

Wholesaling Single Family Distressed Homes - Objections and Rebuttals

1. Why do you keep calling me? (even though this may be your first time calling)
 - a. **IVAN RESPONSE (to put into Script by 4/8/20)** - Because I want to give you money! Do you not like money?!
2. I'm in Quarantine, so I don't want you coming to my house. Is there any other way we can go about doing business?
 - a. **IVAN RESPONSE (to put into Script by 4/8/20)** - Sure, we can send you an offer based on what the market in your area is doing (use 60% Zestimate rule), then after we've agreed to it. We would schedule time to come in person with our contractors for the inspection. We will personally insure that all parties wear masks and go in 1 at a time to insure your protection.
3. How do I know you will do good business?
 - a. **IVAN RESPONSE (to put into Script by 4/8/20)** - Well, we've done over 50 deals in the last 2 years. If we were bad people, no one would come back to us. As you know, real estate is a business that depends on good relationships.
4. I would like to use my own attorney.
 - a. **IVAN RESPONSE (to put into Script by 4/8/20)** - 3 Ways to address this:
 - i. We've negotiated discounted closing rates with our Closing Attorney due to our long-term relationship.
 - ii. Our closing attorney usually pulls title in as little as 3 days, which is unheard of for most closing attorneys.
 - iii. My capital partner holds his money at the Closing Attorney we use, so although we can use your attorney, it may delay closing. If you're okay with that, then we can just use your attorney.
5. I'm not interested at this time.
 - a. So, you're not interested? I understand...

i. **IVAN RESPONSE (to put into Script by 4/8/20)-3 Counters**

1. (GAUGE IF THIS PROPERTY IS VACANT) - If it's vacant, then you can ask-But if this property is vacant, aren't you just letting it sit there costing insurance & taxes & getting worse with repairs?
 2. (GAUGE IF THIS PROPERTY IS RENTED) - What would make you interested in selling?
6. If the price isn't \$170,000(or specific amount, seller suggesting) or more it would be a waste of time. (Considering the property is way overvalued)
- a. **IVAN RESPONSE:** If they're dead set on retail pricing after a couple tries to get them down, it's best to tell them: "Well, we typically go after properties we can add value to, but based on your price and your renovations. Would you be open to listing it instead? We are licensed in the State of Georgia to list property for you.
- Then if they're open to that, tell them "Okay, well let me set up an appointment with the Manager and you to discuss the next steps. What's a good time for you both to talk today?"
7. "I want the inspection time much shorter than 21 days."