

Seller Incoming Call - Alex Script - Rules

Font and Color Code Script Definitions

- **Script Questions**
- **- Follow Up Question**
- (Instructions)
- **Positive and/or Negative Reinforcement (+) :) or (-) :(**
- **IF-THEN** - Prior To Follow Up Questions, Rebuttals or Discontinue The Call
- **Rebuttals / Objection Handlers**
- **Discontinue The Call**

Speech Style Matters

- Repeat to the caller their previous answer.
- Use positive and negative reinforcement words.
 - Positive words
 - Awesome
 - Outstanding
 - Terrific
 - Wonderful
 - Perfect
 - Great
 - Negative words
 - Ouch
 - Oh My
 - Terrible
 - That's Awful
 - Words that can be either non-committal or used either way.
 - Really
 - Hum
 - You don't say!
 - I see
 - Words to never use incorrectly
 - Okay
 - Yes
- Use embedded commands.
- Mimic your caller by using the same vocabulary style they use. Rephrasing kills opportunity. 100,000, 100 Grand, and 100k all mean the same to you but not to the caller.
- Pace your caller. Speed kills.
- Silence is magical.
- Allow your caller to like you.

Master Rules

The Process:

- Rule #1 – Always Follow The Script
- Rule #2 – Repeat, Confirm and Approve (Make it a Conversation, not an Interrogation)
- Rule #3 – Remain In Control (After Repeat and Approval... Go Back To Where You Left Off On Your Script and Ask Your Question!)

While you are on Question #2, listen for a TRUE YES or NO. If Response Is Not a Clear "Yes" Or Indicates a True Interest in Selling a House... Use EVERY Rebuttal on Question #2.

If after using Every Rebuttal on Question #2 you are still Not Convince of their True Interest in selling or Not Selling... Go To "Discontinue The Call" under Question #2.

If caller does not accept your answer... stick to "The Process".

If caller gets off script and all else fails... go back to "My Job Is" script and stay on it as far as needed, up to and including "Discontinue the Call."

When you get 2 numbers (answers)... use the one to your benefit.

85% Rule/Qualifier - If Caller changes the response/numbers just to qualify for Appointment/Offer then... make appointment ONLY if The Number that was changed is "The Asking Price" and it then qualifies under the 85% Rule/Qualifier. If the Number Changed is the Worth, Do Not Qualify, simply inform then that you will transfer the information to the Purchase Manager.

Hot Lead

- Price is Less Than 65% of ARV
- Liens are Less Than ARV and Walk Away is \$0.00 (Will Sell for Balance Owed)
- Will Do Terms
- Price is Less Than \$25,000

Alex Order of Task Priority

1. Live Call
2. Calendar Tasks Marked as CRITICAL
3. Calendar Call Back Tasks
4. Calendar Follow Up Tasks

INBOUND SELLER SCRIPT - QUALIFY

1 - Hello, thank you for calling, my name is ALEX; how may I help you?

(Wait and listen to response then repeat, confirm and approve)

(+) :) Yes! I'd be happy to help with that today...

First let's make sure that we are clear about who I am and... About what we do, okay?

We Are Investors and We Buy Houses Nationwide at a Reasonable Investor Discount and in exchange:

- We pay all the fees and cost for you to sell your house...
- We can buy your house As Is and...
- We can buy Fast for Cash!

Now... you are calling our Inbound Customer Support Department... our Call Center!

My job is to help you!

But the only thing I can do for you on this call is to go ahead and:

- Collect Your Contact Information and...
- The Information About the House You Are Interested in Selling...,
- To See If Your House Qualifies For Our Purchase Program.

If you are willing and able to provide me with the information we will need and your house qualifies, I would be happy to schedule an appointment for you to speak to our purchase manager.

2 - You are calling because you have a house you're hoping to sell... YES?

IF YES

(+) :) That's Fantastic... we're definitely looking for another house to buy right now!

- And this is Your House and You are the person to whom I should be talking to about selling it... right?

IF RESPONSE IS NOT A CLEAR "YES" OR INDICATES AN INTEREST IN SELLING A HOUSE

- *We buy houses and we are currently looking to buy 5 to 10 more in the next 30 to 60 days.*

If you are serious about selling your house... we'd like to have the opportunity to present you with a Free, No Risk or Obligation Offer.

Do You Have An Interest In Selling Your House?

- *If We Can Agree On The Terms... And We Can Agree On What The Property Is Worth In Today's Market... And We Can Agree On a Price That Works For Both You and Us...*

Do You Have a House That You Are Hoping To Sell And... Have An Interest In Receiving A Free, No Risk Or Obligation Offer From Us To Buy Your House?

- *We can appreciate the fact that you have lots of questions about how We Will Buy Your House and that you would only sell your house under certain conditions. We are definitely looking to buy and would welcome the opportunity to go through the process of identifying if we can do business.*

The process we need to go through is a series of questions to determine:

- *The Condition of the Property...*
- *Why you would want to sell it...*
- *What you think the property is worth...*
- *And Most Importantly... How Much You Want to Sell It For!*

It usually takes about 15 to 20 minutes to go through this process so... as you can now see... it is crucial that we first agree on the fact that you are calling because you have a house that you are interested in selling!

Otherwise there would be no reason for us to proceed!

Believe me... there is no way that we can Buy Your House unless you first Feel Comfortable that we have answered all your questions and... that we come to a mutual agreement on all the terms, including your price.

We'd like to go through the process to see how you can go ahead and Sell Your House To Us, but before we move forward, I really need to confirm and hear you say that You Did Call Us Because You Do Have A House That You Are Hoping To Sell, and... that you are ready and willing to go through our process of identifying if we CAN do business.

Which means I will be asking you:

- *What your house is worth...*
- *What you owe on it and...*
- *What your price is...*

You risk nothing and you are under no obligation to sell!

Are You Calling Because You Do Have A House You Are Hoping To Sell and are you ready to go through our process of identifying if we can do business?

IF CALLER RESPONDS WITH A "NO" AGAIN - DISCONTINUE THE CALL

(-) :(*We're actually looking to buy "As Soon As Possible."*

What I'm understanding... is that:

- *You don't have a house for sale, or...*
- *You're not ready to sell, or...*
- *You're not willing to go through our process of identifying if we can do business.*

One last thing before I let you go... Who do you know that "IS" looking to sell?

(+) :) *Thank You.*

Please keep our Phone Number and give us a call when you decide to sell.

We're always looking to buy. Thank you again for calling.

IF CALLER IS A WHOLESALE INVESTOR

(-) :(*Actually... we currently do not buy houses from wholesale investors! Thank you for calling and good luck in your business.*

- *In our experience and because of our business model, we've never been able to come to terms with wholesale sellers and we just... don't! Thank you again for calling and good luck in your business.*

3 - Is the property currently listed with a Real Estate Broker?

IF NOT LISTED

(+) :) *It's Not Listed... That's Great!*

IF YES – ITS LISTED – DISCONTINUE THE CALL

(-) :(*Actually... we currently do not buy houses that are Listed with a Broker. If your property becomes Unlisted or as soon as your contract expires...*

Contact us again as soon as possible and we guarantee to present you with an offer to buy your house within 24 to 48 hours without any risk or obligation on your part.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses.

Thank you again for calling.

Thank you for calling us to buy your house.

Before we can determine "How Much We Can Buy Your House For"... there are some questions I need to ask, about your specific plans to sell it... okay?

(+) :) *Great!*

As we go through the process you'll notice that I will be reading from my questionnaire and I will be writing down the information that we Need To Have in order to present you with a Fair and Intelligent offer as quickly as possible.

Usually within the next 24 to 48 hours!

(+) :) *Let's get started... YES?*

4 - May I please have your First and Last name?

(Repeat and confirm the spelling of their full name)

(+) :) *Fantastic, thank you for helping me with that!*

IF DOESN'T WANT TO GIVE NAME

My name is ALEX and my job is to gather the information so that our Purchase Manager can put together the best offer for you... If Your House Qualifies!

Will that be OK... May I please have your First and Last name?

5 - In case we get disconnected what is a good number to call you back on?

(Repeat and Confirm the phone number including area code)

(+) :) *Got it! Thanks!*

- Is this a Cell Phone?

IF NOT CELL PHONE

- Do you happen to have a (Cell Number / Another Number) where we may reach you at?

IF DOESN'T WANT TO GIVE CELL PHONE

In many cases we may need to reach you for some last minute questions and we've found that having your cell phone is the best and fastest way to do so.

Would you mind if we had your Cell Phone number?

6 - What is your Primary Email Address where our Purchase Manager can email you an Offer To Purchase Your House?

(Repeat and confirm)

(+) :) Thank you_____.

IF DOESN'T WANT TO GIVE EMAIL

At the end of our call, I will be turning all your information over to our Purchase Manger and one of the things they will need, is a way to quickly present you with a "written offer" to purchase your house.

Would you mind if I had your Email Address please... so that they can email you their offer?

(IF CALLER DOES NOT PROVIDE EMAIL ADDRESS... MOVE ON)

7 - How did you happen to hear about us? (Can you tell me what the last 4 digits of the phone number you dialed are?)

(+) :) *Excellent!*

IF CAN'T REMEMBER

We are always working very hard to grow our business, so knowing how our marketing is doing helps us do a better job for our clients.

Can you recall how you happened to hear about us?

INBOUND SELLER SCRIPT - PROPERTY

8 - What is the address of the house you are hoping to sell?

Address, City, State Zip County. (Always spell back the street)

(+) :) *Thank you for helping me with the spelling_____!*

INBOUND SELLER SCRIPT - CONDITION

You know _____, No one knows more about your house than you do!

We buy houses all over the Country!

So... we are actually going to make you an offer to buy your house without ever going out to physically see the house!

Once we agree to buy the house and you agree to sell us the house, we will send our local professionals out to determine the exact Condition and Repair Costs the house may need.

In the meantime we would hope that you would be fair and honest regarding the condition of the house so that we don't move forward with an agreement to purchase your house that we'll later have to change or cancel because of missing information.

What this means is that we are trusting you to let us know what condition the house is in... does that make sense... Yes?

(+) :) *That's Great! So let me ask you...*

9 - What amount should we assume we will have to pay in total Repair Costs and Work or Upgrades that a Lender may Require or that a future buyer will ask to be Fixed?

OK. So what I hear you saying is that \$_____ will repair and update the property and we won't have to worry about changing or terminating a purchase agreement because the cost of repairs is nowhere near the \$_____, right?

(+) :) *No Problem!*

IF DOESN'T KNOW

Our offer will be Based On and Subject To your answer so... you will need to go ahead and give me your best guess!

Again, we can't construct an offer without knowing the condition of the house... would you say it would take "MORE"..., or... "LESS" than \$15,000 Dollars to repair and update the house?

As a final and last alternative and based on our experience we will have to use an estimate but, we cannot make you an offer without some kind of an answer... do you believe the house has:

Major... Minor... or Little to No Repairs and Updates Needed?

Repair Costs Calculation:

If Minimum: \$5,000

If Little to No Repairs: \$5,000

If Minor: \$10,000

If Major: \$20,000 to best guess based on Seller's feedback

INBOUND SELLER SCRIPT - WORTH

10 - What do you think the house is worth or, in other words, if we sent out a real estate appraiser over tomorrow and had the property appraised...

What do you think the house would be worth in Today's Market?

(-) :(*Hmmm?*

(Pause)

- Is that As Is... or putting it in Perfect Condition to meet the Lender Requirements in order to allow you to sell to a Conventional Buyer?

IF AS IS WORTH

What would it be worth once WE do all the Repairs and Updates?

IF IN PERFECT CONDITION

What is it worth in it's current condition, without YOU doing any Repairs or Updates?

IF PROPERTY IS WORTH LESS THAN \$40,000 – DISCONTINUE THE CALL

Thank you for your interest in selling your house to us. Based on the information you have given us about the value, it does not look like the property fits our Business Criteria. Again, thank you for the opportunity and if things change on our end, we can definitely contact you again.

