

## Past Client Playbook

### Email

**SUBJECT:** Molly Haines asked me to call you

<<First Name>> -

I work for Molly Haines. I understand you hired her in the past to buy or sell a home.

First of all, she says thank you. Second, asked me to call and let you know she can find you tax advantaged single family rentals in the Midwest (and has a manager for you).

Here's an example: (link to Molly's video featuring her rentals)

Are you thinking about moving or buying investment property in 2026? If so, she asked me to offer you a free buying/selling/investing strategy call to go over your options and make a plan.

I have her calendar here and can schedule a call for you two, if that's the case.

Any interest in speaking with Molly?

Lex

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### Live Call

1. "Hello. I work for Molly Haines with Real Broker here in Seattle. I'm calling because you hired her to help you move in the past. Is this <<name>>? ...**Yes**
2. She asked me to call and ask if you're thinking about moving or buying investment property in 2026. Is that the case? Molly can find you single-family rentals in the Midwest that cash flow and save on tax. ...**Maybe**
3. I have Molly's calendar here and can schedule a call for you two. Would you like to talk to her about planning your move or investing? It's free without any obligation to hire her. ...**Sure**

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### Voicemail

Hello <<Name>>. I work for Molly Haines at Real Broker over here in Kirkland. I understand you two worked together in the past. She asked me to call you to let you know she can find you single family investment rentals in the Midwest, and we're going to see a lot of opportunities open up in 2026. She asked me to see if you've been thinking about moving or buying investment property, and if so, to schedule a time for you two to visit. She would like to offer you a free buying or selling strategy call to write a plan. If that's the case, call me back. I have her calendar here and can book it for you two. I sent you an email with the details, and I'll text you now as well if that's easier to get back to me. Molly also says hello of course, and thanks you for being a client!

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## Text

Hi <<First Name>>! I work for Molly Haines. I left you a message. She asked me to say hello and to let you know she can find you rental property in the Midwest. I emailed you the details if you want to talk to her. - <<Your Full Name>>, Executive Assistant (Homes by Molly Haines)