

SELLER SCRIPT FLOWCHART

OWNER'S INFO

FULL NAME: _____
DATE: _____
EMAIL: _____
CELL: _____

(Ask them) "Let me get your cell phone number, just in case we get disconnected here..."

STUDENT'S INFO

FULL NAME: _____
DATE: _____
EMAIL: _____
MAILING ADDRESS: _____
CITY: _____ STATE: _____

Golden Rule: "Before you start the call, **ALWAYS** build rapport!"

Try to get to know them, it could mean making more money on your deal or NOTHING on the DEAL!

Is the home listed on the market right now?



YES

Ok, I'm not a realtor but, how long has it been on the market? Why has it not been sold yet? How much longer is the listing for?



NO

Okay. How much are you asking for the house?

What do you think the property is worth?

Now, let's talk more about your house...

How many bedrooms are there? _____
How many bathrooms? _____
What's the square footage on the property? _____

What type of repairs do you think the property needs right now? (Example: roof, kitchen, plumbing, etc.)

Why exactly are you selling? If you don't mind me asking...

Keywords to listen for when they're explaining to you the reasons for selling:
** Divorce (Offer condolences...)
** Inherited (Congrats! Spend it wisely and invest.)
** Motivated (If they seem like they REALLY need to sell, this could PERFECT!)

What type of construction?

SFR (Single family home): Is it a ☐block, ☐frame, ☐brick, or? _____
Duplex: Is it a ☐block, ☐frame, ☐brick, or? _____
Commercial: Is it a ☐block, ☐frame, ☐brick, or? _____

So tell me, does the house have a mortgage currently?



NO

If I was responsible for your Payments & Maintenance would you be interested in me taking over the note?



YES

Alright. Give me some details about the mortgage, please.

What are the payment? _____
What is the balance? _____
What is the interest rate? _____
Does it include taxes and insurance? _____



YES

Got it, no worries. This deal may not work for us right now, but..

May I follow up with you in a month?



YES

NO

I got it. Let me go here, so I can review this with my partner, and see what they have to say... When is the best time for us to discuss this deal?

What time is good to call you back? _____

What is a good time to call you? So my partner can propose some other ideas that work often? (Get info below...)

Let me ask you: what's the least amount of cash you would accept right now (Listen to their story!)

You live in the house currently, right?



NO

Does the house have a tenant?



YES



NO

So how long has house been vacant?

Okay, excellent. When would you like to move?

How long has the tenant been living there? What do they pay in rent? When does their lease end? _____

Great, looks like I got all the information I need from you right now... It all sounds good to me. I'll review everything with my partner, see what they think and get back to you... In the meantime, when can we schedule an appointment to tour the property?

Date: _____ Time: _____

Potential Profit on Property:

What was the contract price? \$ _____
What is the selling price? \$ _____
Your profit will be the difference between the Contract Price & Selling Price = Your Potential Profit! \$ _____

Notes: _____

