

Seller Objection Script - Subject-To

Hi _____, I just wanted to follow up with you really quick and make sure everything was clear about how we want to buy your house. **(don't wait for reaction here)**

We buy and sell houses all around the area. We don't lowball people, we pay top price, and we buy "as-is". There are never any commissions, we usually cover all the closing costs, we just want to make it quick and easy for you. The way we do that is we buy on payments. So do you think you might be open to something like that, taking monthly payments until we pay you off in full?

If seller asks, "How long do you need?" **give term answer and/or go to closing call.**

Objection: "We don't want to leave mortgage in our names."

Oh, okay, and why is that? _____

Follow-up if needed: What is your concern?

You will almost always hear the following objections, sometimes both:

Reason 1: "If you don't keep up the payments, it would hurt our credit."

I understand, and I want to assure you that we take great care of the sellers we work with, and of course that means making the payments on time. After all, we couldn't make money and keep helping sellers if we weren't making the payments.

You know, you can always go online and check when the payments are made if you want, you'll see they're always on time. Usually we just set it up as an automatic deposit to the mortgage company to make it easier for everyone.

What if we set up payments through a servicing company? They would manage the whole process, making payments directly to your mortgage company and to you.

LAST RESORT answer: Actually, if it would make you feel more comfortable, we could put two or three monthly payments into an escrow account. Then if a payment were ever a little late, which would never happen, the payment would come right out of that account. That would take care of any concerns, right?

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Reason 2: "We need to pay off the mortgage to qualify for our next one."

You know, we've found that a lot of times we can work it out so our sellers can qualify for their next mortgage while their current one is still in place. Now is the challenge because of the payment? Would it make your monthly debt too high?

We've found that the right mortgage loan officer can really help with this. Are you working with anyone yet to get your next mortgage? _____ We can help you with that. All they need is the right paperwork that shows we are buying/ leasing-purchasing the house from you, and that we're making the payments. This will show the mortgage company the payments made to you are considered income.

Notes: