

Outbound Script To People You Know

Hi _____, this is _____. As you may or may not know, I'm taking advantage of the foreclosure market right now and buying a few at good prices. Do you have a couple minutes to discuss how that relates to you?

No! Set a call back appointment and email report.

Yes! Ok, do you have an IRA or any other investment capital not getting you a high return, safely?

No! You don't have investment capital or you aren't getting a high return, which? (If no capital, get a referral).

Yes! Are you in the stock market? How's that working for you?

Well _____, I buy and sell houses and I fund them with private lenders like you. What that means is individuals fund my loans at no more than 60% of the current appraised value after repaired, I include the title insurance, fire insurance, close with an attorney and he records the mortgage after closing. You have no cost and will receive a fixed rate of return higher than any CD or money market without the risk of the stock market. How does that sound to you?

Refer to FAQ's

All I need from you is the amount you want to put out and whether it's in an IRA or not. Then I'll get back to you with my next loan and all you do is wire the money to the attorney and he'll close and disburse the funds and record the mortgage, okay?