

Offer Call Script

Hey {Seller Name} this {Your Name}. I am just calling back because I heard back from underwriting. This is going to take 5 mins for me to go over what they came back with, but before we get into that I just want to go over what it would look like if you did decide to move forward with us, ok?

If you decide you do not want to work with us, that's perfectly fine too. You definitely will not hurt my feelings.

First, I would let you know what the property qualifies for. If you decide that you would like to move forward, then we would send over our written offer to your email and our transaction coordinator will go over that with you. It generally takes about 5 minutes or however long you need. Once they get your auto-graph on the written offer, we would schedule a walk-through to take photos just to confirm the condition. After that, (TC's Name) our transaction coordinator, will be in contact and will put you in touch with the title company. After title clears, closing will be scheduled. Do you have any questions?

Perfect, so about the property...

[Summarize their motivation]

[Address identified road blocks]

[Confirm timeline]

Also, as I said before this is what you will walk away with IN YOUR POCKET minus your mortgage and any liens. You **do not** have to pay closing costs, you do not pay any realtor commissions, the property will be sold AS-IS which means you do no repairs and you don't need to do any cleaning.

With that being said the property qualifies for.....\$\$\$\$

If **NO**

1. Was the process easy to understand?
2. Did I do something wrong?
3. Is it the price? **{IF YES}** then "Yeah, I was hoping that underwriting was going to come back higher than that. What number were you hoping to hear?"

If **Yes**

"Ok awesome, I am going to get the agreement sent out to you in the next 30 mins. Will you be available then?"

"Great, our Tc will be giving you a call to go over the agreement. Please be sure to be in front of your computer so that they can answer any questions you may have."

Offer call Script for NY

Hey {Seller Name} this {Your Name}. I am just calling back because I heard back from underwriting. This is going to take 5 mins for me to go over what they came back with, but before we get into that I just want to go over what it would look like if you did decide to move forward with us, ok?

If you decide you do not want to work with us, that's perfectly fine too. You definitely will not hurt my feelings.

First, I would let you know what the property qualifies for. If you decide that you would like to move forward, then we would send an LOI or letter of intent for you to give to your attorney. Once the attorney drafts the paper work, you would sign, then we would sign and open escrow with the title company. During that time, we would schedule a walk-through to take photos just to confirm the condition. Then once title clears a closing will be scheduled. Do you have any questions?

Perfect, so about the property...

[Summarize their motivation]

[Address identified road blocks]

[Confirm timeline]

Also, as I said before this is what you will walk away with IN YOUR POCKET minus your mortgage, liens, and attorney fee. You **do not** have to pay closing costs, you do not pay any realtor commissions, the property will be sold AS-IS which means you do no repairs and you don't need to do any cleaning.

With that being said the property qualifies for.....\$\$\$\$

If **NO**

4. Was the process easy to understand?
5. Did I do something wrong?
6. Is it the price? {YES} then "Yeah I was hoping that underwriting was going to come back higher than that. What number were you hoping to hear?"

If **YES**

"Ok I will get the LOI sent to your email and call you when it has been sent. After we send the LOI how long do you think it will take for you to get it to the attorney so they can start drafting the paper work? Ok sounds good. We will speak soon."

- I would add the attorney referrals here, ask if they have an attorney to represent them on the transaction, if they don't we can provide three references on the LOI for him/her,