



RAY RIEGER TRAINING

Worksheet Script

REVIEW WORKSHEET

Ok great, so just to make sure we are on the same page I want to go over the worksheet with you. So you are currently buying **X**, trading in **Y**, and the salesman quoted you a payment of roughly **\$**, is this correct?

GETTING PAYMENT RANGE

Fantastic, now before I send your application to the banks, the banks **need** to know a payment range.

This is just the maximum payment that you are willing to spend on a monthly basis.

Now please remember that the price of your vehicle and your trade-in doesn't change.

It's just the terms and interest rates that may.

So what is that maximum payment you feel comfortable of paying?

So which banks do you prefer to deal with?

Are there any banks you prefer not like to deal with?

So what would you find that most important to you when it comes to your car loan. Is it to get the lowest interest rate or would it be the lowest payment or maybe is it the combination of them both ?

Well what I'll do is send your application to the bank and we can see what you qualify for.

SENDING CLIENT TO THE WAITING ROOM

So please go grab a chair in the lounge and I will come and get you in about 10-15 minutes when I get a green light.