Because of our Business Model... we just don't buy houses in that price range.

IF DOESN'T KNOW

(+) :) *That's OK_____ , No Problem!*

I understand you don't know. But if you did know, or were to take guess, give me some idea..., what would you say it's worth?

Are you aware of any similar houses that have sold recently in the neighborhood... how do they compare to yours and how much are those selling for?

With so much information available today... you must have some opinion of what your house is worth... especially if you are considering selling it?

WILL NOT SAY WHAT ITS WORTH OR DOES NOT KNOW - DISCONTINUE THE CALL

Well _____, if you haven't figured what the property is worth...

At this time, we would like to suggest that you to do some more research, hire an appraiser and possibly invite an agent or two to come see your property and give you a market analysis.

Because without You knowing what the house is worth, it's going to be hard for you to come up with a Fair and Justifiable Price so that we can calculate the Costs Involved and... without a Fair Price, there will be no way to for us to know if we can do business or not.

Go ahead and contact us back as soon as you can determine what the house you are looking to sell is worth so that we can move forward.

INBOUND SELLER SCRIPT– LIEN BALANCES

11 - Is there a Mortgage on the house that we will need to pay off?

IF YES

- **What is/are the loan balance?**

IF THERE IS A MORTGAGE

- **What is/are the monthly payments?**

IF THERE IS A MORTGAGE

- **Are the payments current on the loan?**

IF BEHIND ON PAYMENTS

- **Have you received a Notice of Default or Notice of Trustee Sale?**

IF BEHIND ON PAYMENTS

- **Amount of Arrearage / Dollar Amount Behind on Payments**

IF BEHIND ON PAYMENTS

- **Is there a Trustee Sales Date scheduled?**

IF WILL NOT GIVE MORTGAGE INFORMATION

So that we can create our offer to purchase your house and to be able to present you with what your net proceeds are... what we call "Your Walk Away Money", we will need to know what your loan balance is in order to include it as a "Cost" in the Sellers Net Sheet.

The Escrow Company or Closing Attorney will have to have this information!

It doesn't have to be EXACT but what would you say is the Loan Balance on the House?

We are looking to buy 5 to 10 houses every month and use many methods. We are probably the most serious buyer you've talked to yet. However, we will need to know all the facts to present you with an intelligent offer.

Will that be a problem... because we don't want to move forward with an agreement to purchase your house that we'll later have to change or cancel because of missing information!

Can you see how important it is for us to ask you all the details up front...

It doesn't have to be EXACT but what would you say is the Loan Balance on the House?

IF STILL WILL NOT GIVE MORTGAGE INFORMATION - DISCONTINUE THE CALL

We will need to know all the facts to present you with an intelligent offer.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses.

Thank you again for calling.

INBOUND SELLER SCRIPT - PRICE

12 - What were you hoping to sell your house for... the NET AMOUNT that you would receive to put in your pocket!

After All the Repair and Update Costs Have Been Considered...
After All of Your "Seller's Closing Costs" Have Been Subtracted and...
After We Pay the Loans Off

What We Call "The Walk Away Money"!

Go ahead and share with me... What amount of money are you hoping to Walk Away With?

(Pause) (Pause) (Pause) (Wait for their response)

(-) :(/ see...

- Since we are paying all YOUR Closing Costs to Sell... Is that the least you will take?

- We are also going to buy your house As Is and "WE" are going to pay for all the necessary repairs or updates the house may need... Is that the lowest you will go?

- Knowing that we are going to buy your house NOW... and take all your worry and stress away along with eliminating holding costs waiting for your house to sell... So are you saying that if we don't pay you \$_____, you won't sell your house?

Seller's Asking Price

OK _____, I am going to put you on a brief hold while I submit your property information into our Automated System to see if Your Numbers, meaning what You Said Your House is Worth versus what Your Asking Price is... to see if you qualify for an appointment with our Purchase Manager so that they can make you an offer. Give me a moment, OK?

85% Asking Price - Qualifying Formula 85% X "As Is"

DOES NOT QUALIFY BASED ON ASKING PRICE

Because we are paying for ALL the Costs for You To Sell Your House, we are offering to buy in an As Is condition and as Professional Investors you can understand that we also need to make some kind of a gain...

The amount you are asking for is Pretty Much Full Retail...at least. At that price there would be no Reason or Motivation for us to Buy Your House.

But let me ask you... and I promise this will be the last time I will ask you...

What is your Bottom Line Price that you want to leave me with... because the price you are giving me now is so high that the system will not even allow me to schedule you an appointment with our purchase manager so that they can present you with an offer.

What is your Final Price that you want me to give the Purchase Manager?

(If new number is given, re-calculate and either make the appointment or continue with script)

We can appreciate that you would like to sell your house for more... if your plans and Your PRICE change for you, keep us in mind and contact us again.

Also, I will transfer over your property information to our Purchase Manager and if they have any further interest they will contact you as well. We are always looking to buy!

If you know anyone that is looking to sell their house, please tell them to give us a call.

Thank you again for the opportunity.

IF ASKING FOR EXPLANATION OR FOR YOU TO NAME THE PRICE – DISCONTINUE THE CALL

Thank you for your interest in selling your house to us. But based on what you said the house is worth and what Your Asking Price is, it does not look like the property fits our Business Purchase Criteria.

Again, thank you for the opportunity and if your plans and Your Price changes, keep us in mind and contact us again. Also, I will transfer over your property information to our Purchase Manager and if they have any further interest they will contact you as well. We are always looking to buy!

I will transfer over your property information to our Purchase Manager and if they have any further interest they will contact you as well.

WILL NOT GIVE A PRICE:

What is the least amount of cash you are hoping to walk away with?

We cannot determine if we can buy your house without a price?

If you tell us what you're asking we'll quickly determine if we can do business. Is that fair?

No One but the Owner of a property can come up with the Price!

IF STILL WILL NOT GIVE A PRICE

The Price is the quickest way for both the Buyer and the Seller to determine if they can do business or not. In fact, without a Price a Buyer and a Seller could never come to an agreement?

_____, we are probably the most serious buyer you've talked to yet. However, we will need to know your asking price in order to present you with an intelligent offer. Will that be a problem?

JUST NOT GOING TO GIVE PRICE - DISCONTINUE THE CALL

I'm sorry but we simply have too many prospects to work with, to spend time on those we simply can't buy.

If you can come up with a price... contact us again as soon as possible and we guarantee to present you with an offer to buy your house within 24 to 48 hours without any risk or obligation on your part.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses!

Thank you again for calling.

Well, I have all the information we need for now. At this time we need to look over the information you gave me, do some research on the property and if we have any more questions we'll call you back.

Also,

I'd like to set up an appointment to have our Purchase Manager contact you back and... make you an offer to buy your house!

13 - Which time and day would be better for our Purchase Manager to contact you? We have time available on _____ or on _____.

(+) :) Great... then we'll contact you on _____.

14 - One more thing... when our Purchase Manager calls you, if you can agree on the Terms... and you can agree on the Price that works for both of you... are you ready to get the paperwork done and sell your house?

15 - One last question, when our Purchase Manager calls you... it is important that all of the decision makers be there so we can come to an agreement to buy your house!

Will all of the decision makers be there for the appointment?

(If all decision makers are not available, change the appointment date)

16 - Is there anything you need from our Purchase Manager besides a checkbook when they contact you to buy the house?

17 - _____, if you could do me a favor and locate the latest mortgage statement so that you and our Purchase Manager can make reference to it?

(+) :) Great... thank you for doing that for me!

18 - Also, we are going to need pictures of the interior and exterior of the house so... as soon as we get off the phone, I will send you an email so that you can simply reply to it and attach the pictures of the house. How soon will you be able to send us these pictures?

(+) :) Great... thank you for doing that for me!

I will be sending you an email as soon as this phone call is over. Go ahead and reply back to the email with pictures of the property.

Please include your name and home address with the E-mail.

Well,_____we look forward to buying your house!

Thank you.

CALL BACK

Hello, my name is Alex. I am returning your call because you had contacted us regarding a marketing piece or ad about our interest in buying your house...

(Wait for a response – Repeat and Approve...)

Are you the person that contacted us and to whom I should be speaking to?

Were you calling us because you have a house you're hoping to sell?

IF YES

That's Fantastic... we are definitely looking for another house to buy right now!

Again, my name is Alex and my job is to gather the information needed so that our Purchase Manager can put together the best offer for you... If you're House Qualifies!

... first let's make sure that we are clear about what we do, okay?

(Proceed to the "Inbound Seller Call – Alex Script")

IF RESPONSE IS NOT A CLEAR "YES" OR INDICATES AN INTEREST IN SELLING A HOUSE

(Go To Question #2 Rebuttals)

VOICEMAIL

Hello, my name is Alex. I am calling because you had contacted us regarding a marketing piece or ad about our interest in buying your house...

We buy houses and we are currently looking to buy 5 to 10 more in the next 30 to 60 days.

If you've been remotely considering the idea of selling... we'd like to have the opportunity to present you with a Free, No Risk or Obligation Offer.

So as soon as you can, please call us back at (888) 765-0085. That's (888) 765-0085. Thank You.

Text Back Script

You contacted us regarding selling your house. I'm returning your call. Looking to buy A.S.A.P. Alex at 888-765-0085 Call Me...I'll be waiting for your call.

Call Back Campaign Should Be Set To The Following Intervals:

Day 1, Day 2, Day 3, Day 5, Day 7, Day 10 and Day 15

FOLLOW UP CALL

Hello, my name is Alex... I'm returning a call for _____?

Hi _____, I am calling because you had contacted us about _____ days ago, regarding a marketing piece or ad about our interest in buying your house...

(Wait for a response – Repeat and Approve...)

You Still Have An Interest In Selling Your House?

IF YES

That's Fantastic... we're definitely looking for another house to buy right now!

If I can just make sure that I have all your most current information... I will be glad to set an appointment to have our Purchase Manager contact you back and make you an offer to buy house!

(Proceed to the "Inbound Seller Call – Alex Script" ACCORDINGLY)

IF RESPONSE IS NOT A CLEAR "YES" OR INDICATES AN INTEREST IN SELLING A HOUSE

(Go To Question #2 Rebuttals)

VOICEMAIL

Hello, my name is Alex. I am calling because you had contacted us about _____ days ago, regarding a marketing piece or ad about our interest in buying your house...

We buy houses and we are currently looking to buy 5 to 10 more in the next 30 to 60 days.

If you've been remotely considering the idea of selling... we'd like to have the opportunity to present you with a Free, No Risk or Obligation Offer.

So as soon as you can, please call us back at (888) 765-0085. That's (888) 765-0085. Thank You.

Text Back Script

You contacted us regarding selling your house. I'm returning your call. Looking to buy A.S.A.P. Alex at 888-765-0085 Call Me...I'll be waiting for your call.

Follow Up Campaign Should Be Set To The Following Intervals:

Day 15, Day 30, Day 60 and Day 90

NOT READY TO SELL HOUSE FOLLOW UP SCRIPT

NOTE: Know Where and Why the Caller Was Previously Disqualified Then Pick Up At Question #2 in the Alex Script... ** “Do you still have a house you’re hoping to sell?”

You contacted us about our ad regarding our interest in buying your house but...

It looks like the last time we spoke I was not able to make you an appointment with the Purchase Manger because... >>>

Listed?

Your house was listed, so... **

THE BIG 5 Questions

1- House For Sale?

>>> You may have not been ready to sell, so... **

2 - Repairs?

>>> You may have needed some time to figure out what amount of repairs the house may need, so... **

3 - Worth?

>>> You may have needed some time to figure out what the house is worth, so... **

4 - Owes?

>>> You may have needed some time to figure out what your loan balance is, so... **

5 - Wants?

>>> You may have needed some time to figure out what your asking price is or your price was too high, so... have you figured out or reconsidered your price?

