



Telephone Script for Houses

Name _____ Date _____

(Intro if you are sure you are calling the homeowner)

1. Hi! My name is _____, I am with _____. Can I please speak to _____? Hello, I believe that you are the homeowner of the property at _____. We purchase properties for all cash, at a fair price with a quick close! Do you want to sell your house at _____?

(Intro if you are not sure if you are calling the homeowner)

2. Hi! My name is _____, I am with _____. I am looking for _____ who I believe is the owner of the property at _____. Do I have the right number?
 - a. (If they say yes) Great!! We purchase properties for all cash, at a fair price with a quick close! Do you want to sell your house at _____?
 - b. (if they say no) Do you know _____ and where can I find him/her? I want to buy the property at _____. Do you know if he/she still own the property? _____. Will you have him/her call me at _____. Thank you very much for you time and I look forward to hearing from them.

If they say no...

1. Oh, that is a shame, I was hoping you would want to sell. Can I ask the reason that you do not want to sell? (listen carefully and empathize with them) Oh that is too bad, maybe I can help, can I call another time?,
 - a. Do you have any other property that you might want to sell?
 - b. Do you know of anyone who may have any property that they might want to sell?
 - c. If the reason for not selling is not too strong.... Would you mind just telling me about the property, like how many bedrooms and baths it is? _____
 - d. Is the property vacant or occupied? _____
 - e. Are you collecting rent? _____

I am asking all of these questions, so that I can still make you an offer, even though I know you said you don't want to sell now, you can keep my offer in mind just in case you do in the future. One more thing so that I can make the best offer I can, is there anything that you can tell me about the condition of the property? _____

If we were to make a deal, do you anticipate any title problems or will it be clear to sell? _____.

Do you owe any back taxes or have any liens on the property? _____.

(listen and make comments appropriately)

Can I verify your address, as I will put my offer in writing and send it to you

_____.

Thanks so much for your time and have a great day/night.

If they say yes...

- a. Would you mind just telling me about the property, like how many bedrooms and baths is it? _____

- b. Is the property vacant or occupied? _____
- c. If occupied...Are you collecting rent? _____
- d. In your opinion, what condition is the property in? _____
- e. Has any work been done on it recently? _____

Well, for me to make the best offer, I or one of my team members need to see the property, when can we get together to see the property? _____

Confirm the appointment by repeating it back to them.

If we were to make a deal, do you anticipate any title problems or will it be clear to sell? _____.

Do you owe any back taxes or have any liens on the property? _____.

Do you have any other property that you might want to sell?

Do you know of anyone who may have any property that they might want to sell? _____

(listen and make comments appropriately)

Wonderful!! It seems we are off to a good start and I look forward to working with you! And I will see you on _____.