

## Buyer: Don't Need a Pre-Approval Script

Agent: I can understand wanting to wait to go through the process until you have found the home you want to buy. And in a different market, we may be able to get away with that. Did you know it can take five to ten business days to get a mortgage pre-approval from the bank?

Buyer: No

Agent: Yes, and that's assuming you have all your tax documents organized! So let's say we found that perfect home tomorrow and we submit an offer. We might not be the only offer, right?

Buyer: No. Probably not.

Agent: So, two offers are submitted for the same price. The first offer had no conditions. The second offer, our offer, is for the same price, but because we haven't spoken with a mortgage broker yet it has a five business day finance condition. If you were the seller, which offer would you accept? Cash today... or take a chance that the Buyer can qualify next week?

Buyer: The cash offer

Agent: Right, so being pre-approved for your financing essentially turns you into that cash Buyer, which will improve your offer, and save you money, as sellers will likely want **more** money to tie up their home for a week... Even if we don't end up in multiples, knowing what you're approved for can avoid the disappointment of finding the perfect home, only to later discover we can't secure the financing. Does that make sense?

Buyer: Yes

Agent: Ok awesome. While we are talking about it... would it be OK with you if I helped you save money on your mortgage?

Buyer: Yes

Agent: Fantastic, I can send you over three amazing brokers we work with. These lenders have consistently beat the competition on closing costs and interest rates. And let's face it, even a quarter percent difference in interest rate could cost you thousands of dollars on a 30-year mortgage.

Buyer: Awesome thanks!