# INTRODUCTION

1. Hi good afternoon **John**.​ How are you?

1. Hey **John** this is [Your First Name].​

I was actually reaching out to you about your home on **123 Maine Street**   
here in **Oklahoma** City.​

1. I just wanted to see if you’d be open to a cash offer?

# If “YES” & “What’s The Offer”

1. I just need to ask you a few basic questions about the condition of the home.

Can you tell me a little bit about the property? Just some basics, any updates or improvements…in the last 5 years or so…

**CONDITION QUESTIONS:**

* Kitchen / Bathrooms
* Roof / Foundation (concrete/crawlspace)
* Plumbing / Electrical
* AC / Heater (central heat and air)
* I see here your property is a 4BD / 2BTH, correct? *(*​ *Google)*

# If “NO”

**REBUTTALS:**

**“No”:**

1. Do you think you would reconsider selling within the next 3-6 months?
2. Okay, no worries...do you possibly have any other properties or land you would consider selling...?

**“No” Again:**

1. Please save my number under (Your Name) Home Buyer in your phone in case anything changes.

# STATUS

1. What’s the status of the property: Are you living in it, renting it out....or what’s going on with it?

1. *(IF RENTED):*
   1. Are the tenants on a fixed lease or month to month?
   2. If you don’t mind me asking, how much are you collecting in rent?
   3. How have the tenants been treating you and the property?

2. *(IF VACANT):*​

1. How long has the property been vacant?
2. Did you have any plans for the property or were you using it at storage?

*2. (IF OWNER OCCUPIED):*

1. Awesome.

# TIMEFRAME

Okay, assuming we gave you an offer that you liked, how soon would you be ready to sell?

# PRICE

1. Now before I let you go here **John**,​ how much were you hoping to get for this​ property?

# NO

OK, so you had no price, ballpark, or range….​

For No Price:

If you were to sell it, how much would you want to get for it potentially?

Do you maybe have a ballpark or range you’re looking to get for it?

Okay no worries. Do you have an idea of what you think its worth?

# 20,000 on top of ZESTI REBUTTAL

1. I understand you’re looking to get *(Asking Price)*​ for this property BUT, I see here on my end investors are buying properties in this area similar to this one anywhere between  
    *(.5 of zestimate to .8 of zestimate).*

Considering we pay cash, cover all of the closing costs and fees, and we can close on your time frame, is a price in that range something you would be open to hearing about, if so, I would love to schedule a call for you to talk directly to the owner of the company.

1. ***(NO)***​**:** OK, so what’s the absolute best price you can do for this property?​

# PASS OFF

1. Okay. Thanks for this information! What I’ll do now is I’ll have my manager run the numbers on our end, and we’ll call you back with our highest and best offer today or tomorrow.

Is this your best contact number?

When would be the best time to reach out to you between today and tomorrow?

1. **John,** ​it was great talking to you, have a wonderful day.​

# “Who are you?

1. My name is [Your First Name], I work for a private investor. He buys about 1 to 2 properties a month in this area.

(REDIRECT CONVERSATION):

With that being said...Are you open to a cash offer on your property?

Company Name: (City Name) **Home Buyers**

**ONLY SAY IF THEY ASK**

# “How did you get my number?”

1. Well, we just bought a property in your area, so we used the internet and public records through the county to get the phone numbers of all the neighbors. I hope that’s not too much of a bother…BUT

1. (REDIRECT CONVERSATION):

Are you open to a cash offer on your property?