

## BUYER SCRIPT

Keep in mind that this script is a roadmap of the type of conversation you want to have with an end buyer so that they understand the kind of deal you are doing. No-one wants to feel like they are being scammed in any kind of way so you want to make sure that you represent yourself and the deal correctly. You don't need to go into detail regarding the use of their cash in the closing to fund your deal. Let your escrow/title company explain that part. After all, they can explain the legality of the deal and will be much better suited to answering any questions your buyer may have regarding the nature of the transaction and the use of their cash. You simply want to make sure that the buyer understands that you have a contract on a bank owned property that you do not yet own. You also want to let them know that although their deposit is no-refundable if there is a problem on your end they get their money back. (See my addendum in my B to C contract)

Lee

“THE REO ROCKSTAR”

Once they are ready to buy:

“I'm glad you are buying this GREAT property. Deals like this go FAST which is why you were smart to jump on it. It is a bank owned property that I just put under contract. I wholesale many bank owned properties in this area because I have established relationships with the banks agents which is how I able to sell deals like this. Basically I buy and sell bank owned properties the same day at small markups and work on a volume basis. My closing date is (21) days from now so that would be our closing date too. Of course my contract with you depends on me getting clear title from the bank and closing on time with the bank. I wanted to let you know this upfront because sometimes there are delays due to title issues or other problems related to the foreclosure. If you have any other questions regarding the transaction, feel free to call (TITLE AGENT) and he/she can answer any other questions you may have. I look forward to getting this deal done with you and doing other deals in the future.”

