



Closing Call Prep Sheet

Address:

Seller:

Phone:

After Repaired Value: Repair Guesstimate: Maximum Allowable Offer: (MAO = ARV x 70% - Repairs)
(use for Cash Offers only)

Mortgage Balance:

Other Mortgages/Liens:

Seller's "Hot Buttons" (needs/wants):

Type of Deal, Exit Strategy:

Financing / Closing Call Required:

Deal #1 Price & Terms: (use Assumptive Close, expect Seller to say "Yes", use matching Closing Call script.)

Benefits to Seller: (instant sale, debt relief, no commissions or closing costs, free of hassles, can move on, etc.)

Seller's Questions/Objections:

Best Answers:

Deal #2 / #3 Price & Terms: (Close Deal #1 if you can, then go to these back-up plans only if necessary).

Notes: