



BUILDING A BUYER'S LIST COMPLETE PHONE SCRIPT

Competitor: Hello?

Hi, my name is (Your Name) with (Company Name). We are investors in the area and I saw your website (Website Name) and I wanted to reach out and introduce myself! I'm looking to build relationships with other investors who are actively working in the area. We primarily rehab but we also look for good buy and holds to add to our rental portfolio, and we also wholesale properties from time to time that either don't meet our criteria or we just have too many projects going at the same time. Do you specialize in any specific type of real estate like rehabs or wholesales?

IF WHOLESALER:

Competitor: We do. We wholesale to other investors.

Great. Why don't you add me to your buyers list! We are cash buyers who primarily fund our deals from our relationships with private lenders. We do use hard money from time to time as well. I am sure there are quite a few ways we could work together in the future creating win-win for both of us. Are you ready for my contact information?

Please send me any and all properties you think might be a good deal for us to review.

Great. You have my contact information already but I'll shoot you an email with everything in there. How do you let other investors like myself find out about the deals you are trying to sell?

Investor: We usually put a property packet together and send out an email.

Great. Make sure I'm at the top of your list! If you ever have a deal I will check it out that day and have you an offer that same day if it looks good. Either way I will never leave you hanging, kick tires, or blow up your deal. Plus, I am not like a lot of investors and would never, ever, try and cut you out of a deal. I am very upfront and looking to build some long term relationships with a couple investors in the area where we can help each other build our respective businesses.

IF REHABBER:

Competitor: Well...I don't do a lot of wholesales, mostly rehabs...

Great. Why don't I get some additional information from you about exactly what you're looking for so I can send you only relevant information.

USE BUYER SIGN UP FORM FROM HERE

