

## Investor's Rehab Buyers Script 2018

INBOUND: Hi, this is \_\_\_\_\_ with Investors Rehab how can I help you?

OUTBOUND: Hi this is \_\_\_\_\_ with Investors Rehab and you called about one of our wholesale properties, how can I help you?

Are you on our VIP buyers list yet?

Which house were you calling about?

Let me look it up to see if it is still available. Our properties sell pretty quick.

Your in luck, this one is still available as of right now.

I don't want to waste your time telling you about a property that may not be what your looking for. Let me get a little information to see what we have that fits what you want.

Are you looking for a fix and flip, a rental property or a house to live in?

If investment: Will this be your first investment property?

How many flips or rentals have you bought in the past?

Do you know much about Investors Rehab?

We make it easy to invest by providing deep discounted properties to people like you.

The owner of our business, Larry Goins, is a national trainer and author of several books on real estate investing. We practice what we preach.

We spend about \$10,000 a month marketing to out of state property owners, people who inherited property and tired landlords to find motivated sellers. We have a team of professional negotiators in our office that makes hundreds of offers a week on these properties. Out of those hundreds of offers we get about 2-4 a week that we can buy at a deep discount.

Then we start our due diligence process to make sure it is a really good deal that we can sell at a wholesale price with plenty of equity or cash flow for our buyers.

Many investors are just too busy to spend the time or money finding their own deals. Thats what we do. We provide deal flow to investors at wholesale prices. Most investors who buy from us buy more than just one house. We are a steady source of properties for them.

So I am sure you can imagine that our properties sell very fast.

If Investor: How many properties are you looking to buy in the next year?  
How will you be funding your investment? Cash or financing?

(Non investors must be cash buyers unless buying a house that needs no repairs).  
(If cash): So you have the available funds to buy a property right now? I only ask because our houses sell very fast and I wouldn't want you to miss an opportunity.  
(If financing): What type of financing?  
(It must be private or hard money and they must be pre approved).

Investors Only: Did you know that you can invest in real estate using an IRA or 401k?  
Is that something you would be interested in if you have and IRA with money available?

**If cash:**

How much do you have to work with?

**If Retirement account:**

Is the money already in a self directed account?

If not send them to [larrygoins.com/IRA](http://larrygoins.com/IRA) for more information and to se up an account.

Ask how much money they have in the account

**If they need financing:**

Have you been pre approved? If so, who with? For how much? What kind of loan is it?  
Tell them we have in house private money funding and the first thing we need to do is to get you set up to use our private money.

How do you feel your credit is?

Do you know your credit score?

If they have good credit then tell them you will have Pam, Larrys wife contact them.

Give them her number and email. 803-701-1005 Pam@CarolinaInvestorLoans.com

Then send an email to Pam@CarolinaInvestorLoans.com with their contact info and tell them to go to [CarolinaInvestorLoans.com](http://CarolinaInvestorLoans.com) and fill out an application to get approved.

Tell them: once approved, call you back and you will get them on your buyers list.

After qualifying them, you can then tell them about the house and set a task to follow up and close them.

***VIP BUYERS LIST SCRIPT (IF THEY WANT TO BE NOTIFIED IN ADVANCE)***

I have mentioned our VIP Buyers List a few times. In fact most of our properties get sold to our VIP buyers before anyone else even knows about them. Based on the information that we have gone over it looks like you might be a good fit for our VIP buyers list so I wanted to mention it to you.

Our VIP buyers list is a small list of serious investors who want to jump to the front of the line and get a 24 hour head start advanced notification before anyone else of all properties that become available.

To get approved to get on the VIP buyers list you have to do 3 things:

1: Be able to make a decision within 24 hours when we send you a deal with all the details. A yes is fine and no is fine but there isn't time to think it over for days. See successful people make decisions fast based on the facts which I will be providing you when I call.

2: Have the money readily available to make the purchase and be able to close in 1-2 weeks.

3: Send us a \$1,000 earnest money deposit that will be held and only used for a deposit to purchase a property. The Earnest money is refundable at any time. A contract isn't valid until the deposit has been paid so this way your contract is valid when you sign it. If you do not purchase a property within 6 months it will be returned to you and you will be taken off the VIP buyers list.

Should you use the Earnest Money on a property, you will be removed from the VIP Waiting List and the amount will be applied to the purchase price of the property. You can stay on the list by sending another \$1000 deposit.

Most of our buyers are repeat buyers because once they get on the VIP list they don't want to leave. In fact, we did a study a while back and found that 68% of the people who bought from us bought multiple properties.

We have to limit the number of investors we add to our list so each VIP Buyer has a chance to get properties. I am sure you can understand. Right now, I have a couple of openings on our VIP Buyers list. Would you like to be put you on the VIP Buyers list?

### **Handling Objections:**

#### **I can do this myself:**

Yes you can if you have the time, marketing expertise and budget and team in place. We have been doing this for many years and have a team of professionals in place in our office to get great deals for our investors. This means you get properties at deep discounts without ever having to make a single offer.

#### **I don't want to pay your wholesale fee:**

Well you could do this on your own however we have to make hundreds of offers every week and then negotiate the counters to get that perfect deal for our investors and it takes a lot of time. We typically have to make 100-300 offers to get one deal for our investors. How many offers did you make last week?

Also, our acquisition managers are all trained professional negotiators which helps us get you better deals.

#### **I only want to wholesale:**

Thats great! It is a great way to make some money. How many houses have you wholesaled? Do you have a buyers list that has purchased houses from you? When wholesaling that is the most important thing you need. Also when wholesaling you have to be a really good negotiator to get deeper discounts since you will have to add your wholesale fee in order to make any money.

**Im scared:**

Thats normal in fact that is why many investors get their properties from us. We take the guess work out of it to insure that you are getting a great deal ready to rehab and sell for a profit or keep as a rental. In addition to that, we will continue to work with you and help you through the entire process.