

# The Psychology of Selling

## DIGITAL MAYOR SCRIPT PACK

### Follow the links for detailed instructions

**VIDEO 1 - Preparing mentally for selling** - <https://www.bellaruby.com/real-estate-video-marketing/selling-1-of-10-preparing-mentally-for-selling/>

**VIDEO 2 - Several markets in your market** - <https://www.bellaruby.com/real-estate-video-marketing/selling-2-of-10-several-markets-in-your-market/>

**VIDEO 3 - Being patient helps** - <https://www.bellaruby.com/real-estate-video-marketing/selling-3-of-10-being-patient-helps/>

**VIDEO 4 - The first to see it are motivated** - <https://www.bellaruby.com/real-estate-video-marketing/selling-4-of-10-the-first-to-see-it-are-motivated/>

**VIDEO 5 - What to expect. Avoid conversations.** - <https://www.bellaruby.com/real-estate-video-marketing/selling-5-of-10-what-to-expect-avoid-conversations/>

**VIDEO 6 - The risk of home shopping too early** - <https://www.bellaruby.com/real-estate-video-marketing/selling-6-of-10-the-risk-of-home-shopping-too-early/>

**VIDEO 7 - How to get multiple offers** - <https://www.bellaruby.com/real-estate-video-marketing/selling-7-of-10-how-to-get-multiple-offers/>

**VIDEO 8 - 5 Common seller mistakes** - <https://www.bellaruby.com/real-estate-video-marketing/selling-8-of-10-five-common-seller-mistakes/>

**VIDEO 9 - Try not to be home at the showing** - <https://www.bellaruby.com/real-estate-video-marketing/selling-9-of-10-try-not-to-be-home-at-the-showing/>

**VIDEO 10 - Showing feedback explained** - <https://www.bellaruby.com/real-estate-video-marketing/selling-10-of-10-showing-feedback-explained/>