



THE SALES GOAT'S COLD CALLING SCRIPT



COLD CALLING SCRIPT

Hi **HOMEOWNER** ?,

My name's _____ I'm calling from _____, I was reaching out about your property at **PROPERTY ADDRESS**. We work with a group of buyers in the **(NAME OF CITY)** area that are actively looking to buy some homes. Have you ever considered selling your home or would you be open to selling?

- IF NO :** If it something you may consider doing in the near future, we actually have a flexible closing timeline up to 6 months, so we can provide you with an offer and then you can decide the best closing timeframe.
- **NO:** Alright, Do you happen to have other property you would like to sell?
- **If YES:** Great! May I ask you a few questions about the condition? I will take only 2 mins of your time.

QUESTIONS TO ASK HOMEOWNER

- 1 -How many beds and baths does it have?
- 2 -Does the house have a garage? (1 or 2 car)
- 3 -On a scale of 1 to 10 how would you rate your property Condition?
- 4 -Is it currently listed with a realtor?

*****Thank you so much for answering these questions, there's just a couple more and we will be done. *****



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5 -Is the property occupied by you or tenants?

6 -**If tenants** may I ask, are they on a monthly lease or annual lease?

7 -**If Annual** when it will expire?

Ok, just 2 more questions about the house....

8 - Is there a specific reason for selling this property right now?

10 - If the numbers make sense with the offer, what time frame could you close?

***I would like to thank you for the time and info. The next step is to match your property with the best buyer in the (NAME OF CITY) area to see if your property qualifies for an AS-IS offer.**

We are looking for homeowners that do want to sell their home. On a scale from 1-10, 10 being you would sell today, how would you rate on this?

What's the best time we can call you back with the offer?

Before I let you go and get you paired with the right buyer, Is there a dollar amount you have in mind that you would like to get if you sell the home? **(let them answer... If its more than Zestimate let them know we buy AS-IS AND WE PAY ALL CLOSING COST)**

Awesome... Thank you for your time and you can expect a call within the next 24 hours.

Have an AMAZING DAY!

QUESTIONS THE OWNERS MIGHT ASK (REBUTTALS)



Who's going to be giving me a call/the name of the person going to call me?

One of the partners is going to be giving you a call / one of the ACQ team will call you with the offer.

What's your call back number?

You can reach us on the same phone number that I'm calling you from.

OR: We're calling from an outbound number only so that's why it might not be appearing on your phone, but I can schedule a call back for you, when is a good time to call you back Sir?

What do you do with the property after you buy them?

Actually it depends on the neighborhood and the area, we either buy & hold or fix & flip.

What will happen to the renter?

We like to buy the house free of tenants or if the lease expires within 6 months.

Why are you calling me?

We are looking for homes to buy in the area and we work hand and hand with some amazing buyers in the CITY NAME area.

Your number appears as a scam?

It's by no means an indication of anything troubling. We are a well-known investment company, we work all over the US; If you would like I can get your email and send you everything about the company and the offer as well in case we're doing business together.



QUESTIONS THE OWNERS MIGHT ASK (REBUTTALS)

Angry Interested owners wants an offer NOW:

"Let me just explain that we cannot run numbers blindly, in order for us to give you an educated offer , I'll need to confirm some information here. So I believe the property has (e.g. no of beds and baths/ listing)"

Owner says come look at the property first:

And that's exactly what they will do. We will actually pair your property with a Home Buyer in your area. I just have a couple questions I need to ask.

Where did you get my number from?

I am reaching out to homeowners in the area and we requested this info from public records.

What do you mean by public records?

It's in county records or register of deeds.

What's your office address?

Can you provide me with your email? I can send you all information and phone numbers related to our company.

No, I would like you to give me your office address now?

I apologize but I will need to have a permission first before I can provide such info.

You do not have enough money to buy my property?

I get that a lot... I'm not personally buying your property. We will be pairing your home with a credible buyer in the CITY NAME area.