Outbound Seller Call – Ryan Offer Script

Font and Color Code Script Definitions

- **Script Questions**
- **- Follow Up Question**
- (Instructions)
- **Positive and/or Negative Reinforcement (+) :) or (-) :(**
- **IF-THEN PRIOR TO FOLLOW UP QUESTIONS, REBUTTLES OR DISCONTINUE THE CALL**
- **Rebuttals / Objection Handlers**
- **Discontinue The Call**

Master Rules

The Process:

- Rule #1 – Always Follow The Script
- Rule #2 – Repeat, Confirm and Approve (Make it a Conversation, not an Interrogation)
- Rule #3 – Remain In Control (After Repeat and Approval... Ask Your Question!)

Use of Script:

- 1- If You Agree... Verify and Confirm
- 2- If You Don't Agree... Use The Script (Unless It Doesn't Solve)

If You Get Objections on Questions #1 through #3... Go Directly to #4

Get The Commitment On the Seller's End

Hot Lead

- Price is Less Than 65% of ARV
- Liens are Less Than ARV and Walk Away is \$0.00 (Will Sell for Balance Owed)
- Will Do Terms
- Price is Less Than \$25,000

Time Wasters:

- Owes More Than Worth
- Asking More Than As Is Worth
- Will Not Take Calls
- Will Not Answer the Script Questions
- Does Not Accept MACO and Does Not Qualify for Terms

Solutions to Time Wasters/ Actions:

- Identify and Go Directly to Disqualifier (Usually Worth or Price)
- Leave Offer on Voicemail Message
- Email Offer Campaign

Repair Costs Calculation:

- Minimum: \$5,000

- Little to No Repairs: \$5,000
- Minor: \$10,000
- Mayor: \$20,000 to best guess based on Sellers' feed back

Lower Priced Houses:

- 1- If ARV is Less Than \$50,000... then use 55% of As Is Value versus 65%
- 2- If ARV is Less Than \$50,000... then use \$10,000 minimum Repairs versus \$5,000

Potential Terms Qualifiers:

- Asking (< ARV)
- Liens (<85% of ARV)
- Little or No Repairs (< 5K)
- Good Area (> 150K ARV & in CA)
- Little or No Down/Deposit (<5% of ARV)

Potential Term Deals for SUBJECT TO:

- Free Equity (Owes and Asking Less than ARV)
- Low Payment (Low Interest Rate and or Seasoned Loan)
- Excellent Condition (Very Little or No Repairs (< \$5K or 5% of ARV))
- Minimal Closing Costs & Very Little or No Down Payment (< 5% of ARV)
- Great Area (Preferred Farm Location, High Re-Sell Activity, No War Zones)
- High Rental Income (Expedient Equity Build-Up and/or Attractive Passive Income)

Potential Terms (Time) Deals for SELLER FINANCING

- Asking Price is Less-Than ARV
- Seller Willing to Accept Payments
- Liens are Less-Than 85% of ARV
- Located in Good Area of Town
- Little or NO Repairs
- Little or No Money Down
- Seller Willing to Subordinate Loan

Appointment Prioritization:

1. Today's Hot Leads
2. Today's Scheduled Appointments
3. Future Hot Leads
4. Past Hot Leads
5. Missed Appointments (Call Back Tasks)
6. Follow Up Calls

Offer Script

1 - Hello, this is Ryan, I am calling to speak to _____?

(+) :) Hi _____!

This is Ryan... you spoke to Alex on the phone about your interest in selling your house! I'm calling back to verify that all the information we have is correct, so that we can come to an agreement to purchase your property.

Is this a good time?

2 - In case we get disconnected is this phone number _____ the best number to call you back on?

(+) :) Excellent! Thanks!

- Is this a Cell Phone?

IF NOT CELL PHONE

- Do you happen to have a (Cell Number / Another Number) where we may reach you at?

IF DOESN'T WANT TO GIVE CELL PHONE

In many cases we may need to reach you for some last-minute questions and we've found that having your cell phone is the best and fastest way to do so.

Would you mind if we had your Cell Phone number?

3 - What is your Primary Email Address where we can email you our Offer To Purchase Your House?

(Repeat and confirm)

(+) :) Thank you _____.

IF DOESN'T WANT TO GIVE EMAIL

At the end of our call, one of the things we will need, is a way to quickly present you with a "written offer" to purchase your house.

Would you mind if I had your Email Address please... so that we can email you our offer?

(IF CALLER DOES NOT PROVIDE EMAIL ADDRESS... MOVE ON)

Qualify

Well _____, Thank you for calling us to buy your house.

Before we can determine "How Much We Can Buy Your House For"... we just need to verify that the information we have about your house is correct and also, go through the process to discover the details about your specific plans to sell it... is that okay?

(+) :) Fantastic! Let's get started... YES?

4 - We buy houses and we are currently looking to buy several more!

You Did Call Us Because You Have a House You Are Hoping To Sell... YES?

(If answer is YES!)

(+) :) That's Fantastic... we're definitely looking for another house to buy right now!

- Seller's Comments or Remarks

IF RESPONSE IS NOT A CLEAR "YES" OR INDICATES AN INTEREST IN SELLING A HOUSE

We buy houses and we are currently looking to buy 5 to 10 more in the next 30 to 60 days.

If you've been remotely considering the idea of selling... we'd like to have the opportunity to present you with a Free, No Risk or Obligation Offer.

Do You Have An Interest In Selling Your House?

If We Can Agree On The Terms... And We Can Agree On What The Property Is Worth In Today's Market... And We Can Agree On a Price That Works For Both You and Us...

Do You Have a House a House That You Are Hoping To Sell?

- We can appreciate the fact that you have lots of questions about how We Will Buy Your House and that you would only sell your house under certain conditions. We are definitely looking to buy and would welcome the opportunity to go through the process of identifying if we can do business.*

The process we need to go through is a series of questions to determine:

- *The Condition of the Property...*
- *Why you would want to sell it...*
- *What you think the property is worth...*
- *And Most Importantly... How Much You Want to Sell It For!*

It usually takes about 15 to 20 minutes to go through this process so... as you can now see... it is crucial that we first agree on the fact that you are calling because you have a house that you are interested in selling!

Otherwise there would be no reason for us to proceed!

Believe me... there is no way that we can Buy Your House unless you first Feel Comfortable that we have answered all your questions and... that we come to a mutual agreement on all the terms, including your price.

You risk nothing, and you are under no obligation to sell! We'd like to go through the process to see how we can Buy Your House... :)

Are You Calling Because You Do Have A House You Are Hoping To Sell and are you ready to go through the process of identifying if we can do business?

IF CALLER RESPONDS WITH A "NO" AGAIN - DISCONTINUE THE CALL

(-) :(Well _____, we're actually looking to buy "As Soon As Possible."

What I'm understanding... is that:

- *You don't have a house for sale, or...*
- *You're not ready to sell, or...*
- *You're not willing to go through the process of identifying if we can do business.*

One last thing before I let you go... Who do you know that "IS" looking to sell?

(+) :) Thank You.

Please keep our Phone Number and give us a call when you decide to sell.

We're always looking to buy. Thank you again for calling.

IF CALLER IS A WHOLESALE INVESTOR

(-) :(Actually... we currently do not buy houses from wholesale investors! Thank you for calling and good luck in your business.

- *In our experience and because of our business model, we've never been able to come to terms with wholesale sellers and we just... don't! Thank you again for calling and good luck in your business.*

5 - The property is NOT currently listed with a Real Estate Broker, correct?

IF NOT LISTED

(+) :) It's Not Listed... That's Great!

- Have you listed the house with a Real Estate Agent in the past?

IF YES – ITS LISTED – DISCONTINUE THE CALL

(-) :(I'm sorry but we currently do not buy houses that are Listed with a Broker. If your property becomes Unlisted or as soon as your contract Expires...

Contact us again as soon as possible and we guarantee to present you with an offer to buy your house within 24 to 48 hours without any risk or obligation on your part.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses.

Thank you again for calling.

PROPERTY

8 - The address of the house you are hoping to sell is...

(Always spell back the street)

(+) :) *Is that correct*

Great! Well we're definitely looking to buy within the next few days and Your House sounds like the kind we're looking for too!

CONDITION

You know _____, No one knows more about your house than you do!

We buy houses all over the Country!

So... we are actually going to buy your house without ever going out to physically see the house!

Once we agree to buy the house and you agree to sell us the house, we will send our local professionals out to determine the exact Condition and Repair Costs the house may need.

In the meantime we would hope that you would be fair and honest regarding the condition of the house so that we don't move forward with an agreement to purchase your house that we'll later have to change or cancel because of missing information.

Does that make sense... Yes?

(Wait for a response)

(+) :) That's Great! So let me ask you...

9 - What amount should we assume we will have to pay in:

Total Repair Costs and...

Work or Upgrades that a Lender may Require and...

That a future buyer will ask to be Fixed?

OK. So what I hear you saying is that \$_____ will repair and update the property and we won't have to worry about changing or terminating a purchase agreement because the cost of repairs is nowhere near the \$_____, right?

(Wait for a response)

(+) :) No Problem!

IF DOESN'T KNOW

Our offer will be Based On and Subject To what ever amount you give me so... you will need to go ahead and give me your best guess!

- Don't worry about quoting me the wrong amount, we'll simply change the offer or cancel it if turns out the amount you give me is way off.
But... we can't construct an offer without knowing or having some idea of what the condition of the house is.*

- *So... would you say it would take "MORE"..., or... "LESS" than the typical average of \$15,000 Dollars to repair and update the house?*
- *I can't move forward without an answer so... as a final and last alternative and based on our experience we will have to use an estimate but, we cannot make you an offer without some kind of an answer... do you believe the house has:*
 - *Major...*
 - *Minor... or*
 - *Little to No Repairs and Updates Needed?*

Repair Costs Calculation:

- *If Minimum: \$5,000*
- *If Little to No Repairs: \$5,000*
- *If Minor: \$10,000*
- *If Major: \$20,000 to best guess based on Seller's feedback*

MOTIVATION

10 - There are a lot of factors and reasons which make a difference on how much time we have... and how much money we will need when we buy the house. For Example:

- Are there any serious damages?
- Is there something wrong with the house?
- Are there any court orders or deadlines we need to meet?
- Is the house too small or are there any neighborhood problems?
- And many others!

Can you now see how important it is for us to know your reason for selling... as a home buyer you'd want to know too... right?

(Stop and let them answer then... continue)

What's Causing You To... Want To Sell This Property?

(Does The Answer Explain The Real Reason For Selling or What's Causing Their Interest In Selling?)

(+) :) *We can certainly help you with that!*

WILL NOT GIVE REASON

If we know why you are selling this house, we'll be able to create the best offer for you...

And... not go into an agreement that we'll later have to change or terminated because of missing information.

Can you now see how important it is for us to know your reason for selling?

As a home buyer you'd want to know too... right?

What is your main motivation for selling?

11 - What have you done so far to try and sell your house?

12 - Do you have to sell this house in order to buy the next one?

(+) :) *Then we're the perfect buyer for you!*

Because we are not looking for a house to live in...

We can buy your house and close on the date of your choice.

13 - When would you say is the soonest you would be able to Sell Your House and Close Escrow by?

(+) :) OK... So if we can close escrow on this house by _____, that will be okay for you?

IF DOESN'T KNOW / DOES NOT HAVE A DATE

You knowwe have several different ways to buy your house.

So that we can design the best offer for you, let me ask you this...

What would you say is the soonest you would be able to sell and close escrow by?

- Would you be able to close in the next 20 to 30 days?

14 - What is going to happen if it doesn't sellmeaning, what are you going to do with the house and how is that going to affect your plans to sell it?

(Does the answer explain what the consequences of Not Selling are?)

(+ or -) :) or :(I see – I understand.

- Have you considered simply renting or leasing the house?

