

FSBO Opening Call Script:

Hi, I'm interested in buying your house, is it still for sale? ____ Ok great, I'm sorry, what was your name? ____
Ok thanks, my name is _____. So what was your **ASKING PRICE** for the house? ____
How many BR/BA? _____ SqFt? _____ What kind of shape is the property in? _____
Ok great. Can I ask why you're selling? _____

Ok, well your house sounds like one we'd be interested in. You know, a lot of times it works out best by doing something with the financing. You have a mortgage on the house, right? **YES / NO** (If NO, go to Path 2 below) (If YES, continue:)

Ok and about how much do you owe on it, just a ballpark figure? _____ Ok, and what does that put your monthly payment at? _____ Does that include taxes and insurance? (If Taxes/Ins are not included, find out the add'l monthly cost for them) _____ Are all the payments current? YES/NO (If NO, continue:) How far behind are you? (try to get a dollar amount) _____

1. Owe More Than 85% of House Value

Let me ask you, would you sell the house for what you owe on it? **YES / NO** (If YES, go to *** below)

If NO: Ok, well if we were to work it out and close whenever you want, what's the least you could take for the property? ____ Is that the best you can do? _____

Great, well we work with houses like yours a lot. Now the way it normally works is that we buy the house from you with owner financing or lease purchase, and we make monthly payments. A few great things about how we do it are that we pay a good price, we can close whenever you want, and we take care of everything. So you're free and you can just move on. Does that sound good?

YES / NO (If YES, go to *** below. If NO, continue)

2. Owe Less Than 85% of House Value

Great, well we work with houses like yours a lot. Now the way it normally works is that we buy the house from you with owner financing or lease purchase, and we make monthly payments to you. A few great things about how we do it are that we pay a good price, we can close whenever you want, and we take care of everything. So you're free and you can just move on. Does that sound good?

YES / NO

If YES: So if we were to work it out and close whenever you want, what's the least you could take for the property? _____ Is that the best you can do? _____
(Go to ***)

(If NO, continue below...)

If NO: Ok, no problem. Sometimes people do need all their cash out right away. We usually buy from people who want to make more money from the sale and can wait a little while to cash out. Is that possible, could you give us a little time to pay you off? **YES / MAYBE / NO** (If Yes/Maybe, go to *** below)

If still NO: Ok I understand. Well, thank you for your time, unfortunately I don't think this will work for us. (put lead in "NO to Terms" Group in Mojo)

***** IF YES/MAYBE:** Ok I'll pass this info over to my boss, [Acquisitionist Name], and have them give you a call in the next ____ minutes, ok? (If seller won't be available in the next ____ minutes, ask the best time to call them back) (Create Appointment in Mojo for Acquisitionist to call them back, put lead in Yes/Maybe to Terms Group in Mojo)

Just a couple last things now, is the house listed with a Realtor? **YES / NO** And is the house **vacant or rented out**?

Ok, great. Well it's been a pleasure talking with you. I really think this will work out good for you, and good for us too. We're looking forward to talking with you again later today / tomorrow / soon.