

## **Title:** Phase 3: The Strike Script Library

**The "Zombie REO" Script:** *"I noticed this asset is stagnant in your portfolio. I have institutional backing through Summit Coast to clear this liability off your books in 10 days, cash, as-is. What is your walk-away number?"*

**The "Equity Preservation" Script:** *"The bank is about to take 100% of your equity. I'm prepared to put a check in your hand for that equity today and stop the auction. Let's save your cash before the bank takes it."*