- What do you think is the Maximum the house could rent for?

WORTH

15 - What do you think the house is worth or, in other words, if we sent out a real estate appraiser over tomorrow and had the property appraised...

What do you think the house would be worth in Today's Market?

(-) :(*Hmmm?*

(Pause)

- Is that As-Is... or putting it in Perfect Condition to meet the Lender Requirements in order to allow you to sell to a Conventional Buyer?

IF AS IS WORTH

What would it be worth once WE do all the Repairs and Updates?

IF IN PERFECT CONDITIO WORTH

What is it worth in it's current condition, without YOU doing any Repairs or Updates?

IF PROPERTY IS WORTH LESS THAN \$40,000 - DISCONTINUE THE CALL

Thank you for your interest in selling your house to us. Based on the information you have given us about the value, it does not look like the property fits our Business Criteria. Again, thank you for your interest and if things change, we can definitely contact you again.

Because of our Business Model... we just don't buy houses in that price range.

- Based on what's happening in the market right now:

- **With all the homes available for sale**
- **All the problems in the lending industry**
- **And all the foreclosures were seeing**

- What do you think other houses similar to yours in size and condition and in the same area are selling for in Today's Market?

IF DOESN'T KNOW

(+) :) *That's OK _____, No Problem!*

I understand you don't know. But if you did know, or were to take guess, give me some idea, what would you say it's worth?

Are you aware of any similar houses that have sold recently in the neighborhood... how do they compare to yours and how much are those selling for?

Here again, I can't move forward without an answer. With so much information available today... you must have some opinion of what your house is worth... especially if you are considering selling it!

Go ahead and share with me... what do you think the house would be worth in Today's Market?

WILL NOT SAY WHAT ITS WORTH OR DOES NOT KNOW - DISCONTINUE THE CALL

Well _____, if you haven't figured what the property is worth...

At this time, we would like to suggest that you to do some more research and possibly invite an agent or two to come see your property and give you a market analysis.

Because without You knowing what the house is worth, it's going to be hard for you to come up with a Fair and Justifiable Price so that we can calculate the Costs Involved and... without a Fair Price, there will be no way to for us to know if we can do business or not.

Go ahead and contact us back as soon as you can determine what the house you are looking to sell is worth so that we can move forward.

CLOSING COSTS

16 - Are you aware of how expensive it is and all of the costs involved with selling a house like yours to a traditional buyer...

Including the costs of:

- **Real Estate Broker Commissions**
- **Monthly Mortgage Payments While It Sells**
- **Several Months of Holding Costs**

That is not even including... all the Buyer's Lender requirements like:

- **Repair Costs**
- **Pest inspection**
- **Roof Certification**
- **And on and on...**

In order to sell your house... it could cost YOU the seller, 10 to 20% of the sales price!

So let me ask you...

How much would you say it would cost you, to sell your house to a traditional buyer?

(-) :(To be honest with you... most home sellers are not aware of how much it costs to sell a house.

IF DOESN'T KNOW

(+) :) Don't worry... most home sellers don't discover how much it really costs to sell...

Not until they are finally presented with the "Seller's Closing Costs" ... sometimes months after they've been trying to sell, do they discover that it could cost 10 to 20% of the sales price just to sell their house!

What would be your best guess ... as to how much it would cost you to sell your house to a traditional buyer?

Would you say it would be more, or less than \$20,000 Dollars?

I tell you what... How about if we just use the industry average of 10 to 20% of the sales price!

OWED – LIEN BALANCE(S)

17 - Is there a Mortgage on the house that we'll need to pay off?

IF YES

- What is/are the loan balance?

IF THERE IS A MORTGAGE

- What is/are the monthly payments?

IF THERE IS A MORTGAGE

- Are the payments current on the loan?

IF BEHIND ON PAYMENTS

- Have you received a Notice of Default or Notice of Trustee Sale?

IF BEHIND ON PAYMENTS

- Amount of Arrearage / Dollar Amount Behind on Payments

IF BEHIND ON PAYMENTS

- Is there a Trustee Sales Date scheduled?

IF WILL NOT GIVE MORTGAGE INFORMATION

So that we can create our offer to purchase your house and to be able to present you with what your net proceeds are... what we call "Your Walk Away Money", we will need to know what your loan balance is in order to include it as a "Cost" in the Sellers Net Sheet.

The Escrow Company or Closing Attorney will have to have this information!

It doesn't have to be EXACT but what would you say is the Loan Balance on the House?

We are looking to buy 5 to 10 houses every month and use many methods. We are probably the most serious buyer you've talked to yet. However, we will need to know all the facts to present you with an intelligent offer.

Will that be a problem... because we don't want to move forward with an agreement to purchase your house that we'll later have to change or cancel because of missing information!

Can you see how important it is for us to ask you all the details up front...

It doesn't have to be EXACT but what would you say is the Loan Balance on the House?

IF STILL WILL NOT GIVE MORTGAGE INFORMATION

As I've mentioned already, we can sometimes work with your existing mortgage, which may also allow us to offer you a higher price.

And, or... if we discover that you owe more than what we are willing to pay for on an All Cash Purchase, we can cut through the chase and let you know right up front.

We can just as easily look up your property and loan information through public data online, but why not just save each other the work and effort!

I can't move forward without collecting the loan information, what would you like to do?

(wait for response)

We will need to know all the facts to present you with an intelligent offer.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses.

Thank you again for calling.

PRICE

_____, let me tell you a little about what we do...

We buy houses like yours all the time.

We pay all the costs!

Things like:

- **Real Estate Commissions**
- **Title Insurance**
- **Escrow Fees**
- **Transfer Tax**
- **Termite Clearance**
- **Roof Certification**
- **The list goes on and on...**

And we buy them in an “as is” condition!

We’re going to assume the responsibility for all of the needed repairs... whether we have seen them already or not.

One of the positive factors about selling "us" your house is that you or whoever is living in it can stay in it for as long as you need to and we can get you your money on the date of your choice.

We will pay cash when we buy your house so you can have the peace of mind of knowing it’s sold!

Not only sold, but sold to someone who can afford to buy it because we don't have to rely on a bank to Qualify Your House... nor do we need to beg them for a loan and risk them changing their mind at the last minute.

Believe me, there is nothing more frustrating than seeing a deal break down in escrow. That is not going to happen to you.

Isn't That Really What You Want?

(stop and let them answer then... continue)

18 - What were you hoping to sell your house for... the NET AMOUNT that you would receive to put in your pocket!

- **After All The Repair and Update Costs Have Been Considered...**

- After All Of Your “Seller’s Closing Costs” Have Been Subtracted and...
- After We Pay The Loans Off

What We Call “The Walk Away Money”!

Go ahead and share with me... What amount of money are you hoping to Walk Away With?

(Pause) (Pause) (Pause) (Wait for their response)

(-) :(/ see...

- Since we are paying all YOUR Closing Cost to Sell... Is that the least you will take?

- We are also going to buy your house As Is and “We” are going to pay for all the necessary repairs or updates the house may need... Is that the lowest you will go?

- Knowing that we are going to buy your house NOW... and take all your worry and stress away along with eliminating holding costs waiting for your house to sell... So are you saying that if we don’t pay you \$_____, you won’t sell your house?

OK_____, I am going to submit your property information into our Automated System to Calculate Your Numbers, meaning:

- What You Said Your House is Worth and...
- Taking into account all Our Costs to Buy Your House....
- Versus what Your Asking Price is...

This will tell us whether or not Your Price fits our All Cash Purchase Program.

(Either put on hold while you calculate the offer or schedule another appointment to present offer)

- I am going to put you on a brief hold, give me a moment, OK? or
- Let’s schedule a time for me to call you back and present you with our All Cash Offer, which time and date is better for you....I have _____or _____?

WILL NOT GIVE A PRICE:

- *What is the least amount of cash you are hoping to walk away with?*
- *We cannot determine if we can buy your house without a price?*
- *If you tell us what you're asking we'll quickly determine if we can do business. Is that fair?*
- *No One but the Owner of a property can come up with the Price!*
- *No buyer can determine if they are ready, willing or able to buy a house without a Price?*

IF STILL WILL NOT GIVE A PRICE

The Price is the quickest way for both the Buyer and the Seller to determine if they can do business or not. In fact, without a Price a Buyer and a Seller could never come to an agreement?

 , *we are probably the most serious buyer you've talked to yet. However, we will need to know your asking price in order to present you with an intelligent offer. Will that be a problem?*

JUST NOT GOING TO GIVE PRICE - DISCONTINUE THE CALL

I'm sorry but we simply have too many prospects to work with, to spend time on those we simply can't buy.

If you can come up with a price... contact us again as soon as possible.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses!

Thank you again for calling.

OFFER

OFFER # 1 - IF ALL CASH OFFER MAKES REASONABLE SENSE

I don't know if we could... but if we could, would you consider an All Cash Offer, in an As Is Condition and with absolutely no costs to you in the amount of, \$_____...

That would put you at an amount of about \$_____ that you would Walk Away with after paying off your loan balance and we will work with you to close on the date of your choice!

Is \$_____ All Cash Purchase Price a number that you could work with?

IF YES

Go To "OFFER ACCEPTED"

IF NO

- \$_____ just wouldn't work for you?

(wait for response)

IF STILL NO

GO TO "DISQUALIFY ON INITIAL CALL - CHOICE #1A "

OFFER # 2 - IF PRICE IS TOO HIGH AND AN ALL CASH OFFER DOES NOT MAKE REASONABLE SENSE

We can..., buy your house All Cash, As Is and Pay All the Costs for you to Sell Your House to Us!

But based on what YOU said the house is worth and what Your Asking Price is... I am afraid that "In Today's Market," Your Price just would not fit our Business Purchase Criteria on an All Cash Purchase.

Now... there are several other ways that we can buy your house for closer to Full Price, but none are going to include us Paying All Cash at Full Retail Value.

Does that make sense... yes?

(Wait for a response)

GO TO "DISQUALIFY ON INITIAL CALL - CHOICE #1A "

- IF INSISTS ON KNOWING OUR ALL CASH OFFER

-

Based on your asking price... and no one knows your house better than you do!

At this time, I'm not even going to present you with an All Cash Offer because if you ask us to throw out numbers... 1 of 2 things is going to happen:

- 1. You are going to hang up on me, or...*
- 2. You are going to get upset and we may miss out on the opportunity to present to you, our other Higher than All Cash Offers!*

We buy houses and our plan is to turn around and either invest on fixing and upgrading the house to sell it... or put a Long Term Tenant in it.

Because of the cost of Repairs, Closing Costs, Holding Costs and obviously as investors we need to make some kind of a gain... your price is higher than what we would be willing to pay on an All Cash Purchase.

Unless you can come up with a Lower Price?

(Wait for a response)

GO TO "DISQUALIFY ON INITIAL CALL - CHOICE #1A "

or

**GO TO "DISQUALIFY ON INITIAL CALL - CHOICE #2A "
(if wants us to name an All Cash Of**

DISQUALIFY ON INITIAL CALL

DISQUALIFY #1A - DOES NOT ACCEPT OFFER OR WE DID NOT MAKE AN ALL CASH OFFER:

After looking at and considering Your Numbers..., the amount that you are asking for is pretty much full retail AT LEAST and at that Price there would be no reason or motivation for us to buy your house...

Your Price Just Doesn't Qualify for Our All Cash Purchase Program!

But let me ask you this...

What is the number you want to leave me with... the number that you WOULD commit to selling your house to me Today?

(wait for response)

Well... there are actually several ways that We Buy Houses, So...

I will review our numbers and do some further research on your house to figure out what other ways we can possibly go ahead and make you a Higher Price Offer!

And if it's okay, I will call you back in say... within the next 2 or 3 days?

(wait for response)

Well _____, we can appreciate that you would like to sell your house for more... if your plans or your numbers change for you, keep us in mind and contact us again.

