

Sandwich Lease-Purchase Closing Call Script

Start With the Opening Questions:

1. **(Have name)** Hi, my name is _____, I'm calling about the house for sale, is this _____?
1. **(Do not have name)** Hi, my name is _____, I'm calling about the house for sale, are you the one to talk with?

Great, and again my name is _____, and what was your name? _____

2. So is the house still for sale? _____ **(If speaking with FSBO caller)** I think you may have talked earlier with my assistant/partner.
3. Great, I got most of the information I need from _____ **(probably Zillow)**. Before we come see the house I just have a couple more quick questions, do you have a minute to talk right now?

Question #4 is first rapport-building question, with the goal to "make friends." It's easy and logical to ask about the house, hoping that leads into "friendlier" areas, unless you have a better opening on another topic. See "Rapport Building Scripts."

4. So what kind of shape is the house in? _____ **OR**
4. So what can you tell me about the house? _____ **OR**
4. **(Other friendly rapport building questions)**

(If they ask "Are you a realtor?")

That's the great news, I'm not a realtor, I'm interested in buying the house. You don't have the house listed with a realtor, do you, where you have to pay out 6% commission? With us there's no commissions, and we usually even cover all the closing costs, which can be thousands of dollars.

*Okay great, now just so you know a little bit about us... **(Say your prepared "Home Investor Bio" – 1-5 lines, depending on the seller's interest)***

Well we're definitely interested in buying your house, and we want to make it go as quick and easy as possible. As I said, we buy and sell houses all around the area here. When it's an ugly house, when it needs a lot of work, we usually pay all cash for the house, and for the repairs.

With a nicer (higher quality) house like yours, the way we'd usually buy it is on monthly payments. It's a real common way of doing it now, we'd buy it from you with a lease purchase, some folks call it a "Rent-to-Own."

Maybe you've heard of this before. It just means that we agree on a top purchase price and do the paperwork now, and then we lease the property from you until we pay you off in full and take ownership.

Here's something very special that we do, we also cover all the maintenance and repairs on the house. We take care of everything so you can be free of it, and just move on with your life. Doesn't that sound good/great? _____

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(Don't answer this unless asked): *When will you pay off mortgage? or What's your plan?*

Well what we do, is we work with a lot of what's called lease purchase buyers, that's our specialty. For whatever reason they can't qualify right away to get their own mortgage. They might need some time to put together their down payment, they might've just moved to the area and need more time on their job, maybe they're self-employed, maybe they've had a little rough credit. Sometimes we can get them qualified in six months, sometimes 12 months, sometimes it takes longer, but during that time we cover all your payments and maintenance on the house so you can just move on. It's generally our goal to see the buyer get qualified soon, we just really love helping people own their share of the American Dream.

Now we've looked over your information, and looked over the numbers and the comps--the comparable houses that have sold in the area.

Ask #1 when seller owes 85% - 90%+ of the ARV. In a hotter market, higher price ranges, or with a less motivated seller be careful about asking #1 if mortgage is below 90% - 95% LTV, Loan-to-Value.

#1 Let me ask you, would you sell us the house for what you owe on it?

(If "No", go to #2)

#2 So in terms of a purchase price, if we were to work it out and close whenever you want, what's the least you could take?

(Always follow question #2 with question #3)

#3 Is that the best you can do?

If they have questions, if they need cash, or if their number is too high, see objection answers. Any terms or cash to seller must be worked out here. Use A or B below.

A. Negotiating Monthly PAYMENT -- Mortgaged House

Okay, so your monthly mortgage payment right now is \$_____. So we'll pay you that amount every month, okay? _____ (If not escrowed) plus taxes and insurance, okay?

(If "No") *Well, what's the least amount over that that would work for you? \$_____*

B. Negotiating Monthly PAYMENT -- Free & Clear House, NO Mortgage

Okay, so obviously you have no monthly payment on the house besides the taxes and insurance. So let me ask you, what would be the least amount per month that could work for you? _____ Is that the best you can do? _____

Negotiating Lines: *Since we're covering all the payments and maintenance, we really do need to have a little room on the monthly payment. The most we could do would be \$____ per month.*

(Calculate a monthly payment BEFORE CALL that would give you a \$300+/month cash flow). *So we could give you \$_____ per month until we get cashed out and pay you off in full, okay?*

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Negotiating LENGTH of TERM:

A lot of sellers we work with are okay with a longer term, they like the monthly payment, so our standard deal is for a five-year term with one renewal (= total of 10 years).

You can walk back term to five-year term, then three years, then two years. If no firm term is decided here, it can be worked out at deal meeting. If “OK,” go to “Setting the Appt.”

(Say if necessary) Generally we want to get you cashed out sooner, because that’s when we make our money. Still, we set it up with at least the five-year term to make sure we have enough time so it all turns out the best, okay?

Negotiating NO DOWN PAYMENT:

Okay, so the purchase price will be \$____, and the monthly payment will be \$____. The way it works is that you’ll get your first check from us when we start making monthly payments to you after we close. You understand that, right? (If “OK,” go to “Setting Appointment”)

(If seller asks) “What about a down payment?”

(Say) Generally on lease purchase transactions we pay nothing down (optional: or very little).

If no further objection, go to “Setting the Appointment.” If seller persists, continue below.

Well, I think we could work it out to give you first and last month’s lease amount, would that work? ____

(If “No”) If we came up with something down, what’s the least you could take? ____ Is that the best you can do? ____ (Go to “Setting Appt.”)

Remember: you want to pay 3% down or less, not more than 5%. Then, aim for 10%+ from buyers.