

# Script To Call Back A FSBO

## With a Yes on “Will you sell for what you owe?”

### Examples 1 - 5 - 8 - 13A

Hi \_\_\_\_\_, this is \_\_\_\_\_ calling about your home you discussed with my assistant yesterday. Do you have a minute? OK, I’ve got all the facts here and you’ve indicated you’d sell the house for what you owe on it. Is that correct?

→ No! Then what did you have in mind?

→ Yes! OK, I can come see the house and likely buy it and close as soon as you’re ready and pay closing costs, but the only way for me to do so is to take over your debt. That means I’ll buy your house and make the payments when you and I agree I’ll start but the loan will stay in your name until sometime in the future when I get it cashed out. Will that be a problem for you?

→ No! Appointment script.

→ Yes! Well, if that’s an issue I can also lease purchase it or buy with owner financing and cover your payment with rent and handle all the repairs. Does that seem more appealing?

→ No! So you’re saying the only way you’ll sell is if your loan is paid off? (If yes, get off phone) (If no, appointment script)

→ Yes! Appointment script.