AI TRAINING SERIES / GUIDE 03

PRACTICE REAL CONVERSATIONS WITH AI

Practice buyer and seller conversations, improve your responses, and build confidence before the real discussion.

+ **PRACTICE**
real-world scenarios

+ **REFINE**
your questions and tone

+ **IMPROVE**
with targeted feedback



Provided by

SUPREME LENDING

THE MITTEN GROUP

Your AI Practice Partner

A safe way to rehearse conversations before speaking with a real client.

WHAT YOU WILL LEARN

AI can play the role of a buyer, seller, or agent and respond to your questions in real time. It can then evaluate your approach and help you try again.

THE FOUR-STEP METHOD

1 Set the scene

Describe the type of client, the concern, and what a successful conversation would accomplish.

2 Assign the role

Tell AI to act as the client. Ask it to respond one message at a time and avoid coaching until the end.

3 Have the conversation

Respond naturally. Ask discovery questions, listen to concerns, and avoid jumping straight into a pitch.

4 Request feedback

Ask for feedback on empathy, clarity, questions, accuracy, and next steps. Then repeat the exercise.

Practice with fictional scenarios. Do not enter private client details, confidential financial information, or identifying data.

Copy-and-Paste Practice Prompts

Start with one scenario. Paste the full prompt into ChatGPT and answer as yourself.

PROMPT 1 | BUYER CONSULTATION

Act as a first-time homebuyer who is interested in purchasing but feels overwhelmed. Ask me one question at a time about the process, timing, and next steps. Stay in character for 6 exchanges. Then score my clarity, empathy, discovery questions, and call to action from 1 to 5. Suggest a better response for my weakest moment.

PROMPT 2 | WAITING FOR RATES

Act as a buyer who says, "I want to wait until mortgage rates fall." Stay in character and push back naturally but respectfully. Let me explore your goals and timeline without pressuring you. After 6 exchanges, give specific feedback on my listening, discovery questions, clarity, and avoidance of rate predictions. Share 3 actionable tips, quote one response I could improve, and show a stronger way to say it. Then offer to practice the conversation again.

PROMPT 3 | SELLER PRICING

Act as a homeowner who believes their home should be listed above comparable sales. Ask tough but realistic questions. Do not agree with me too easily. After our discussion, assess my questions, explanation of market evidence, tone, and ability to agree on a next step.

Try the same prompt twice: first naturally, then again after reviewing the feedback.

Make Practice a Weekly Habit

Ten minutes of focused role-play can help you prepare for your next real conversation.

PROMPT 4 | FOLLOW-UP WITHOUT PRESSURE

Act as a past client I have not spoken with in 18 months. You are friendly but busy and not actively planning a move. Let me practice a natural check-in that focuses on the relationship rather than a sales pitch. After 5 exchanges, assess how genuine, helpful, and conversational I sounded.

PROMPT 5 | CUSTOM CONVERSATION COACH

You are my real estate conversation coach. Ask me what situation I want to practice, who I am speaking with, what concerns they may have, and my goal. Ask these setup questions one at a time. Then role-play the other person realistically, one response at a time. At the end, give me 3 strengths, 3 improvements, and a revised example response.

YOUR 10-MINUTE PRACTICE ROUTINE

- [ ] 2 min - Choose a real-world scenario and define the goal.
- [ ] 5 min - Role-play and respond naturally.
- [ ] 2 min - Request specific feedback.
- [ ] 1 min - Write down one improvement for next time.

MY NEXT CONVERSATION TO PRACTICE