

EARN WITH



MR. TYCOON

**Script For Opening Call To Listing Agent Of The Vacant House With No Sign In The Yard – But With A Lockbox On The Front Door.
The “Pre-List” Opportunity.**

Be ready to make a verbal offer on this call. Do your homework in advance. Know exactly what you can pay before you pick up the phone.

Hello, my name is You . Is this Listing Agent ?

You don't know me but I'm calling about the house at address of vacant house . I learned that you are the listing agent from Foreclosing Lender .

How's my timing? Do you have a minute now? *(If yes, go on. If no, set an appointment to talk later.)*

I'm calling to let you know that I've seen the property and that I'm a cash buyer if the price is right. Do you know what the lender is asking yet? *(If yes, be prepared to move forward with a verbal offer on this call, followed by a written offer immediately. If no, go on.)*

As I said, I am a cash buyer and will provide proof of funds with the contract.

I can close as soon as the lender is able and I won't load the contract with a bunch of dumb contingencies. I have no intention of wasting the lender's time or yours.

Also, I have no intention of bringing another agent into the transaction, so I'll work directly with you only.

I am an investor so I have to buy it right, which I'm sure you can understand.

May I give you my contact information, so you can let me know when you know what the bank will be asking or when you get the listing agreement?

Would you be kind enough to let me know before it goes in the MLS? I'd like to have a whack at it before it does.

(Be sure to give the agent your email address. Some prefer to communicate that way. Plus if the listing agreement arrives after hours and they don't want to call, they have the option to contact you that way, immediately. When you do this, be prepared to start checking your email often.)

(I suggest you get the agent's email address too. This way you can check in with him/her without playing phone tag. Be careful not to be a “bug”.)