We are always looking to buy, if you know anyone that is looking to sell their house, please tell them to give us a call. Thank You again for the Opportunity.

CHOICE #2A - IF PRICE IS TOO HIGH AND WANTS US TO NAME AN ALL CASH OFFER

(+) :) Well _____,

- Since we are paying all YOUR Closing Costs to Sell*

- We are also going to buy your house As Is and “WE” are going to pay for all the necessary repairs or updates the house may need.
- We are going to work with you and Close on The Date of Your Choice to eliminate YOUR Holding Costs
- And then... we will have to turn around and sell it again to a new family and end up with a whole new set of Closing Costs, “Again!”...

Typically, all these expenses cost us 10..., 15..., and on some properties depending on the work involved and how long it takes us to re-sell it could cost us up to 20% of the sales price!

If you've sold a house in the past, you will go ahead and agree with me on this.

Or maybe not... if you don't account for all the benefits and costs we offer to pay for our sellers.

Plus... in exchange for all the benefits, convenience and peace of mind our purchase program offers you, as Professional Investors, you can understand that we also need to make some kind of a gain!

_____, I don't know if we could... but if we could, would you consider an All Cash Offer, As Is and with absolutely no costs to you in the amount of, \$_____...

That would put you at an amount of about \$_____ that you would Walk Away with after paying off your loan balance and we will work with you to close on the date of your choice!

Is \$_____ All Cash Purchase Price a number that you could work with?

IF YES

Go To "OFFER ACCEPTED"

IF NO

GO BACK TO "DISQUALIFY ON INITIAL CALL - CHOICE #1A"

DISQUALIFY BY MAKING AN OFFER ON FOLLOW UP CALL

CHOICE #1B - IF OWES MORE THAN OUR ALL CASH PRICE

It looks like in order for us to buy your house, based on an All Cash Purchase Offer, you would have to:

- *Come to Escrow with about \$_____.*
- *Write a check for around \$_____.*
- *Come out of pocket close to \$_____.*

Is that an option for you?

(Wait for a response)

IF YES

Go To "OFFER ACCEPTED"

CHOICE #1BB - IF THE BALANCE OF THEIR LOANS ARE AN AMOUNT WE WOULD BUY ON TERMS

Would you sell your house to us for the balance of your loans?

(Wait for a response)

IF YES

Go To "ANGEL SCRIPT"

IF NO

Go To "CHOICE #2B - DOES NOT QUALIFY BASED ON ASKING PRICE"

CHOICE #2B - DOES NOT QUALIFY FOR ALL CASH OFFER BUT WOULD ON TERMS

After considering all the Costs involved when Selling a House, not just your house but Any House, and since we are offering to be pay for all the costs...

Not to mention all the other benefits, convenience and piece of mind we offer you when you Sell Your House to Us...

The amount you are asking for, turns out to be (Above / Full / Pretty Much Full) Retail... at least!

But let me ask you this...

Would you consider allowing us to Take Over Your Debt and-or Offering Terms with Seller Financing to Sell Your House to Us, at a higher amount than our All Cash Price?

IF YES

Go To "ANGEL SCRIPT"

IF NO

At Your Price there would be no Reason or Motivation for us to Buy Your House.

And... we can appreciate that you would like to sell your house for more... if your plans and your PRICE changes for you, keep us in mind and contact us again. We are always looking to buy!

If you know anyone that is looking to sell their house, please tell them to give us a call.

Thank you again for the opportunity.

CHOICE #3 - DOES NOT QUALIFY BASED ON THEIR OPINION OF VALUE (TOO HIGH)

(+) :) Well _____, I can appreciate Your Opinion of what the house is worth!

- Based on our research we are not able to find other comparable properties that have sold recently in your area that would justify what you believe it to be worth.*

It's going to be difficult to move forward and talk about a Price and Costs without first agreeing on what it's worth so...

At this time, we would like to suggest that you to do some more research, hire an appraiser and possibly invite an agent or two to come see your property and give you a market analysis.

- *Based on our research, it looks like the house is comparable to other houses that have recently sold for somewhere around _____!*

At this time, we would like to suggest that you to do some more research, hire an appraiser and possibly invite an agent or two to come see your property and give you a market analysis.

Because without us coming to an agreement as to what the house is worth, it's going to be hard for us to agree on a Price and calculate the Costs Involved and... without a price, there will be no way to for us to know if we can do business or not.

OFFER ACCEPTED

So, if I can get an approval for the purchase price of \$_____ ... you are ready to sell your house to us today! ... Correct?

The email where I can send you the purchase agreement is_____, is this correct?

I will send you the purchase contract shortly. If you could go ahead and get it signed and either email or fax it back to us and I will go ahead and forward it to the Closing Attorney.

So, I can expect it back today... YES!

Is there any reason why you wouldn't send it back?

I will contact you shortly after I send you the Purchase Agreement just to make sure you received it and to verify that you are able to send it back to us right away.

Thank you!

WILL NOT GIVE A PRICE:

What is the least amount of cash you are hoping to walk away with?

We cannot determine if we can buy your house without a price?

If you tell us what you're asking we'll quickly determine if we can do business. Is that fair?

No One but the Owner of a property can come up with the Price!

No buyer can determine if they are ready, willing or able to buy a house without a Price?

IF STILL WILL NOT GIVE A PRICE

The Price is the quickest way for both the Buyer and the Seller to determine if they can do business or not. In fact, without a Price a Buyer and a Seller could never come to an agreement?

_____, we are probably the most serious buyer you've talked to yet. However, we will need to know your asking price in order to present you with an intelligent offer. Will that be a problem?

JUST NOT GOING TO GIVE PRICE - DISCONTINUE THE CALL

I'm sorry but we simply have too many prospects to work with, to spend time on those we simply can't buy.

If you can come up with a price... contact us again as soon as possible.

Good luck on selling your house and be sure to keep our phone number just in case you find yourself looking for a ready, willing and able buyer. We are always looking to buy more houses!

Thank you again for calling.

IF PRICE IS CLOSE TO OUR GOAL - PRICE AND COSTS PRESENTATION

(+) :) Let's see if we can sum up the numbers we've talked about so far:

You said that you think the house may be worth \$_____.
You mentioned that the house may be repaired or updated with about \$_____.
We talked about the "Seller's Closing Costs" and the fact that traditionally it could cost 10 to 20% of the Sales Price! So that could be as much as \$_____.
Then you pointed out that there is a mortgage balance that we will need to pay off in the amount of \$_____.
So... if we do the math, that brings us to about a best case scenario of around \$_____.
That is of course, unless we discover other costs that we haven't covered and that's without putting a Dollar Value on your time and effort.

Not to mention all the unforeseen "Holding Costs" you would end up paying if you considered selling to a traditional buyer, which if you were to account for that... they could add up to Thousands of Dollars.

I don't know if we could... but if we could, we would be able to buy your house somewhere around 65 to 70% of what the house is worth. That would put us at an amount of about \$_____ that you would Walk Away with!

Is that a number you could work with?

IF PRICE IS TOO HIGH

(+) :) Well_____,

Since we are paying all YOUR Closing Costs to Sell
We are also going to buy your house As Is and "WE" are going to pay for all the necessary repairs or updates the house may need.
We are going to work with you and Close on The Date of Your Choice to eliminate YOUR Holding Costs
And then... we will have to turn around and sell it again to a new family and end up with a whole new set of Closing Costs, "Again!"...

Typically, all these expenses Cost US 20 to 25% of the sales price!

And... as Professional Investors, you can understand that we also need to make some kind of a gain!

I don't know if we could... but if we could, after considering all the expenses and costs to sell... we would be able to buy your house somewhere around 65 to 70% of what the house is worth. That would put us at an amount of about \$_____ that you would Walk Away with!

Is that a number you could work with?

PRICE IS TOO HIGH AND WANTS US TO NAME A PRICE

No one knows your house better than you do!

If you ask us to throw out a number... 1 of 2 things is going to happen:

You are going to hang up on me, or...

You are going to get upset!

Because we don't know what your house is worth like you do, so we would have to throw out some ridiculous number.

To avoid this, unless you can come up with a lower number, at this time, we would like to suggest that you to do some more research and possibly invite an agent or two to come see your property and give you a market analysis.

One last thing before I let you go... do you know anybody else that wants to sell?

if your number changes please give us a call again.

DOES NOT QUALIFY BASED ON PRICE

The amount you are asking for is (Above / Full / Pretty Much Full) Retail... at least!

At that price there would be no Reason or Motivation for us to Buy Your House.

And... we can appreciate that you would like to sell your house for more... if your plans and your numbers change for you, keep us in mind and contact us again. We are always looking to buy!

If you know anyone that is looking to sell their house, please tell them to give us a call.

Thank you again for the opportunity.

So if I can get an approval for the purchase price of \$..... you are ready to sell your house to us today!..... Correct?

Well _____, we are ready to move forward and buy your house!

The email where I can send you the purchase agreement is _____, is this correct?

I will send you the purchase contract shortly. If you could go ahead and get it signed and either email or fax it back to us and we will open escrow right away.

When do you think I can expect it back?

Congratulations on Selling Your House!

I will contact you shortly after I send you the Purchase Agreement just to make sure you received it and to verify that you are able to send it back to us right away.

Thank you,

Angel Script - Terms and Creating Offers

Font and Color Code Script Definitions

- Script Questions
- - Follow Up Question
- (Instructions)
- Positive and/or Negative Reinforcement (+) :) or (-) :(
- IF-THEN PRIOR TO FOLLOW UP QUESTIONS, REBUTTLES OR DISCONTINUE THE CALL
- Rebuttals / Objection Handlers
- Discontinue The Call

Master Rules

The Process:

- Rule #1 – Always Follow The Script
- Rule #2 – Repeat and Approve (Make it a Conversation, not an Interrogation)
- Rule #3 – Remain In Control (After Repeat and Approval... Ask Your Question!)

Use of Script:

- 3- If You Agree... Verify and Confirm
- 4- If You Don't Agree... Use The Script (Unless It Doesn't Solve)

- **Get The Commitment On the Seller's End**
- **Be clear about "Worth Equity" and "Price Equity"**

Potential Terms Qualifiers:

- Asking (< ARV)
- Liens (<85% of ARV)
- Little or No Repairs (< 5K)
- Good Area (> 150K ARV & in CA city with Minimum 100K Population)
- Little or No Down/Deposit (<5% of ARV)

Potential Term Deals for SUBJECT-TO:

- Free Equity (Owes and Asking Less than ARV)
- Low Payment (Low Interest Rate and/or Seasoned Loan)
- Excellent Condition (Very Little or No Repairs (< \$5K or 5% of ARV))
- Minimal Closing Costs & Very Little or No Down Payment (< 5% of ARV)
- Great Area (Preferred Farm Location, High Re-Sell Activity, No War Zones)
- High Rental Income (Expedient Equity Build-Up and/or Attractive Passive Income)

Potential Terms (Time) Deals for SELLER FINANCING

- Asking Price is Less-Than ARV
- Seller Willing to Accept Payments
- Liens are Less-Than 85% of ARV
- Located in Good Area of Town

- Little or NO Repairs
- Little or No Money Down
- Seller Willing to Subordinate Loan

That's a great question...

- What I am doing right now is gathering all the facts so that I can construct the very best offer for you based on calculating all the numbers and information you provide me with!

(STAY IN CONTROL.... ASK YOUR QUESTION)

- I can certainly bring that up to the board!

