

# SELLER SCRIPT FLOWCHART

## OWNER'S INFO

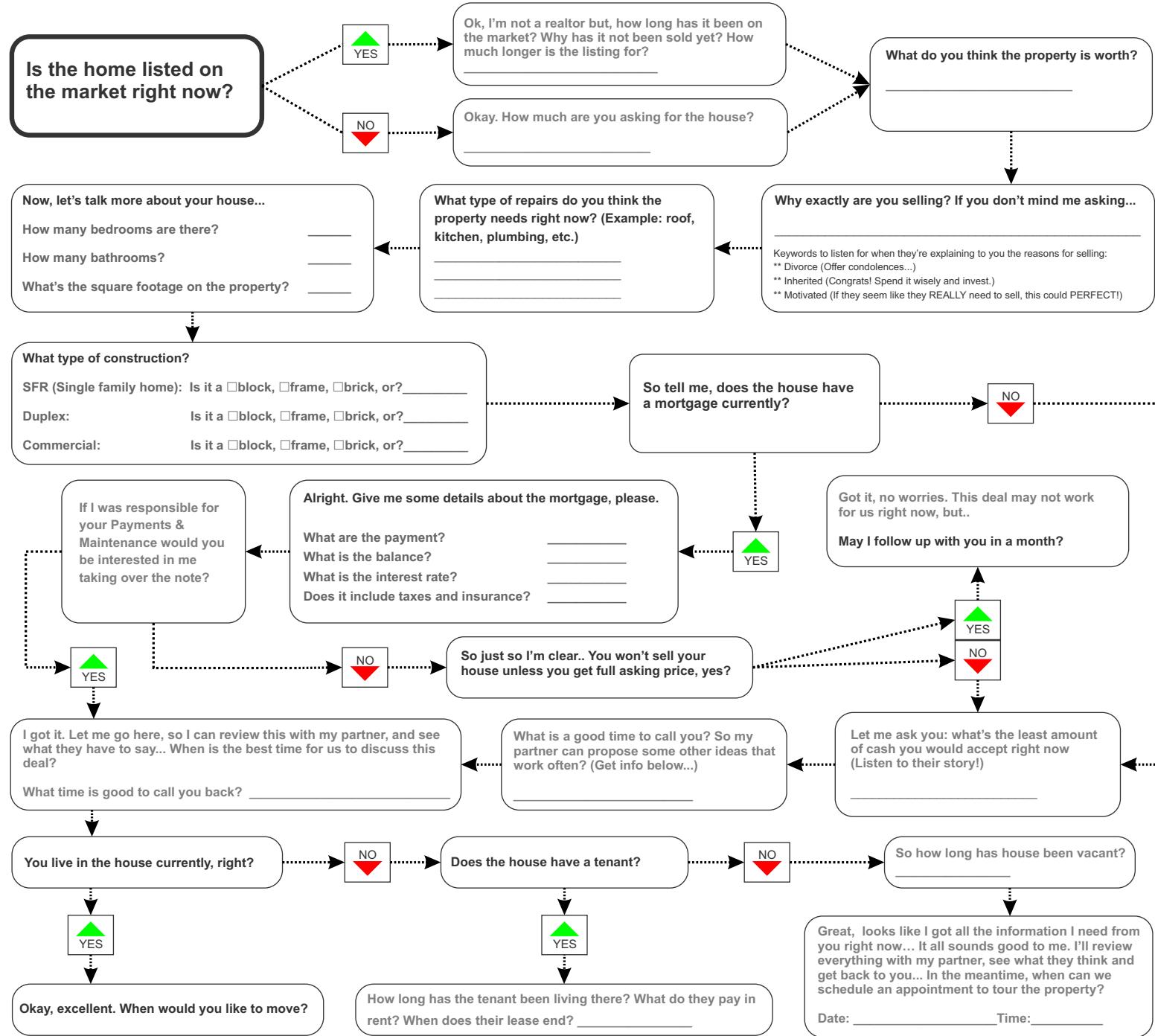
FULL NAME: \_\_\_\_\_  
 DATE: \_\_\_\_\_  
 EMAIL: \_\_\_\_\_  
 CELL: \_\_\_\_\_  
(Ask them) "Let me get your cell phone number, just in case we get disconnected here..."

## 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!



## 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: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_