle is a plumber/roofer/electrician. etc. They can inspect the house

Response They are experience in specific areas. Home inspectors are trained to look for deficiencies in most areas of the home. I know a home inspector that is really thorough
Can I give him your number so he can call you?

2. Trigger I can't afford an inspection. I think I'll just skip it

Response You really can't afford to NOT have and inspection. One of two deficiencies could cost more to repair than the cost of the inspection. I know an inspector with really good prices. Can I give him your number

3. Trigger I'm a realtor, I help people with buying & selling their home

Response I understand Realtors need dependable contractors to refer to their buyers. I know an inspector that takes great pride in his work. He performs a thorough inspection
Can I give him your number?

4. Trigger I'm buying a house and I want to make sure it is structural sound.

Response I know an inspector that has a good eye for structural problems. He also has information for a structural engineer if a more thorough inspection is needed. Can I give h your number?

5. Trigger I am buying a house & I need a termite inspection, septic inspection, and a swimming pool inspection.
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Response I know an inspector who has reputable contacts for all those needs. Can I give him your number?

6. Trigger My family is buying a newly constructed home.
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Response Even new homes have deficiencies. I know and inspector with new construction experience. Can I give him your number?

7. Trigger
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Response
