## Code Enforcement Script

Hi, my name is Larry Goins with Investors Rehab here in Charlotte. How have you been? *(“How have you* ***been****?” implies that they know you. This almost forces them to be nice to you so they do not embarrass themselves and by the time they realize they do not know you then you have already built a rapport with them anyway. See how easy this is?)*

I wanted to give you a quick call to remind you that we are still buying and rehabbing houses. Do you have any properties that are currently under code enforcement and you either can’t get the owner to make the repairs or they need to sell?

Well, you know that we buy properties “as is” and can make the repairs and get them off your books. We pay cash and can close in a week or so. We can also help people with the repairs and financing if they want to keep the property.

Do you have anything that comes to mind that we may be able to help with?\_\_\_\_\_\_\_\_\_\_

We work with some counties that simply email us the list so we can just send out a postcard or give them a call. Which would be easiest for you?\_\_\_\_\_\_\_\_\_\_

How often should I check back with you for an updated list?\_\_\_\_\_\_\_\_\_\_ Would be easiest to call or should I email you?\_\_\_\_\_\_\_\_\_\_\_ *(Get their email and fax number to keep in contact with them).* Thanks a lot and I look forward to working with you. Have a great day.