



## Seller Return Call Script

This script can be used when a seller responds to your advertisement (Craigslist, Facebook, website, etc.)

Thank you for calling about the Craigslist ad. What prompted you to reach out? *(You are trying to find out what their motivation is, so ask some follow up questions if needed.)*

Great! I am interested in buying your note if it meets some basic underwriting requirements. Even if it doesn't, I may still be able to purchase it, but first what can you tell me about the paper? *(Use the Private Owner Intake Form in the Negotiation section of this workbook to take notes. Ask questions from the Intake Form if the seller does not give you all the information. Get as much info as possible.)*

So, if I can determine it meets all the requirements I need for the purchase, when do you need to sell it by? And if I can make that happen, what is the least amount you can accept for the note? Is that the best you can do?

Ok, I need to run some numbers and verify the information you have given me before I can give you my offer. Let's talk again on \_\_\_\_\_  
*(Pick a day and a time, 4 or 5 days out and schedule an appointment to talk again.)*



## Scripts For Calling The Private Owner

### When you get your seller on the phone:

Hi, my name is \_\_\_\_\_

I am an investor that pays cash for real estate notes. I am calling about your note on the property located at \_\_\_\_\_

If you were to consider selling the note, what would you need to get for it?

Do you have any other notes you would consider selling?

### If you need to leave a voicemail:

Hello, My Name is \_\_\_\_\_.

I am a note investor who pays cash for notes against real estate. I am interested in a note you own.

Please call me directly at \_\_\_\_\_.

Again, my name is \_\_\_\_\_, calling about the note you own.

I pay cash and close quickly. Please call me at \_\_\_\_\_.

### Follow up all calls with a text!!



## Private Owner Intake Form

Owner Information: \_\_\_\_\_ Lead Source: \_\_\_\_\_

Note Owners Name: \_\_\_\_\_ Date: \_\_\_\_\_

Phone #: \_\_\_\_\_ Cell #: \_\_\_\_\_ E-mail: \_\_\_\_\_

Note Information: (Ask, "What can you tell me about the note?")

Asking Price: \_\_\_\_\_ Original Value: \_\_\_\_\_ Date Written: \_\_\_\_\_

UPB: \_\_\_\_\_ Back Interest: \_\_\_\_\_ Late Charges & Fees Due: \_\_\_\_\_

Balloon? When is it due? \_\_\_\_\_ Lien Position: \_\_\_\_\_

Pay History/Is it Current: \_\_\_\_\_

Servicer: \_\_\_\_\_ Rate & Terms: \_\_\_\_\_

Note Type – amortized/simple interest/interest only? \_\_\_\_\_ Mo Payment - PI: \_\_\_\_\_

Underwriting Documentation Available (App, credit/background check, bank statements, etc.)

Seller Motivation: \_\_\_\_\_

Property Information:

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Estimated Value? \_\_\_\_\_ Based on? \_\_\_\_\_

Property Style: Ranch, 2-Story, BiLvl, TriLvl, Stick-Built, Modular, Mobile

# Beds: \_\_\_\_\_ # Baths: \_\_\_\_\_ Garage: # of Cars \_\_\_\_\_ Attached, Detached

Rooms: Fam, Rec, Den, Office, Dine, Loft, Sun, OutBldg: Shed, Barn, Dog Pen

Heating: FAG, FAE, WoodStv, FirePlc, Solar, Elec Baseboard, \_\_\_\_\_

A/C: None, Central, Windows,

Hot Water: Installation Date \_\_\_\_\_ Tank, On Demand, NGas, Electric

Basement Type: None, Crawl, Partial, WlkOut, Full Finishing: Unf, Partial, Full

Main SF \_\_\_\_\_ Bsmt SF \_\_\_\_\_ Other SF \_\_\_\_\_ Total SF \_\_\_\_\_ Lot Size \_\_\_\_\_

Property Taxes: \$ \_\_\_\_\_ Year Blt: \_\_\_\_\_ Year Remodeled: \_\_\_\_\_

Property Condition: \_\_\_\_\_

\_\_\_\_\_



**Private Owner Contact Record**

Date	Form of Contact Call, Email, Visit, Text, Etc.	Notes