**First Call Back Script For Property Sellers**

Hi, this is (your name). I was returning your call about your property. Is this a good time to talk for a minute? (if yes proceed, if not set time to return call).

So how have you been? (look to build rapport here)

Are you the property owner and decision maker for the property? (if not find out who is)

First off, let me tell you a little about who we are. We are not Realtors but we are a local organization called Neighborhood Housing Group, you may have heard of us. Through our network, we help provide affordable housing and funding for prospective tenants, investors and first time home buyers. Most of our properties come from HUD, banks and people like yourself.

May I ask how you heard about us?  (so you can track your marketing efforts.

So, (first name), The reason for my call today is to get some preliminary information about your property and pass it along to my Acquisitions Manager so we can get you a cash offer as soon as possible.

Tell me a little about your property? (Let them talk and write down all they say to put into your CRM).

(After they tell you about the property say this). Obviously the more information I can to get my Acquisitions Manager, the quicker they can get a cash offer to you so let me ask you a few more questions is that ok?

How old is the roof and what condition is it in?

How about the HVAC? is it working? Does it have AC?

Are there or have there been any foundation or structural problems you know of?

Are there any plumbing or electrical problems?

Would you rather meet our Acquisitions Manager at the property or would you rather work with them over the phone?

There are several advantages of working with us.

1: We pay cash and can buy your property in its “as is” condition so you do not have to spend anymore money making repairs and improvements.

2: We can close on a time frame thats convenient for you.

3: You also save thousands of dollars by not paying Realtor commissions or closing costs which can save you thousands of dollars.

4: You can rest assured knowing that your property is providing affordable housing for a future tenant or homeowner.

So with that in mind what is the least amount you could sell your property for knowing that you do not have to pay commissions, closing cost or make any repairs or ongoing maintenance?

Ok, thats about all I need, let me get this information to my Acquisitions Manager and they will be in touch with your shortly. Have a great day.

**Second Call Back Script For Property Sellers**

Hi this is (your name here) with Neighborhood Housing Group, how have you been?

You spoke with my assistant about your property you have for sale. Do you have a minute to talk?

(If more information is needed say this) I need to get a little more information from you to be able to get an offer to you, is that ok? (Then get additional information needed).

Well I took a look at the information and it looks like I may be able to help you.

Based on what we know about your property, it looks like we need to be around $ \_\_\_\_.

This would be an all cash offer. We will even pay all of the closing cost.

Is that something you think you may be able to work with? (They should always say no)

How close can you come?

(Then either continue negotiating or put them in your CRM to follow up.