Hot Lead

- Price is Less Than 65% of ARV
- Liens are Less Than ARV and Walk Away is \$0.00 (Will Sell for Balance Owed)
- Will Do Terms
- Price is Less Than \$25,000

Time Wasters:

- Owes More Than Worth
- Asking More Than As Is Worth
- Will Not Take Calls
- Will Not Answer the Script Questions
- Does Not Accept MACO and Does Not Qualify for Terms

Solutions to Time Wasters/ Actions:

- Identify and Go Directly to Disqualifier (Usually Worth or Price)
- Leave Offer on Voicemail Message
- Email Offer Campaign

Repair Costs Calculation:

• Minimum: \$5,000

- Little to No Repairs: \$5,000
- Minor: \$10,000
- Major: \$20,000 to best guess based on Sellers' feed back

Lower Priced Houses:

- 3- If ARV is Less Than \$50,000... then use 55% of As Is Value versus 65%
- 4- If ARV is Less Than \$50,000... then use \$10,000 minimum Repairs versus \$5,000

MAXIMUM ALLOWABLE TERMS OFFER

MATO FORMULA:

ARV - Repairs (x1) = As Is - Profit (20% of As Is or min. \$20K) - Closing Costs (4% of As Is) = MATO

Remember the Terms Qualifiers:

- Asking (< ARV)
- Liens (<85% of ARV)
- Little or No Repairs (< 5K)
- Good Area (> 150K ARV & in CA)
- Little or No Down/Deposit (<5% of ARV)

Maximum Allowable Terms Offer (MATO)

After Repair Value:	\$ _____
Repairs	\$ _____
As Is Value	\$ _____
Minimum Profit:	\$ _____
Closing Costs:	\$ _____
MATO:	\$ _____

OPTION – MATO FORMULA

If MATO Price is not agreeable, then consider an OPTION CONTRACT but still with a Minimum \$20K Foreseeable Profit.

Option MATO: \$ _____
(Min. \$20K foreseeable Profit)

Maximum Allowable Payment

Rental CMA: \$ _____

Re-Negotiate Script

The reason we are contacting you is to give you an update on our purchase progress of your property at _____.

When you contacted us about selling your property, we asked you about the value and condition and based on the information you gave us, we were able to move forward and make you an offer of \$_____.

Since then, we went ahead and sent out our local professionals to verify the condition and what it may be worth “in today’s market.”

Unfortunately,

(Select One Of The 3 Choices Below)

• **Neither the value nor the condition came out to be what we discussed.**

Or

• **The Value did not come out to be what we discussed.**

Or

• **The Condition did not come out to be what we discussed.**

Based on our research for “Value” and, taking into consideration the “Condition” of your house of course... it looks like your house is comparable to other houses that have recently sold for \$_____ less than what you quoted us.

With that being said, we need to come to an agreement on a New Sales Price that would work for both of us and allow us to move forward because we are still interested in buying your house.

(wait for response)

(+) :) Well _____,

- Since we are paying all YOUR Closing Costs to Sell
- We are also going to buy your house As Is and “WE” are going to pay for all the necessary repairs or updates the house may need.
- And... as Professional Investors, you can understand that we also need to make some kind of a gain!

I don’t know if we could... but if we could, after considering all the expenses and costs to sell... based on our research we may be able to offer you \$_____.

(After paying off your mortgage) / That would put us at an amount of about \$_____ that you would Walk Away with!

Will that work, can we continue our purchase process?

IF OFFER NOT ACCEPTED

- What is the least amount of cash you would be willing to walk away with?
- What Is the lowest price that you would commit to?

So are you saying that if we don't pay you \$____, you won't sell your house?

DOES NOT QUALIFY BASED ON PRICE

The purchase price of \$_____ is (Above / Full / Pretty Much Full) Retail... at least!

At that price there would be no Reason or Motivation for us to Buy Your House and we will need to cancel the Purchase Agreement.

We can appreciate that you would like to sell your house for more... if your plans and your numbers change for you, keep us in mind and contact us again. We are always looking to buy!

Thank you again for the opportunity.

Angel Script - Terms and Creating Offers

There are actually several ways that We Buy Houses!

Are you more interested in a Fast, As Is, All Cash Offer, or... are you open to perhaps A Higher Price and More Cash To You, by offering some Terms?

(Wait for a response)

We buy houses just like yours all the time... and we have found that, if the seller is willing, we can usually come up with Multiple Offers and Solutions that will work best for both you and us...

I would like to share with you these options of how we can buy your house, potentially higher than our All Cash Purchase Offer, do you have time right now... Yes?

(Wait for a response)

One way we can buy your house is All Cash!

But based on what YOU said the house is worth and what Your Asking Price is... I am afraid that "In Today's Market," Your Price just would not fit our Business Purchase Criteria on an All Cash Purchase.

Now... there are several other ways that we can buy your house but none are going to include us Paying All Cash at Full Market Value. If that makes sense to you, what I would like to do is discuss Your other alternatives of how you can Sell Your House To Us Today!

If you could take your equity in monthly installments, the Walk-Away Money we spoke about, and-or if we could work with and take over your existing loan... we may be able to pay you more and close quickly!

So My Offer or Question To You Is...

Would you consider offering Terms with Seller Financing and-or allowing us to Take Over Your Debt to sell your house at a higher than an All Cash Price?

(Wait for a response)

IF ANSWER IS YES AND-OR WANTS TO KNOW MORE

If we can agree on a Fair Price... we can either buy your house by agreeing on Terms which would include Working With Your Existing Loans, if you have any, and-or Seller Financing, which ever works for both of us.

Either one of these choices would allow you to:

- Sell Your House Now...
- Relieve you of making any more payments...
- You'll be cashed out when we get paid at the time we Re-Sell the house and...
- We can close quickly or whenever you're ready!

You also Avoid doing any repairs and you would have no costs to sell since we would pay all the closing costs.

- Would you like to discuss this further and have us work on creating an Alternative Terms Offer for you?

IF NO – WILL NOT CONSIDER TERMS

So you're saying if you don't get full price and all cash, you won't sell?

IF NO. WILL NOT CONSIDER TERMS – DISCONTINUE THE CALL

IF YES

- So you are saying that you do have some flexibility on your price, you will consider terms and will help me make it work for both of us?

IF YES

After we come to an agreement to buy your house, we will need to send out our local professionals to make sure your house qualifies.

First of all, the house should be in good shape and ready to rent or sell so that we can quickly place our Tenant Buyer... Is the House in Great Condition?

(Wait for a response)

Secondly we have to agree on a Purchase Price and Payments that the house can afford! We don't have to steal your house, but on the other hand, we can't pay Retail Price either, nor could we agree to Terms that the house can't afford. So...

IF ASKING PRICE IS LESS THEN MATO

If we can work out the Terms that would work for bout you and us, and I can get an approval for the purchase price of \$you are ready to sell your house to us today for \$_____, correct?

IF ASKING PRICE IS HIGHER THAN MATO

I don't know if we could... but if we could, after considering all the expenses and cost to sell and, if we can come to an agreement on the Terms that would work for both you and us... we may be able to buy your house somewhere around \$_____.

Is that a number you could work with?

IF YOU COME TO AN AGREEMENT ON PRICE

[Go to Subject-To Script](#)

[Go to Seller Financing Script](#)

[Got to Lease Option Script](#)

SUBJECT-TO

We are looking at (our Purchase Agreement / the Information about your house) ..., And this is a perfect candidate for our Subject-To Your Existing Loan Purchase Program...!

What this means is that you can go ahead and Sell Your House To Us Now and, instead of paying the existing loan off now, we take over your loan and continue to make payments on it and WE will pay it off when we Re-Sell the house. That makes sense, Yes!

(Wait for a response)

This means the loan will stay in your name until it is sold, assumed or paid off... Is That A Problem?

Are you open to Sell Your House To Us, Subject-To The Existing Mortgage? :) Yes!

IF YES – SUBJECT-TO OFFERS:

- IF LITTLE TO NO EQUITY (20% of Price):

Will you sell your house for what you owe on it?

- IF LOTS OF EQUITY AND WILL WAIT TO BE PAID AT RE-SELL:

If we take over your debt, can you wait to get your Equity when we Re-Sell the house and cash out?

- IF LOTS OF EQUITY AND WILL NOT WAIT UNTIL RE-SELL:

If we take over your debt, would you consider a Down Payment and Monthly Installments during the time that it would take us to Re-Sell the house?

IF NO – WILL NOT DO SUBJECT-TO

What would allow you to consider selling your house to us Subject-To The Existing Mortgage?

(Wait for a response)

Not even if we could offer you a better deal than we could with an All Cash Offer?

IF WILL NOT SELL SUBJECT-TO AND DOES NOT ACCEPT OR QUALIFY FOR ALL CASH OFFER

Well _____, It looks like the only way we can buy your house... at a price that is higher than our All Cash Offer is to take over your existing loan and make payments on it until we can re-sell it (if we can figure out a way to pay you your equity). That does mean that the loan will stay in your name until it is Sold, Assumed or Paid Off.

DISCONTINUE THE CALL SCRIPT

SELLER TERMS / OWNER FINANCING

We are looking at (our Purchase Agreement / the Information about your house) ... And this is a perfect candidate for our Seller Financing Purchase Program!

Would you be willing to consider offering any Terms or Owner Financing to sell the house quickly and in some cases this will allow us to offer you a higher than our All Cash Purchase Price... :) Yes!

(Wait for a response)

IF YES. WILL DO TERMS / OWNER FINANCING ON THEIR PRICE EQUITY

What this means is... we go ahead and agree on a price and we can give you monthly payments for your equity!

So... basically you become our Lender, you would receive your equity on installments and your money is secured by the property until we pay you off completely when we re-sell the house.

If Seller Financing is acceptable to you, we can move forward and you can go ahead and Sell Your House To Us Right Now. Should we go ahead and figure out the Terms that will work best for both of us and that the house can afford... YES?

IF YES

GO TO "THE TERMS" >>>

IF NO. WILL NOT DO OWNER FINANCING

What would allow you to consider selling your house to us on Terms or Seller Financing?

(Wait for a response)

Not even if we could offer you a higher purchase price and-or better deal?

ALTERNATIVE - IF WILL NOT SELLER FINANCE

About the only other way that you could go ahead and sell you house to us Now, and get all your cash Now is... if you would go ahead and Refinance the Full Purchase Price and then we could buy it Subject-To the New Loan. Is that an option that you would consider?

IF NO – WILL NOT DO OWNER FINANCING OR WILL REFINANCE

Unfortunately, when your asking Cash Price is higher than what we can pay based on our Business Purchase Criteria... the only other options that would allow us to pay you more are TERMS. Which, what I am understanding... you are not willing to consider?

DISCONTINUE THE CALL SCRIPT

THE TERMS - IF YES SELLER AGREES TO SELLER FINANCING

Can I assume you will finance with nothing down?

Keep in mind that we are going to be paying for all the Costs to Sell, we'll also need to cover any expenses to repair and update the house. And our plans are to put a Tenant Buyer in the house so the only funds that The House Can Afford is our tenants deposit. What is the least you could accept for a down payment?

Down Payment: _____ (Target _____)

What's the least you could accept per month on a payment?

Remember, the house needs to afford the monthly payment, meaning, the Monthly Rent needs to cover the costs of any Underlying Loans, Taxes, Insurance, Maintenance, Vacancy and... Your Loan Payment! What is the lowest payment you could go ahead and accept?

Monthly Payment: _____ (Target _____)

IF PAYMENT IS TOO HIGH

Based on our research we are not able to find other properties in your area that are currently renting for an amount that would support a payment in that amount. Remember, the Monthly Rent needs to cover the costs of any Underlying Loans, Taxes, Insurance, Maintenance, Vacancy and... Your Loan Payment! What is the lowest payment you could go ahead and accept?

What amount of Time did you have in mind... we're guessing it may be less than the traditional 30-year term?

Well, _____, the reason that we were able to pay more than the All Cash Price is because of TIME. We need enough Time to allow us to make up the profit difference over a long enough period of time, from our Tenant Buyer. Again, it doesn't have to be 30 years. We usually get 15 or 10 year loans... what is the longest period of time that you can do?

Term of Loan: _____ (Target Minimum 60 Months)

Another reason we are able to offer you a higher price with Seller Financing is because we avoid paying the current 3 to 4 percent interest that the banks charge... with the Additional Purchase Cost, we are looking at No Interest, Yes?

