

Wholesaling Script Initial Consultation

INTRODUCTION (5min)

Seque Intro -

- Hello (Client's First Name Only),
- This is (Say your First Name)
- I know this is out of the blue but...
- I was calling about your property on (Main St) [you don't need to say the full address]
- Would you be open to an offer on your property there?

If the Seller's Response is "NO"...

- Not even for a million dollars? [After they laugh] But seriously, there has to be SOME price you would consider.
- If they continue with no...I completely understand, do you have any other properties you would consider selling...?

If the Seller's Response is "NO" to the question, "do you have any other properties..."

- Ok, no problem. Do you mind if I get your email to stay in touch?
 - If anything changes, please give me a call. Also, save my name in your phone with the words "Home Buyer" next to it.
 - Last thing, could I check in with you in about a month to see if anything has changed? (Create a task to call a client in 30 days).
- Hangup and call the next seller.

If the Seller's Response is "YES"...

- Sounds good (Client's First Name Only)
- Well, let's go over some questions so we can get you that offer:

mrmoville@yahoo.com

Ask these Qualifying Questions verbatim

1. Can you please give me a quick feel for the home and the current condition?
(number of bedrooms, number of baths, square footage, is there a tenant in the home paying rent and if so for how much, Was the AC or Roof replaced?)
2. And so I have an idea, have you made any updates to the home in the last five years (kitchen, baths, flooring)?
3. What's the reason you'd like to sell at this point?
4. What is your biggest obstacle in owning this house?
5. Got it, what issues (or additional issues) is this property causing for you?
6. I completely understand. (Gain rapport and empathize).

7. **Does any other decision maker need to be involved in the process?**
8. Ok, based upon everything you told me, what do you think it's worth? (Pause and don't say a word until they give you a number)
9. Ok, what is owed against the property - any mortgages, taxes, or liens (always obtain total mortgage loan and lien amounts and yearly property taxes)
10. If I told you today, I can close in a couple weeks...What would be the best offer you'd take on the property?
11. [SALES ASSOCIATE: Check if this passes 60% Zestimate Range Rule, example: if the Zestimate is \$100,000 then say "Okay, well based on the condition and the area market, we're buying houses in this area for about \$60,000-\$70,000. Would you be open to that?]
12. If it does-then pause and say "Okay, I'm just checking the area and it looks like we can make that work, would you prefer I send an electronic signature or deliver the offer in person?
13. Hmm...Okay, now that we have that offer in the works. How would my contractors and I be able to gain access to the property?

If the Seller asks, "How Much" (This is usually a "Yes" in disguise)

- Well, it really depends on the condition, for my team (which includes a property inspector and contractor) may need to see the house with their own two eyes to provide a certified property inspection and/or repair estimate.
- I mean, since we haven't been inside, can you tell me about the condition? (After Seller finishes with his/her answer, go back to #3 above).
- You know what, my Acquisitions team runs all of the numbers. If this is something he's interested in, he'll reach out to you today. Is this the best number to reach you? What about your email address? Thank you.
- How does that sound, [**State Seller's First Name**]?

If the Seller tells you, "Just give me a number"

- OK Sure. You know what? Give me a second. (Pause for 4 seconds). (Take this time to look up zillow price - zestimate. Take 60% of this price. This is the highest range. Subtract \$10,000 from the highest range to get the lowest range.)
- In your area, we're buying homes, with similar square footage, in the range from (State the lowest range and the highest range) and of course this is based upon the condition of the house.
- If we can close in a couple weeks and pay all closing costs & commissions, is that something that you would consider?

If the Seller's Response is "NO"...

→ I completely understand, do you have any other properties you would consider selling...maybe something that needs to be fully remodeled or something that needs a little love? (Always ask this question)

If the Seller's Response is "NO" to the question, "do you have any other properties..."

→ Ok, no problem. I'm really looking for something that needs some love
→ If anything changes, please give me a call. Also, save my name in your phone with the words "Home Buyer" next to it.
→ If you don't mind, I'd like to touch base with you a month from now to see how things are going. How does that sound? (Create a task to call client in 30 days). → By the way, I'm a home buyer but I know of an agent who may list the property for you near the price you want. If interested, I'll have (State Agent's First Name) call you. (Send the agent a task from Mojo)

If the Seller's Response is "Yes"...to the question, "do you have any other properties..."

- ◆ Ask for the property address
- ◆ Go to the top of the script and ask Qualifying questions

If the Seller's Response is "Yes"...to the question, "Is this price range something you would consider"

Great, I'd like to schedule a call with you and my partner (say Acquisition Manager's name). Does today in 30 minutes or today in an hour work for you? (book the appointment).

If the Seller tells you, "How did you get my number?"

→ I have an internet provider called Lexis Nexus that I send over addresses that I'm interested in...if they have the phone number then they send it back and sometimes I get lucky. (Proceed where you left off in script)

If the Seller tells you, "Who are you?"

→ I'm a local real estate buyer looking to do tasteful remodels in the area.

FACT-FIND (15min)**Closing**

- I really appreciate you sharing these details with me
 - Just to make sure, is this the best number to reach you? (Pause for 4 seconds). (say number and get their email)
 - This is great. Thank you so much for taking my call.
 - I'll send you over some company information
 - I'll send you a google calendar invite so we're both on the same page. I look forward to working with you. How does that sound, **[State Seller's First Name]**?
 - Kindly wait for a call back from my partner (state the acquisition manager's first name)
 - Again, this is (state your first name).
 - Have a blessed day!
 - ◆ End call and enter notes, log call, send calendar invite, and email.:
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