

Date _____

Incoming Call Script

How'd you hear about us? _____

Let me just get a little information here, in case we get interrupted. I'm _____, what was your name?

Owner(s) _____ Cell Phone _____

Address _____ Other Phone _____

So what's your **ASKING PRICE** for the house? _____ (COMPS) _____

How many BR and BA? _____ What kind of shape is the property in? _____

That's good, we buy houses in any condition. Can I ask **why you're selling**? _____

Okay, your house sounds like one we'd be interested in. You know, a lot of times it works out best by doing something with the financing. You have a mortgage on the house, right? **YES NO** (IF NO, GO TO BOX 2.) (IF YES:) Oh, can I ask how much you owe on it? (COMPLETE Mortgage Information BELOW)

1st \$ _____ Payment PITI _____ Current? **YES NO** (How late?) _____

2nd \$ _____ Payment PITI _____ Current? **YES NO** (How late?) _____

1. Owe 80-90%+
of House Value
(% depends on market)



Let me ask you, would you sell the house for what you owe on it? **YES NO**
(IF YES, GO TO BOX 2. IF NO, *Closing Caller* Continues Here:)
Okay, well if we were to work it out and close whenever you want, what's the least you would take? _____ Is that the best you could do? _____ (GO TO BOX 2.)

2. Mortgaged
House OR
Free & Clear



Great, well we work with houses like yours a lot. Now the way we normally do it, like I mentioned before, is that we buy the house from you with owner financing or on a lease purchase. Some people call that "rent-to-own." A couple great things about how we do it are that we pay a good price, and we guarantee to take care of all the repairs and maintenance on the house. That way you're free of it and you can just move on.

Doesn't that sound good/great? **YES NO** (circle one) (YES or NO, Assistant GO TO **)

(IF YES, *Closing Caller*:) So if we were to work it out and close whenever you want, what's the least you would take? _____ Is that the best you could do? _____ (GO TO **)

IF NO: So you're saying you need to get your cash out right now, or could we pay you over time? **YES NO**

IF YES: **Okay, what's the best time we could meet with you/my boss could call you back? _____

IF NO or **REQUESTING MORE INFORMATION**, refer to W.T.S. Scripts or Team's *Closing Caller*.

Just a couple last things now, is the house **LISTED?** **YES NO** Is it **vacant / rented out?** _____

Are there any other nice things or issues with the house we should know about? _____

Notes/Follow-up _____

Okay, great, it's been a pleasure talking with you. I really think this will work out good/great for you, and good for us too. We're looking forward to talking to you again later today / tomorrow / soon! --TheWolffCouple.com