



RAY RIEGER TRAINING

Bank Option Sheet Script

GOING OVER BANK OPTION SHEETS

So great news, the banks came back with two great approvals.

One is a little bit better than the other but I will go over both of them with you and let you pick and choose which one that best suits you ok?

So **TD** came back and they qualified you for a **72** month term at a rate of **7.99%** which puts your payment to **\$250** biweekly.

But TD is being extremely aggressive right now and wants to earn your business.

They have qualified you for an extended term and a much lower interest rate of **4.99%** which intern gives you a payment of **\$240** .

Now what that payment includes is a