

Deal Meeting Script

When you park in front of the house be aware the sellers can see you, and may be evaluating your professionalism and your vehicle. Approach the door with positive energy, ring the doorbell or knock. When they answer smile big, and gracefully reach to shake their hand.

Hi, it's _____, you must be _____. So great to meet you (both) in person. We had such a good talk on the phone, it's nice to put a face to your voice.

(Hand business card, step in) *So how are you today?__ I'm doing great, thank you.*

Build face-to-face rapport by bringing up a personal reference using the notes from your Closing Call Prep Sheet. Effective references include pets, shared interests, or compliments on their home layout/design, family pictures, or personal appearance/outfit. Pet the pet if possible.

*Your house is very nice, I really like _____. Can we just take a look around, do a little tour of the house? We could start in the kitchen, and then we'll end in the kitchen, how's that? **(kitchen or dining room, pick the best table).** Great.*

Take video or pictures, also take notes on a pad or iPad ("Features & Fixes"). If the seller already has very good pictures on Zillow or Craigslist sometimes you can use those. Continue complimenting features of the house, small design touches, family pictures, etc.

Okay great, well I've had a good look at the house. Why don't we just sit here at the table together and look over a few numbers? Do you have any regular spot(s) where you like to sit? Great, I'll just sit here then. Do you think I could get a little water, please? Thanks so much.

When we talked on the phone, we figured out a few things. That's what I went by to fill out this Standard Purchase Agreement /Lease Purchase Agreement. You can see it's pretty simple, just a couple pages.

Starting right here at the top, this is us as the buyer, and you're listed here as the seller. The owner of record is listed as _____. Do I have your name(s) spelled right? There's no one else on the title to the house besides you (two), is that correct? _____ Good. And of course here's the property location right here.

Now we'll go through the rest of the agreement together, most of it is just standard stuff, and I'll point out the important parts.

Continue with the **Standard Purchase and Sale Agreement Script**