**3 Call Close Investor Buyer Script**

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3 Call w/ Property To Sell

**Call #1 The Set Up**

Hi! This is Jeff from Investors Rehab, with the Goins Group, I noticed you filled out a web form, or I spoke with you at the REIA, or John told me to give you a call. etc.

I don’t have a lot of time right now, I have a prescheduled appointment with a VIP buyer but I would like to send you some information to look at and schedule a phone appointment with you.

Our company is a Big Real Estate Investing Company, We are not wholesalers we are professional negotiators and we sell opportunities, did you know even real estate agent investors buy from us and they have access to every property on the MLS. Thats because we have properties at prices that are not even available to the public.

We have properties at deep discounts and there is a lot of information to get into, I would hate to overwhelm you with all this information on your first call.

How does Next Wednesday at 12pm work for you?

(then send an email with whatever information about you and your company you want to send. If you have nothing or want to leave this out then don't mention sending them anything).

Call #2 Qualifying Them

Hey \_\_\_\_\_, This is Jeff we had a prescheduled appointment and I promised I would call you so here I am.  Did you receive the email I sent you?

Yes, Great!

You know, 68% Percent of our investors are repeat investors and most of them live out of state.

So there is a saying that states:

Prescription without diagnosis is mal-practice, So let me ask you a few questions to see what if anything we should be doing together.

How long have you been involved in real estate investing?

How soon would you like to get started?

Have you bought any properties.

How many?

Tell me about them?

How do you plan on closing on your investment?

Private Money, Hard Money, IRA, Family $, Your Own Money?

How much money do you have to invest?

How do you feel about out of town investing? Long Distance Investing?

%68 Percent of our investors are repeat buyers and don’t live in the same state.

How did you handle the rehab?

Have you ever done a rehab?

have you ever hired a contractor?

how do you plan on closing your investment property?

Why should we consider you for one of our investment properties?

Do you understand that there will be ups and downs in real estate?

Do you understand that there is a risk when you invest in anything including real estate?

How much money do you have?

Where is it?

Hows your credit?

Do you have a retirement account

How Much?

Are you looking for Cash flow or Cash now.

Do you already have an LLC?

Are you interested in rentals to hold or properties to flip?

Have you established your goals for this year?

If so how many properties would you like?

If not get a ball park #

How soon do you want to get started?

Based on the information that we have gone over It looks like we would be a good fit.

Should I add you to our VIP Waiting List?

The VIP Waiting List, is a list of serious investors who have gone through the qualification process just as you did.

Before I add you to the VIP Waiting List. I need to know 2 things.

#1 Are you the decision maker

#2 Can you make a quick decision of yes or no. A yes is fine and a no is fine, but unfortunately if you need time to think it over the property will be gone.

Perfect!

Like I said before the VIP Waiting List is a list of serious investors who have been qualified, have their financing in order, proof of funds, have already provided me with their LLC docs, and have put down the $1,000 dollars in earnest deposit money. The EMD is refundable and once a property is found is applied to the purchase price of the property. Now when we send you a few properties, if you end up not taking any of them, we will take you off the VIP list and return your deposit.

This is because all of our properties have been extremely vetted to make sure they are good investments and you are getting them at a deep discount. So knowing that ALL of them are good deals, if you pass on three of them.

Ok, should I add you to my VIP buyers list?

Call #3 The Close

Hey, its Jeff. I told you I would call you when I had an opportunity come up to make money in real estate. Today’s your lucky day! You are the top of the VIP Waiting List. Congratulations!

Write this down. 123 Oak Street.

Every deal is not a home run, but you can never make a mistake when making a profit, you would agree, wouldn’t you?

This is one that I think you can hit a home run on and make some good money. I think it would be a great deal for us to start with because I know when you do well on this one you will be buying more on a regular basis.

I will send you over all of the details that I have and you can take a look and let me know. I am going to send it now and then call you back in about 30 minutes to let me know if you want to take it. Thats all I can hold it because I have other VIP buyers I need to send it to if you don't want it. Fair enough?