Typically, when a seller is willing to offer us Terms, we increase our Offer Price mainly because we are able to avoid the costly expenses and interest fees, if you are thinking about interest, banks are currently charging 3 to 4 percent... what is the lowest rate that you had in mind?

Interest Rate: _____ (< 8%) Normally Under Current Rates

Lease Option

If we could agree on a Price and Payments that your house could afford and, we would accept all the responsibility for current and future repairs and maintenance...,

Would you consider Leasing the Property to us with the Option to Purchase it within an acceptable period of time?

IF YES BUT WE WOULD PREFER SELLER FINANCING

You Know _____, If you would prefer to SELL YOUR HOUSE NOW instead of Leasing it, we might be more interested in moving forward with a Purchase... if we can work out some Seller Financing Terms?

IF NO TO SELLER FINANCING AND WE TO PUSH FOR IT

Keep in mind that at the end of the Lease Period, if we chose not to purchase, you will still own the house and end up right back where you are now?

IF NO TO SELLER FINANCING BUT YES TO LEASE OPTION OR LEASE OPTION IS WHAT WE WANT

Great, we can go ahead and Lease with the Option to Purchase the house as long as the payment can be covered with the Rent Payment from our Tenant Buyer and as long as we can agree on the Price.

So as long as YOU are Flexible and WE have enough Reason and Motivation, meaning room to make some kind of a Gain... we are ready to move forward!

What is the Lowest Monthly Payment you could accept?

IF NO

So... are you saying that we either pay you your Full Price and All Cash or you will not sell your house to us?

IF NO – WILL NOT CONSIDER AN OPTION CONTRACT

Unfortunately, when your asking Cash Price is higher than what we can pay based on our Business Purchase Criteria... the only other options that would allow us to pay you more are TERMS and towards the end of our list of How We Can Buy Your House is our Lease Option Purchas Program!

You absolutely have No Risk and WE will be the ones spending our Time, Effort and Money finding and dealing with the solution... Our Future Buyer!

GO TO DISCONTINUE THE CALL SCRIPT

Option

Would you consider an Agreement To Sell To Us NOW... and giving us time to pay you and your loan off in full when we find our Buyer?

IF YES

(Great!)

So if I can get an approval for the purchase price... you are ready for me to send you out a Purchase Contract so that we can get started immediately on finding and securing our Buyer?

(Wait for a response)

IF YES

And, how long should I write the Purchase Agreement for... meaning how long would you like us to spend and dedicate our time, effort and money on your house... We wouldn't want to go longer than 180 days... will that work for you?

IF NO – WILL NOT CONSIDER AN OPTION CONTRACT

Unfortunately, when your asking "Cash Price" is higher than what we can pay based on our Business Purchase Criteria... the only other options that would allow us to pay you more are TERMS and the absolute LAST ALTERNATIVE is our Option To Purchase Contract.

GO TO DISCONTINUE THE CALL SCRIPT

IF WON'T DO TERMS – DISCONTINUE THE CALL

WON'T DO TERMS AND DOES NOT QUALIFY BASED ON ASKING CASH PRICE

Because we are paying for ALL the Costs for You To Sell Your House, we are offering to buy in an As Is condition and as Professional Investors you can understand that we also need to make some kind of a gain...

The amount you are asking for on a Cash Purchase is Pretty Much Full Retail...at least. At that price there would be no Reason or Motivation for us to Buy Your House.

And... we can appreciate that you would like to sell your house for more... if your plans and your numbers change for you, keep us in mind and contact us again.

I will also review our numbers and if it's okay, May I call you back?

If you know anyone that is looking to sell their house, please tell them to give us a call.

Thank you again for the opportunity.

IF ASKING FOR EXPLANATION OR FOR YOU TO NAME THE PRICE

Thank you for your interest in selling your house to us. But based on what you said the house is worth and what your asking price is, it does not look like the property fits our Business Purchase Criteria on an All Cash Purchase.

Again, thank you for the opportunity and if your plans and Your Price changes, and-or you decide to consider doing TERMS keep us in mind and contact us again.

I will also review our numbers and if it's okay, May I call you back?

OBJECTIONS and RESPONSES

IF THE SELLER IS ASKING FULL RETAIL... ASK FOR PRICE REDUCTION?

When we send out our local professionals to verify the Value and Condition, we'll know for sure what we can pay. However, we know now based on what you've told us the house worth... it wouldn't be what you're asking.

In order for us to devote our time and resources to your house, we must have some room to make a profit. We simply can't pay you Retail Price and expect to make any kind of gain.

At your asking price there is really no reason or motivation for us to buy your house, would you consider lowering your price somewhat?

I THOUGHT YOU SAID YOU WOULD PAY ALL COSTS / BUY IN AS IS CONDITION?

We do cover and pay for all the costs of selling and we do buy in an As Is Condition... but let's be frank... you certainly understand that we do need to be able to account for all these expenses so that we can make the necessary adjustments as what the house is Worth in its current condition and reduce the Purchase Price by the amount of Costs that we are the ones paying for.

It doesn't take too much understanding to make sense of that right?

WHAT DO YOU MEAN THE HOUSE NEEDS TO AFFORD THE TERMS AND PRICE?

For example, if the house can only Rent for say \$1000... then the monthly payment has to be less than that!

Or, if we can only expect to receive say 3% for a deposit from our Tenant Buyer... then the Down Payment to you, Closing Costs and Repairs... needs to be less than that!

I mean let's face it, you don't have to be a financial genius to understand that right?

Why would any Investor dump any amount of cash into anything... knowing they are not going to get it back!

That makes sense to you, right?

SO WHO OWNS THE HOUSE OR WHO WILL BE ON TITLE?

This a true and normal sale!

It will all be done like any other Sales Transaction in Escrow, with Title Insurance and the Title will transfer over to us and recorded at the County Recorder's Office.

It is no different than any other Purchase and Sale. Your house will be Sold!

HOW DO I KNOW YOU WILL MAKE MY MORTGAGE PAYMENTS?

We buy and sell houses. Our business depends on us following through with our agreements or else we lose out on our investment and-or our profits. Do you have a reason to believe that we won't follow through or there something about the house or the agreement that would cause to not want to make the payment? Because if there is... you should not sell your house to us!

WANTS TOO HIGH OF A DOWN OR MONTHLY PAYMENT?

Unfortunately, your house can't afford it!

WHY DON'T YOU JUST GO GET A LOAN

First, we don't need to go to banks for loans!

We usually just use Private Money from our Private Individual Investors whenever we pay All Cash for a house and we supply our Investors with an attractive return on their money.

But, if we purchase your house outright with Cash instead of Terms, we will then need to consider the Cost Value of That Money. So what that means is that it takes us right back to an All Cash Purchase Price.

The offer to buy your house for All Cash is still available.

I don't know if we could... but if we could, would you consider \$.....Cash?

That would put us at an amount of about \$_____that you would Walk Away with?

Is that a number that you could work with?

(Wait for a response)

So... are you more interested in a Fast, As Is, All Cash Offer, or... are you open to perhaps A Higher Price and More Cash To You, by offering some Terms?

FSBO/EXPIRED LEAD CALL BACK

Hello, my name is Alex. I am calling because of an ad you placed online, about a house that you were looking to sell... is the house still for sale and are you the person to whom I should be speaking to?

(Wait for a response... Repeat and Approve?)

IF ALREADY SOLD (DISCONTINUE THE CALL):

I see. Well, congratulations on selling your house and thank you for taking my call.

IF NO LONGER FOR SALE BUT STILL OWNS THE HOUSE:

I see... so what I hear you saying is that you still own the house but you're not actively trying to sell it anymore?

PROCEED TO "DO YOU HAVE A HOUSE TO SELL" >>>

IF YES - IT IS STILL FOR SALE:

That's Fantastic... we are definitely looking for another house to buy right now! And this is Your House and You are the person to whom I should be talking to about selling it... right?

IF YES

First let's make sure we are clear about who I am and about what we do, okay!

We Are Investors and We Buy Houses Nationwide at a Reasonable Investor Discount and in exchange:

- We pay all the fees and cost for you to sell your house...
- We can buy your house As Is and...
- We can buy Fast for Cash!

Now... I am calling from our Inbound Customer Support Department... our Call Center!

My job is to help you!

But the only thing I can do for you today is just to gather the information needed so that our Purchase Manager can put together the best offer for you... If you're House Qualifies!

(Proceed to the "Inbound Seller Call - Alex Script" but... SKIP TO QUESTION #3)

The #1 Objections and Questions Handler

(Repeat and Approve the Objection or Question, then...)

That Sounds Like a Great Question For the Purchase Manager!

- I work in the Inbound Customer Support Department. My job is to Help You and the ONLY thing I can do for you on this call is to go ahead and collect Your Contact Information and The Information About the House You Are Interested in Selling To See If Your House Qualifies For Our Purchase Program... will that be okay?

- My Job Is Just To Help You by Gathering All The Information Needed So That Our Purchase Manager Can Put Together The Best Offer For You... If Your House Qualifies!

(Remain In Control By Asking Your Next Question!)

>>> DO YOU HAVE A HOUSE TO SELL?

- We buy houses and we are currently looking to buy 5 to 10 more in the next 30 to 60 days.

If you are serious about selling your house... we'd like to have the opportunity to present you with a Free, No Risk or Obligation Offer.

Do You Have A Serious Interest In Selling Your House?

- If We Can Agree On The Terms... And We Can Agree On What The Property Is Worth In Today's Market... And We Can Agree On a Price That Works For Both You and Us...

Would You Be Interested In Having Us Present You With A Free No Risk Or Obligation Offer To Sell Your House... As Is, Fast For Cash?

- We can appreciate the fact that you may have lots of questions about how We Will Buy Your House and that you would only sell your house under certain conditions. We are definitely looking to buy and would welcome the opportunity to go through the process of identifying if we can do business.

The process we need to go through is a series of questions to determine:

- o The Condition of the Property...
- o Why you would want to sell it...
- o What you think the property is worth...
- o And Most Importantly... How Much You Want to Sell It For!

It usually takes about 15 to 20 minutes to go through this process so... as you can now see... it is crucial that we first agree on the fact that you do have a house that you are interested in selling and that you would like us to go through the process to determine how we can buy your house so we can present you with a Free, No Obligation Offer.

Otherwise there would be no reason for us to proceed!

Believe me... there is no way that we can Buy Your House unless you first Feel Comfortable that we have answered all your questions and... that we come to a mutual agreement on all the terms, including your price.

We'd like to go through the process to see how we can Buy Your House, but before we move forward, I really need to confirm and hear you say that you are ready and willing to go through the process of identifying if we CAN do business.

Which means I will be asking you:

- o What your house is worth...
- o What you owe on it and...
- o What your price is...

You risk nothing and you are under no obligation to sell!

Are you interested and willing to go through the process of identifying if we can do business?

IF CALLER IS UNCOOPERATIVE – DISCONTINUE THE CALL

(-) : (Well _____, we're actually looking to buy "As Soon As Possible."

What I'm understanding... is that:

- You don't have a house for sale or...
- You're not ready to sell or...
- You're not willing to go through our process of identifying if we can do business.

One last thing before I let you go... Who do you know that "IS" looking to sell?

(+) : Thank You.

Please keep our Phone Number and give us a call when you decide to sell.

We're always looking to buy. Thank you again for taking my call.

IF CALLER WILL NOT DISCONNECT OR DEMANDS ANSWERS

- I will transfer over your property information to our Purchase Manager and if they have any further interest they will contact you as well.

VOICEMAIL SCRIPT:

Hello, my name is Alex. I am calling because of an ad you placed online about a house that you were looking to sell...? We buy houses and we are currently looking to buy 5 to 10 more in the next 30 to 60 days. We'd like to have the opportunity to present you with a Free, No Risk or Obligation Offer. So as soon as you can, please call us back at (XXX) XXX-XXXX. That's (XXX) XXX-XXXX. Thank You.

