

NED/PRE-FORECLOSURE CALL SCRIPT

Hi, I'm looking for (their name) ... Hi (their name) ... my name is (your name) with (XYZ Company) ... I am calling today because I just had an investor reach out to me who has interest in buying your home. Do you have any interest in selling?

(Yes)

1. Great! Can you tell me why you are wanting to sell?

(Moving)

2. Ok, and (their name), if it was the perfect situation when would you like to have the home sold and be in your new home?

(6 months)

3. Great! Are you currently working with an agent?

(No)

4. Excellent, and how much do you owe on the property?

(\$100,000)

And do you have a second?

(No)

5. Wonderful! I will be in your neighborhood this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?

(Tomorrow at 1:00)

6. And (their name) will all parties on title be there tomorrow at 1:00?

(Yes)

7. Great! I look forward to meeting you and viewing your home tomorrow at 1:00!