



## Script for Realtors and Listing Agents

(this script is used when you are talking to listing agents and realtors)

**You:** Hi, I am calling about 123 Main Street in Pompano Beach. (use property address)

**You:** Is that property still available?

**If the house is available** > **Great, I would like to make an offer to buy it.** Don't overthink this step. They send you a contract, sign it and send it back. Congratulations you now have a house under contract.

Usually the realtor will say something like "are you a cash buyer" or have you seen the house

Your response should always be yes, meaning you are a cash buyer (using our cash) and you have seen the house. They are not allowed to submit a contract if you answer no to either of those two questions. It's a good idea for you to look at the houses in person anyway especially when you first start out so you can familiarize yourself with the neighborhoods etc.

**You:** I was thinking of offering \$ (insert a number).

**You:** Do you think that would work?

(If you don't know how much to offer then offer 5 % to 10% below the asking price)

**LISTEN TO HOW THEY RESPOND** (pay attention they might give away key important information in their response like the condition of the property, other offers, liens etc. Pay attention and don't get hung up on your fear of calling the realtor. (this will be difficult at first).

**If the house is not available** > **Can I put a backup offer in in case this buyer does not go through? I really like that house**

**You:** Do you have any other properties that would work for a fix and flip or a good rental in this area? I am a cash investor and I can close quickly if it is a good deal.

**You:** Can I give you my name and info in case you get anything that could work?

Give them your name, email address and phone number. Then tell them exactly what you are looking for. For example, I am looking for a good fix and flip in (name of city). Or I am looking for a property that would make a good section 8 rental.

When they email you: Respond to their email even if it is just a "thanks".

Save their info in your CRM. Make sure you touch base with them every few weeks to remind them you are still looking for a house. Realtors are an excellent referral source.