



EARN WITH

MR. TYCOON

“Ugly House” Buyer Info Script

Date _____ Source _____

Name _____ How long have you been looking? _____

Phone _____ Cell phone _____

Are you looking for a house for yourself or are you an investor? _____

When are you looking to move / buy? _____

Okay, great. Now sometimes we have more than one house available, so let me just ask you a few questions to find the best one for you. How many bedrooms are you looking for? _____

What areas are you interested in? _____

(If Prospect is an Investor, go down to **)

WORK-FOR-EQUITY

What is the most you can afford for a monthly payment? _____ *(If too low) Actually, on a work-for-equity home like this it's usually a little bit higher because you're getting the right to buy along with your payment. So, if you had to, how much higher could you go?* _____

Now what's the most you could come up with for a down payment on your new home? _____ *You know, usually we need around ((\$10,000)), but we have been doing some special things with our work-for-equity program. If you see the home and really love it, do you think you might be able to go higher than that? _____ (If it's at least 3% of sales price) Okay, I think we can work with you on that.*

How are you with home repairs? _____

And how is your credit overall—okay, medium, or not-so-good? _____ *That's okay, almost everyone we work with has some credit problems. We look past that and just focus on getting you into your new home as quickly as possible.*

**INVESTOR

If you see the house and the numbers work for you, how quickly can you close? _____

(If Qualified, match them up with your “best fit” house based on your supply & their needs.)

I really think our home over on _____ would work great for you. **GO OVER the TOP 3-5 FEATURES of that HOME.** How does that home sound to you? _____

(If good response, give directions. If not, go to your next “best fit” house. If Prospect is borderline qualified, you may want to just send them to your website and tell them to call back.)

(After Giving Directions) Now it'd be a good idea to get out there as soon as possible. We've had a lot of interest in that home, and a couple people we sent out there seemed pretty serious. You'll also want to grab a flyer and an application at the home, and get the completed application back to us as soon as you can, okay? The fax number is on it. Great, talk to you real soon then.

NOTES: _____
