

# REVIEWS THAT SELL



**A BETTER HOME INSPECTION 800-720-2844**



**A BETTER HOME INSPECTION 800-720-2844**

# **PROBLEMS WITH REVIEWS...**

- **PEOPLE ARE HESITANT**
- **PEOPLE DON'T KNOW WHAT TO SAY**

**A BETTER HOME INSPECTION 800-720-2844**

# **YOU ARE ABOUT TO LEARN**

**1. HOW TO ASK FOR REVIEWS**

**2. THE DIFFERENCE BETWEEN AN AVERAGE AND EXCELLENT REVIEW**

**3. A SYSTEM TO GET GREAT REVIEWS**

**A BETTER HOME INSPECTION 800-720-2844**

# HOW TO ASK FOR REVIEWS

ASK YOUR CLIENT A SERIES OF QUESTIONS

- DO YOU THINK THAT I SERVED YOU WELL?
  - TYPICALLY THEY SAY YES
- DO YOU THINK THERE ARE OTHER PEOPLE OUT THERE THAT DO WHAT I DO, BUT DON'T CARE AS MUCH AS I CARE AND THEY DON'T DO AS GOOD OF A JOB AS I DO?
  - TYPICALLY THEY SAY YES

**A BETTER HOME INSPECTION 800-720-2844**

# HOW TO ASK FOR REVIEWS

- CAN YOU HELP ME HELP OTHER PEOPLE ? WOULD YOU LIKE TO HELP SOME OTHER PEOPLE AVOID THE BAD AGENTS OUT THERE AND WORK WITH SOMEONE LIKE ME WHO DOES A GREAT JOB AND REALLY CARES?
  - TYPICALLY THEY SAY YES
- WILL YOU WRITE/CUT ME A REVIEW?
  - NORMALLY THEY ARE GOING TO BE GLAD TO DO BECAUSE NOT ONLY IS IT HELPING YOU, BUT IT IS HELPING SOMEONE ELSE GET GREAT SERVICE

# HOW TO ASK FOR REVIEWS

## NOTICE THE STRUCTURE OF THE QUESTIONS

- **QUESTION 1: ANSWER YES**
- **QUESTION 2: ANSWER YES**
- **QUESTION 3: ANSWER YES**
- **QUESTION 4: WHAT YOU ARE REALLY AFTER ANSWER YES**

# DIFFERENCE BETWEEN REVIEWS

- GOOGLE REVIEW: (5 STAR) “EXCELLENT. WORTH EVERY PENNY” –RON C.

**A BETTER HOME INSPECTION 800-720-2844**



# DIFFERENCE BETWEEN REVIEWS

- GOOGLE REVIEW: (5 STAR) “JAY , OF A BETTER HOME INSPECTION COMPANY, WAS FORTHRIGHT AND QUICK WITH ANSWERING QUESTIONS TO OUR SATISFACTION. HE WAS THOROUGH, PROFESSIONAL, YET DOWN TO EARTH AND TO THE POINT OF WHAT HE WOULD BE DOING, HOW HE WOULD BE SHARING THE INFORMATION AND WANTING US TO ASK ANY QUESTIONS THAT CONCERNED US. HE WAS EXPEDIENT, WELCOMING AND HE SAW THAT EACH OF OUR CONCERNS WERE ADDRESSED AND ANSWERED TO OUR SATISFACTION EITHER DIRECTLY BY HIM OR HE WOULD EXTEND THE QUESTION TO OUR REALTOR FOR THE ANSWER, AS IT PROVED TO BE MORE IN HER AREA OF EXPERTISE. WE KNEW WE WERE IN VERY GOOD HANDS FROM BEGINNING TO END.” - TOM & JUDIANNE

**A BETTER HOME INSPECTION 800-720-2844**

# **DIFFERENCE BETWEEN REVIEWS**

- **WHICH ONE IS MORE POWERFUL TO YOU?**
- **WE WANT TO TRAIN PEOPLE HOW TO GIVE REVIEWS!**

**A BETTER HOME INSPECTION 800-720-2844**

# SYSTEM FOR GREAT REVIEWS

## REVIEWS THAT SELL TEMPLATE

- **FIRST SECTION: LABEL THEMSELVES**
- **SECOND SECTION: STATE THE CHALLENGE**
- **THIRD SECTION: SHARE THE RESULT**
- **FOURTH SECTION: BRAG ABOUT THE RESULT**
- **FIFTH SECTION: TIME FRAME**

**A BETTER HOME INSPECTION 800-720-2844**

# **BONUS**

## **VIDEO REVIEWS**

**A BETTER HOME INSPECTION 800-720-2844**

# THANK YOU!

The screenshot shows the Yelp profile for 'A Better Home Inspection By Forster's'. The header includes the Yelp logo, a search bar with the text 'Find tacos, cheap dinner, Max's', and location information 'Near Fallbrook, CA 92028'. Navigation options include 'Home Services', 'Restaurants', 'Auto Services', and 'More'. Action buttons for 'Write a Review' and 'For Businesses' are also present. The business name 'A Better Home Inspection By Forster's' is displayed with a 'Claimed' status. It features a 5-star rating from 76 reviews and a 'Home Inspectors' category. A 'Write a Review' button is prominent. Below the name are buttons for 'Website', 'Directions', and 'Save'. A badge promotes 'See our reviews on facebook' with a thumbs-up icon. The rating is shown as '5.0' in a blue circle, with '5 out of 5' and 'Based on the opinion of 27 people'.

**Yelp** Find tacos, cheap dinner, Max's Near Fallbrook, CA 92028 Log In Sign Up

Home Services Restaurants Auto Services More Write a Review For Businesses

## A Better Home Inspection By Forster's

Claimed

★ ★ ★ ★ ★ 76 reviews Details

Home Inspectors Edit

★ Write a Review Add Photo Share Save

### A Better Home Inspection

Website Directions Save

5.0 ★ ★ ★ ★ ★ 31 Google reviews

Home inspector in Fallbrook, California

See our reviews on facebook

5.0

5 out of 5 ⓘ

Based on the opinion of 27 people

# A BETTER HOME INSPECTION 800-720-2844