

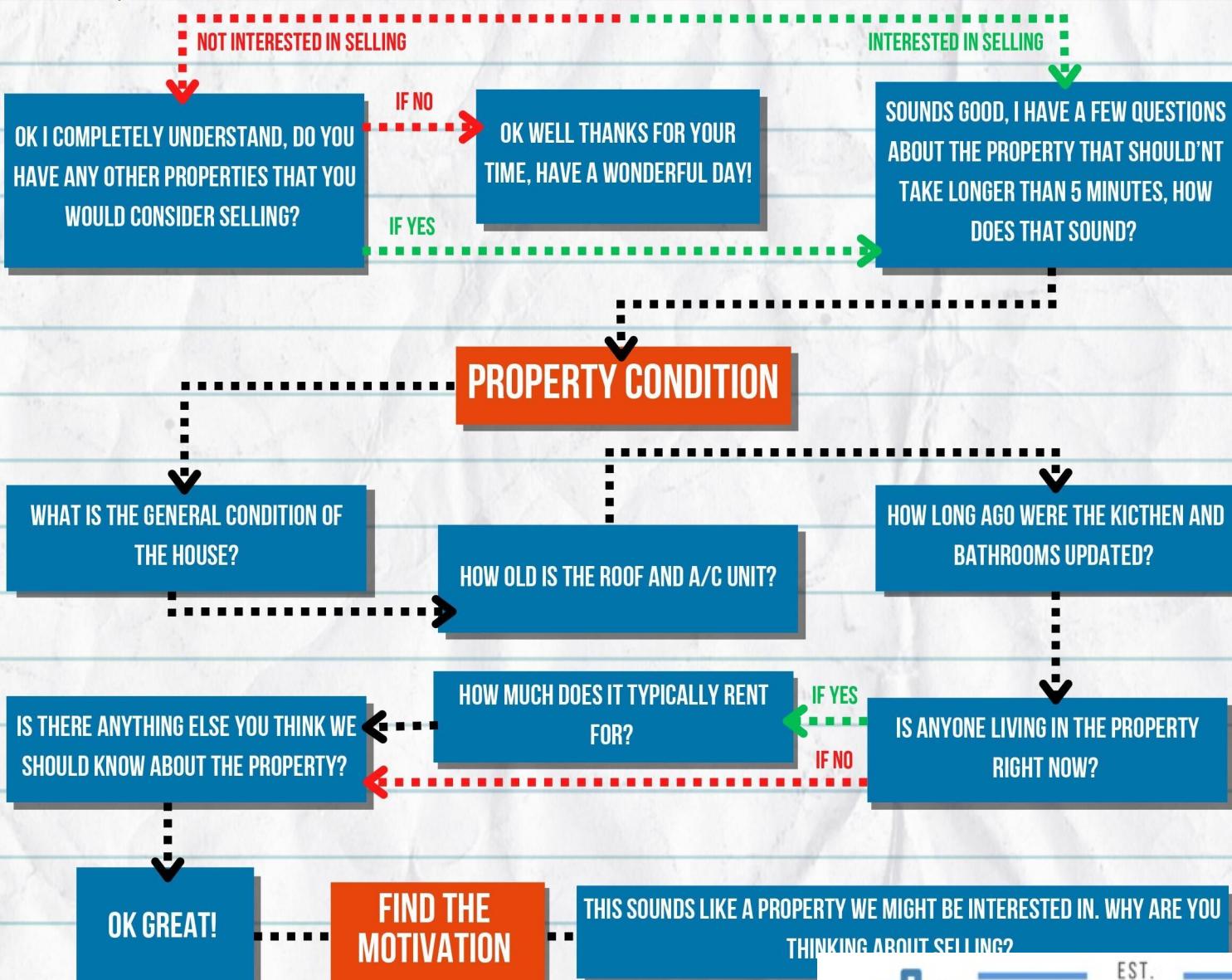
# COLD CALLING

SCRIPT

START HERE

HI, MY NAME IS (YOUR NAME) I WAS HOPING TO SPEAK WITH THE OWNERS OF (ADDRESS).  
WOULD THAT BE YOU?

OK GREAT, I'M WITH DIRECT HOME BUYERS AND WE WERE CALLING TO SEE IF YOU'D CONSIDER AN OFFER?





# COLD CALLING

SCRIPT



CONTINUE  
HERE

## DIG DEEPER

REALLY? HOW LONG HAVE YOU BEEN  
THINKING ABOUT SELLING?

## TIMELINE

IF YOU DO DECIDE TO SELL, YOU WOULDN'T  
WANT TO SELL IN THE NEXT 30 DAYS, WOULD  
YOU?

OK, GOT IT. SINCE WE ARE COVERING ALL  
THE COSTS TO SELL, IS THAT THE BEST  
YOU CAN DO?

IF YES

## ASKING PRICE

AWESOME, WHAT PRICE DID YOU HAVE IN  
MIND FOR THE PLACE IN ITS CURRENT  
CONDITION?

I UNDERSTAND YOU DON'T KNOW BUT IF  
YOU DID KNOW, OR WERE TO TAKE A  
GUESS, GIVE ME SOME IDEA OF THE  
BALLPARK YOU WOULD SAY IT'S WORTH?

IF NO

## GIVES PRICE?

OK, YOU PROBABLY HAVE NO IDEA WHAT  
THE BALANCE WE WOULD NEED TO PAY  
OFF IF WE BOUGHT IT, RIGHT?

## MORTGAGES/LIENS

NOW IF YOU DECIDE YOU WANT TO SELL THE PROPERTY TO US. WILL WE  
NEED TO PAY OFF ANY TAXES OR MORTGAGE BALANCES ON THE  
PROPERTY?

WITH MORTGAGES  
OR LIENS

ARE THERE ANY OTHER LIENS OR MONEY  
OWED ON THE PROPERTY THAT WE  
SHOULD KNOW ABOUT?

OK, I UNDERSTAND. THANKS

## ENDING SCRIPT

OK I HAVE ALL OF THE INFORMATION WE NEED FOR NOW, WE WILL LOOK OVER THE INFO YOU GAVE ME. DO SOME  
RESEARCH, ARE YOU AVAILABLE (LATER TODAY) AT \_\_\_\_ OR \_\_\_\_ (CHOOSE TWO)  
SCHEDULED TO SPEAK WITH \_\_\_\_ WE LOOK FORWARD TO WORKING WITH \_\_\_\_

