

Script To Call Back A FSBO With a Yes on B

(Property Info Sheet)

Hi First Name, this is _____ calling about the house you discussed with my assistant yesterday. **Do you have a minute?**

My job is to set an appointment for my boss who writes the checks and I have a couple more questions to verify he/she should come. I've got all the facts here and you've indicated you'd entertain taking monthly payments if we can agree on a price and terms.

Is that correct? ■

→ No — (**Go to No Script**)

The Million Dollar Script

→ Yes — OK, what's the least you could accept on the price if we can agree on terms?
(shut up)

Is that the best you can do?

We usually buy with nothing down, OK? (shut up)

If No — What's the least you could take down?

(**If seller has a Loan**) I assume you're OK if I just cover your payment until I pay you off?

OR

(**Free & Clear**) What's the lowest monthly payment you could take?

(If you like the answer go to Appointment Script)