

Setting the Appointment Script

All that's left is for me to come out and go through the house and wrap up the paperwork. Are there any other owners of the house besides you? _____

(If yes) *They'll have to be there too. Will they be okay with everything we've worked out? _____*

If there's doubt, try to get the other person on the phone so you can explain it. Otherwise set appointment for same or next day, usually the sooner the better.

I'd like to get together with you and see the property today/tomorrow, is that okay? _____

(If no) *What's the soonest day you could meet with me? _____*

How about morning or afternoon, which is better? _____

Okay, would _____ o'clock or _____ o'clock be best? _____

Great, I'm really looking forward to meeting with you then.

(Optional) *If you could also put together any paperwork you have on the house, mortgage statements, insurance information, stuff like that, that would be helpful too.*

If everything looks good when I come out to the house, you're ready to go ahead and sell the house to me, right? _____

If you think of any questions in the meantime just write them down, and we'll go over them when I get there, okay? I'm really excited, I'm sure this is going to work out great/good for you, and good for us too, for both of us.

I'm really looking forward to meeting with you (day & time), (name). Great, see you soon, good-bye.