

Date _____ **Landlord Opening Call** Source _____ DOM _____

Hi, I'm calling about your **house for rent**, is it still available? _____ Great, I'm ____, and what's your name?

Owner(s) _____ (fill in [] info from "For Rent" Ad)

[Phone _____ Address _____ BR/BA _____ SF _____]

So I see you're **asking** \$ _____ per month, right? _____ (*Zestimate/COMPS* _____ / _____)

So a couple things, **when** is the house available, and is it **in good shape**? _____

Has the property been a rental for a while? _____ Okay, well we actually **buy and sell houses** all around the area. Now are you an investor too, or was this your personal house? _____

So you've got the houses posted **for rent** now, would you also maybe be **open to a Rent-to-Own**? _____

Okay great, we're definitely interested in **buying your house**. Just so you know a little about us...
(Say your "Real Estate Investor Bio" here).

So we **buy and sell houses** all around the (*their city*) area. Now when we find an **ugly house**, a distressed house that needs a lot of work, we usually **pay cash**, and pay cash for the repairs.

Now with a **nicer house** like yours, in good condition (maybe it just needs a little cosmetic work), the way we work it, is **we buy it as a Rent-to-Own, and we even cover all the maintenance and any repairs!** So we'd lease the house now, with an agreement to buy it at top price, with **no hassles** or inspections. Then we close **whenever you want**, and start making payments direct to you.

Doesn't that sound good, (name)?

YES	NO	Maybe
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If **NO**: We'd be perfect tenants, and always pay right on time. We'd take great care of the house until we get some financing in place, and pay you top price for the house. There's **no commissions**, we pay **all** the Closing Costs, and we can work with you on the term.

YES	MAYBE	NO
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If **NO** or **REQUESTING MORE INFORMATION**, place lead in **Follow-up File** or **Suspect File**.

If **YES** or **Maybe**: Okay great. You know, a lot of times it does **work out best** by doing something with **payments**. So do you own the house **free and clear**, or do you have a **mortgage** on it?

F&C	Mortgage
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 (If **Mortgage**;) And approximately how much is owed on that?

1st \$ _____ Payment PITI _____ Current? YES NO (How late?) _____
2nd \$ _____ Payment PITI _____ Current? YES NO (How late?) _____

So you've probably thought about this, if you were selling for cash, **what price** would you ask? _____

Now would you have some **wiggle room** on that asking price? _____

If **NO**: That's fine, like we say in our ads, when we can work it out, we pay full price.

If **YES**: How much do you think, what would be **the best you could do**? _____

Okay, sounds good, we can talk more about that when we come see the house.

What's the best time I/my boss/my partner could call you back? (*or start matching Closing Call*) _____

Okay, great, it's been a pleasure talking with you. I really think this will work out good/great for you, and good for us too. We look forward to talking with you again soon!
--TheWolffCouple!