

Here's Your Script To Prescreen Free And Clear Sellers *Seller Financing To Refinance To Lease Option To Option See Example 3*

“There are actually several ways I can buy your house. One is all cash, but I'm afraid I'd insult you with what I could pay in today's market. If you could take your equity in monthly installments, I can pay much more and close quickly. Will you do that?”

Yes: “Okay, what's the least you could accept per month on a payment? Can you finance with nothing down? What's the least you can accept for a down payment?”

No: “So are you saying you won't sell with owner financing?”

YES OR NO

You: Based on what you've told me, I see 2 more ways I may be able to help if your house qualifies. The first is my lease option plan. The upside is I'll make you a payment and keep the house in good shape while I get a tenant/buyer qualified for new financing. The downside is someone will be living in the house until sold and it may take awhile to get you cashed out. Would someone living in the house be a problem if you received a payment and maintenance were handled and you did get all cash when you sell?

Yes: See appointment script.

Yes!: OK, the second plan is where I simply option the house and sell for all cash quickly if your house qualifies. The upside is no one will be living in the house. In fact, I can show you how there is absolutely no way you can lose. The downside is I can't make your payments while I'm selling your house and it would require a substantial discount in price for me to get you cashed out in this market. Based on what I've said...
SHOULD I COME LOOK?

No!: End the conversation and get to other income producing activities.

Well! What do you mean if my house qualifies?

First of all the house should be in good shape and ready to sell. Is it? Secondly we have to agree upon an option price. I don't have to steal your house, but on the other hand, I can't pay retail price either. What is the lowest price you can accept for a cash sale? If I were to have it appraised what do you think it would come in at?

***If the answer is acceptable, make an appointment.
If the seller is asking full retail, your reply is:***

When I come look I'll let you know then what I can pay. However, I know now based on what you've told me, it won't be what you're asking. In order for me to devote my time and resources to your house I must make a profit. I simply can't pay you retail price and do so. Would you consider lowering your price somewhat?

No!: Get off the phone.

Yes!: Get seller to name a figure. If you see hope, make an appointment.