



Title : Off Market Property Call Script

Caller ; Hello (homeowners name) my name is (your name). I see you own (address). I'm looking to purchase property in your area, I was wondering if you have any interest in selling. (alternatively, you can say if you're interested in taking offers)

TIP Always Assume You Have The Correct Person On The Phone, Avoid Saying May I Speak To*

Caller ; Great! Can I confirm a few details about the property?

TIP These Questions Are Meant To Get The Home Owner Engaged*

Caller ; How many bedrooms? How many bathrooms?

What condition would you say the property is in? (Ideally it should need a full rehab) *TIP* The Third Question Is Most Important*

Caller ; Ok great, based on the information you've given me I'd like to do some research and put together an offer. May I have your email address? *TIP* If the seller, homeowner is asking for a price on the call, you can say if you have a number in mind I can try to meet you there, but to give you the best possible offer I'd like to do some research.*

Caller ; Perfect, You should expect an email from me today If the numbers make sense for you, we can move as quickly as you're comfortable with. Please lock in my number, and I'll follow up with you once the offer has been sent.



Title : Off Market Property Call Script CONT'D

Having The Right Conversation Is Just The Beginning When It Comes To Off Market Real Estate Deals,

You Want To Be Sure You're Having Conversations With The Correct People. Imagine Calling A New Homeowner Asking To Buy The Property They Just Purchased.

If You Would Like To Learn How To Connect With The Right People, To Analyze The Deal, And Develop The Correct Exit Strategy. Be Sure To Join Our Free Monthly Training On Real Estate Strategy And Implementation. Whether it be Wholesaling, Fix And Flip, Buy And Hold, Or Creative Finance Acquisition, Our Free Monthly Training Covers Them All

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