**CALL SCRIPT**

**VOICEMAIL:**

HELLO, THIS MESSAGE IS FOR \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. MY NAME IS \_\_\_\_\_\_\_\_\_\_\_WITH \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I AM FOLLOWING UP TO YOUR INQUIRY ABOUT NEEDING MONEY FOR A REAL ESTATE TRANSACTION. IF YOU ARE STILL LOOKING FOR MONEY, THEN PLEASE GIVE ME A CALL BACK AT (\_\_\_) \_\_\_ - \_\_\_. AGAIN, MY NAME IS \_\_\_\_\_\_\_\_\_\_ AND I CAN BE REACHED AT (\_\_\_) \_\_\_ - \_\_\_. HAVE A GREAT DAY.

(Your Phone Number)

(Your Name)

(Your Phone Number)

(Your Company Name)

(Your Name)

(Clients First Name ONLY)

**IF THEY ANSWER:**

HELLO, IS THIS \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. MY NAME IS \_\_\_\_\_\_\_\_\_\_\_\_\_ WITH \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I UNDERSTAND YOU ARE LOOKING FOR MONEY FOR A REAL ESTATE DEAL? GREAT!!! TELL ME ABOUT YOUR DEAL………………………..

(Your Company Name)

(Your Full Name)

(Clients First Name Only)

(*Start Filling Out The Vetting Questions And Identify If This Is a Deal.*)

**PS:** (CONFIRM THE CONTRACT INFORMATION AND EXTRACT THE MAIL ADDRESS)

**IF THEY ASK ABOUT RATES AND TERMS, SAY:**

“THAT IS A GREAT QUESTION AND I WILL TALK ABOUT THAT IN A MINUTE”. “TELL ME ABOUT YOUR DEAL” or “TELL ME MORE ABOUT YOUR DEAL”.