

No Script

Use to call when you get a NO on B and when you get a YES lead that says NO when called.

Hi First Name, this is _____, following up on the house for sale you discussed with my assistant recently. Do you have a minute?

I have the information here you gave us so no need to go through it again but my notes show you indicated you wouldn't be interested in taking a monthly payment until we can pay you in full.

Is that correct?

↳ **Yes — (Continue)**

Start Here
If already on
the phone

_____, We've found that some people don't have a clear understanding of what we do — and why it's in their best interest to work with us — but once they get clarity — they conclude it's their best way to sell. I can tell you we can cash you out, but it would be a delayed cash sale.

- When we buy, we usually pay all the closing costs — which is several thousand dollars — so you don't come to closing with a nickel.
- We pay full price and you're not required to be out of the house when we close — to some people that's important because they need some time to move out.
- We close with an attorney when you're ready and we pay the fee.
- We'll take it as-is — which means no home inspector is going to come out and pick your house apart.
- Most importantly First Name, you'll find when you sell to us — you'll net more money than any other way you sell, because there is no commission and we usually pay the closing costs — You'll get a monthly payment until sometime in the future when we pay it off and no responsibility toward the house after we close.

Free and Clear Only

If you factor in all the payments I'll be making to you, the rate of return will be outstanding and you'll have an income to pay on your next house.

So _____ — do you have to have the cash now or would you consider a delayed cash sale and get a lot better deal?

↳ **Cash ONLY** — Let me know if things change, okay?

↳ **May Consider** — Good, I have a couple questions — then we can determine if I should come see the house — okay?

Go to Million Dollar Script.