

ACTS Script to Buy If Highly Leveraged

See Example 4A

Hi _____, this is _____ calling back about your house you discussed with my assistant yesterday. Do you have a minute to discuss a potential exit strategy?

Since you have no equity in the house I couldn't buy it but fortunately I do have a plan to get you out if you wish. Would you like to hear it?

I'll lease your house with the option to buy it at the loan balance at the time it's purchased and make your payment until then.

However, it must be a long term lease so the value has time to increase and the equity return.

I'll locate a quality tenant buyer to move in until they have enough equity to get a new loan or sell to someone else and pay off your loan.

They'll have a financial stake in the house and be responsible for all the repairs and you must approve them before they move in.

It costs you nothing, I'll do all the work and you have the final word.

I'll collect whatever I can from the buyers and locate them at my expense. So if that sounds ok, I'll come to your house, answer your questions and get the simple paperwork done while I'm there. OK?