

Appointment Script

Are you the only owner of the house? ■

→ **No** — If possible, I'll need all owners present when I come and anyone else involved in making the decisions, okay?

So what's a good time when both of you can be present? (**Set date and time**) ■

→ **Yes** — OK, last question, if I come to your house and like it and we agree on the details — are you ready to make a decision now and get some paperwork done while I'm there? ■

→ **Yes** — OK (**set date and time**)

Also, could you have the paperwork you received at closing ready when I arrive?

→ **No** — There's really no reason for me to come until you're ready to sell. Do you know when that will be?

Do not lose a deal because both sellers can't be present.

Go anyway, get one to sign a contract if possible, then deal with the other.