

BUYER'S SCRIPT

1. How soon do you have to buy a home?
2. How long have you been looking?
3. Are you working with any other realtors... Are you signed up?
4. Do you have an existing home to sell before you buy the next home? (if yes is it on the market?)
5. So are you renting? Is it a long term lease or is it month to month?
6. Will you be paying cash for the new home or will you need a mortgage?
7. How much of a cash down payment have you saved up?
8. If I commit to do all the work necessary, all the searching to find you the right home with the right features and benefits and at the right price... would you commit to buying thru me?
(yes go forward)

Can I share with you the process that I use in helping a buyer to purchase a home?

1. I am going to ask our lender _____ to call you as soon as possible.
2. I am going to ask you a lot of questions regarding the type of home that you want to buy.
3. I will select 3 or 4 of the absolute best homes in that range to show you.
4. When we find one that you like we will write up an offer purchase are you prepared to write an offer when we find the right property?
5. I will negotiate the offer for you and once accepted we will work together toward the closing.

Close- So can I have _____ call you? or would you rather deal with another Agent? What is the best Number to reach you?

Can we set an appointment to go and look at some homes... I have some time at _____ or would _____ work better for you? Do you know where our office is?

So can you answer a few questions

- 1. Area**
- 2. Price**
- 3. Type**
- 4. Age**
- 5. Square Feet**
- 6. Bedrooms**
- 7. Baths**
- 8. Garage**
- 9. Schools**

Confirm appointment time....don't forget to bring your check book!

Bye