



Thank you! Here is your free script!
-Jacob Blank

1. Hello (seller name)?

2. Hi (seller), my name is XXXX. The reason I'm calling is because I work for *****a local investor, and I'm reaching out to see if you would consider a cash offer for your home on (Street Name)?

3. IF NO I completely understand...do you have any other properties you would consider selling? I pay all cash...cover all the closing costs... and buy in "as-is" condition so you don't have to fix a thing...

4. Maybe in the Future: Okay great...Should I call you back in a month? ... IF YES: Did you have an asking price so I can make a follow-up note?

5. IF YES, Setting the Stage Great, I'll need to ask you a few questions about the condition of the home...just so my acquisition manager can run numbers and get back to you with an offer. Did you have a few minutes? [Pause for response]

6. Property Condition (Ask as many as you need in order to collect property info and build rapport) ■ (Seller Name)..How long have you owned the home?

7. What's the general condition of the house? ■ Are there any major repairs that need to be done...like the Roof and AC? ■ Have the kitchen and baths been fully updated recently? o If so: How many years ago? ■ Is there anything else you would like to tell me about the property?

8. Motivation Reason for Selling (Seller)...this sounds like a great property ... Why would you consider selling it? [Lower your voice. Ask this question like you don't understand why they are considering selling]

10. Timeline If our offer works for you, would you want to do this as-soon-as-possible, or would you need a few months to sort things out? o Why then? o If Owner Occupied--Where would you go after you sell the home?

11. Next Steps: Webform Submission You know, this sounds like a property we'd like to make an offer on.....The next step would be for our acquisition manager to do some research and give you a call to discuss a cash offer. When's a good time for him to call back with that offer? Is this a good number to reach out at _____ (seller phone)? I appreciate your time (seller), I'll schedule the call, and we look forward to working with you!