TEXT BACK SCRIPT:

Contacting you about the house you were looking to sell. Looking to buy A.S.A.P. Alex at XXX-XXXXXXX
Call Me... I'll be waiting for your call.

OBJECTIONS:

I don't want to list my house.

We are not agents or real estate brokers that want to list your property, we buy houses! In fact, if your house is listed, we are currently not buying houses that are listed with a real estate agent.

WE WILL GIVE YOU A CASH OFFER IN 48 HOURS



SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Your Interest of Selling Your House

Hello Michael Quarles,

Thank you for contacting us regarding possibly selling your house.

We are definitely looking to buy more houses right now and your house may be just the kind of house we're looking for.

We believe that we may be the Fastest, Easiest and perhaps the most Profitable way to sell a house in today's real estate market.

Over time, we have found that most home sellers have many unanswered questions as to the process of selling a house and in particular how our Home Buying Program works.

Such as:

- How is it that we are able to buy your house in such a way that we **ELIMINATE ALL THE STRESS** that comes along with selling a house the traditional way and...
- How can we give you **PEACE OF MIND** knowing that you've now succeeded in selling your house **On The Date of Your Choice** and you can now move on with your life?

For this, we've put together a Q & A Series of emails to help you understand and give answers to all those questions you may still have and explain why it makes so much sense to sell your house to us.

Do not unsubscribe from this Q & A Email Series... this is where we'll be sending you exactly what you need to get a better understanding of our purchase process, answers to all the common questions most home sellers have and once you've explored all your options come to realize that we may be The Very Best Buyer for the property you need to sell.

Keep an eye out for this valuable information and if you still have questions or you are ready to sell now, contact us to request a completely Free, No Risk or Obligation Offer from us to buy your house.

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

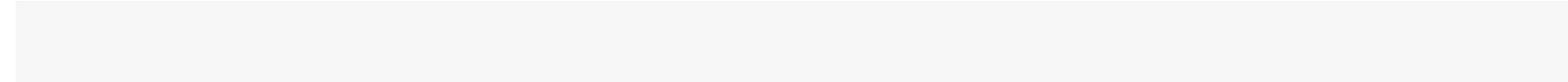
Best of Success,

SellCash HomeBuyers

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P. S. - Keep in mind that even if we can't buy your house, our Q & A Email Series will still give you some great ideas about other ways you may be able to profit and sell your house.

You'll always be treated honestly and fairly, and if we can't help you, we'll look you straight in the eye and tell you so.



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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Need To Sell Your House FAST?

Hello Michael Quarles,

Selling a Home Can Be One Of The Largest Financial Transaction You Will Ever Make, But It Doesn't Have To Be Stressful!

If you need to sell your house fast, we may be the perfect buyer for your home.

Discover How to Take The Stress Out of Selling a House
Call us Today. (800) 735-5422
SellCash HomeBuyer - Your Local Home Buyer.

At SellCash HomeBuyer, we're here to take your stress away by offering you a reasonable offer for your home.

We'll give you the peace of mind you're looking for, but can't fully enjoy until that burdensome mortgage payment is off your back.

We Buy Houses. FAST!

To Sell Your House Fast Contact Us Right Now.
Call us Today. (800) 735-5422
SellCash HomeBuyer - Your Local Home Buyer.

If you've been trying to sell your house or even thinking about it, you should give serious consideration to our purchase programs.

It's simply the best, fastest, and most financially sound way to sell a house in today's real estate climate.

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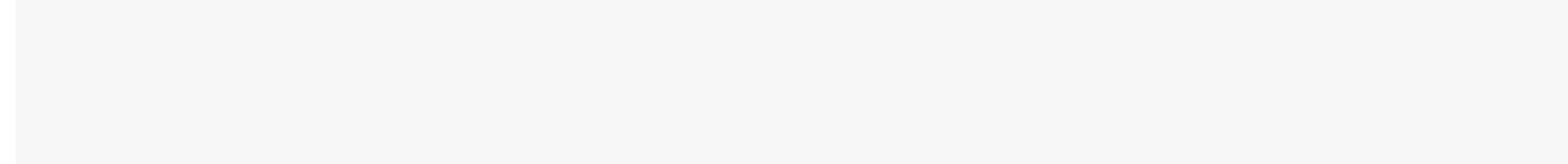
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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Issues Regarding Selling Your House

Hello Michael,

Let's Look At One Of The Most Important Issues Regarding Selling Your House... THE PRICE!

Sell Your House AS IS, For CASH... Fast!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers, Your Local Home Buyer.

The first thing to remember is that the market determines the price.

Not you and certainly not a real estate agent.

In other words, your house is worth exactly what a ready, willing, and able buyer will pay for it.

Not a penny more - not a penny less! If you price your house such that it is a "Steal", it'll sell faster.

But, if you want to get more for your house than other people with similar houses are getting, it's going to take a lot longer.

You'd be surprised at how many people overprice their houses and then can't understand why it won't sell.

In fact, if a house takes longer than a few weeks to sell, that's often the reason.

We Buy Houses For Any Reason And In Any Condition!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

But, The Price Factor Doesn't Stand Alone...

It fluctuates considerable with the rest of the "Deal".

For example:

If you want an all cash sale, which closes quickly, you'll generally get less than if you're willing to wait for someone to arrange a mortgage.

If you're willing to offer some owner financing, you'll often get more for the house.

If you want to sell quickly, you'll generally get less for the house. But if you can wait for that "One in a Million Buyer" you may get more.

If you're willing to invest the money to spruce up the house and make it the nicest one on the market, you'll generally get more. If you aren't willing to do any repairs, you'll generally get less.

Contact Us Directly Now So We Can Begin Gathering The Information We Need To Create A Fair Offer To You!

Call us Today. 1(800) 735-5422

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Don't underestimate these price fluctuations. Often, the selling price of similar houses can vary by up to 30 or 40 percent based on the above factors. And, the time it takes to find a buyer can vary tremendously, too. In fact, the time it takes to sell similar houses in the same neighborhood can vary by several months (even as much as a year)

We're Always Looking To Buy Houses!

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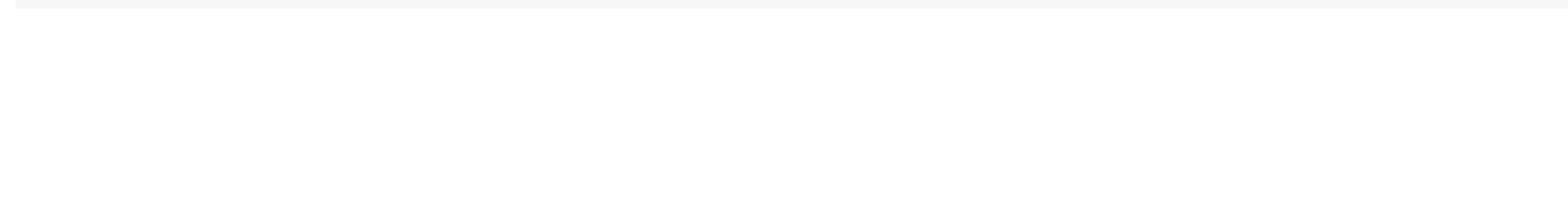
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3400 Unicorn Road
Bakersfield, Ca 93308

Re: How Fast Can We Buy Your House?

Hello Michael,

Several factors determine how successful you'll be in selling your house.

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Call us Today. (800) 735-5422
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So you need to carefully and honestly evaluate how your house (and your personal situation) stacks up to the competition.

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You need to ask yourself (and honestly answer) the following questions:

- How much money you want (or need) to get out of your house?
- Is that a realistic goal? What's the condition of your house?
- What's the condition of your neighborhood?
- How much time do you have to sell?
- What terms are you willing to accept?
- How much (and what kind of) marketing will you do to find a buyer?
- How accessible can you make your house to potential buyers?
- How much money are you willing to spend to get your house sold (real estate commissions, bonuses, advertising, etc.)?
- How much inconvenience are you willing to put up with while your house is on the market?

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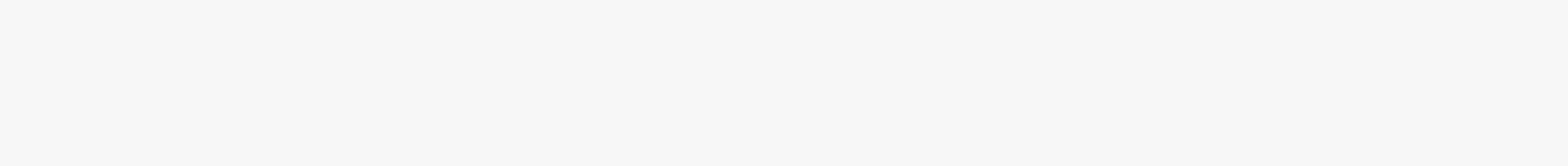
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Bakersfield, Ca 93308

Re: How Fast Can We Buy Your House?

Hello Michael,

Sell Your House In Just a Few Days or On The Date Of Your Choice!

- Would you like to sell your house fast?
- You can even pick your time frame.
- We can close in as little as 7 days!

Find Out How Selling Your House Can Be Fast And Easy Call us Today. (800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

SellCash HomeBuyers purchases homes in your area.

We're not listing your house - we actually buy your house.

WE PAY CASH!

We are able to close quickly- and on your schedule.

Receive an Offer Tell Sell Your House Within 48 Hours! Call us Today. (800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

Here are a few reasons to work with us to sell your home fast:

- NO fees. We cover all fees, unlike real estate agents.
- We buy AS-IS. No matter how ugly. Don't stress about needed repairs.
- We pay the closing costs. No need to share costs with a buyer.
- No obligation or hassle.

We'll make you a reasonable offer and let you decide if it's the right deal for you.

We're Always Looking To Buy Houses!

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- How much money you want (or need) to get out of your house?
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- How much inconvenience are you willing to put up with while your house is on the market?

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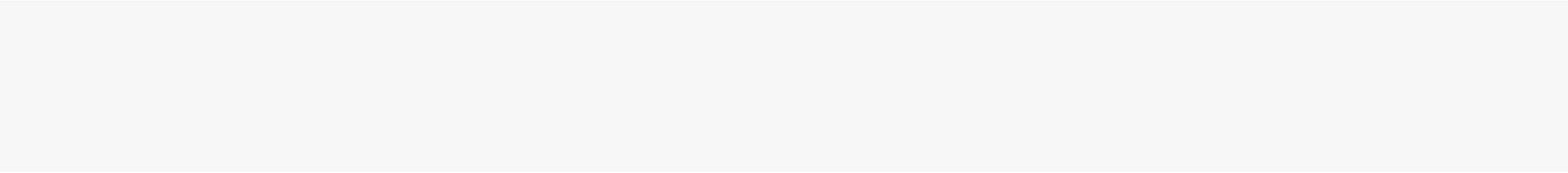
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WE WILL GIVE YOU A CASH OFFER IN 48 HOURS



ILCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: How Fast Can We Buy Your House?

Hello Michael,

The Most Common Question We Get Is... How Does Sell Cash Home Buyers Work?

How is it that you are able to either buy my house in a matter of days or give me the choice of closing whenever it's convenient for me?

Here's How You Can SELL NOW And Move On The Date Of Your Choice. Call us Today. (800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

It's actually just a really direct approach to selling your house.

You need to sell a house, and you want to sell fast. It's easier than you think - and we'd love to help. Sell Cash Home Buyers will work with you step-by-step.

Steps

1. Simply fill out our form online or give us a call.
2. We will give you individual attention as we evaluate your property.
3. If your house is a good match, we will offer you CASH and buy AS-IS.
4. We work closely with local closing agents to help you close in as little as 7 days.
5. ASo Can I Sell Now, But Move On The Date I Choose? Call us Today. (800) 735-5422

SellCash HomeBuyers - Your Local Home Buyer.

The best part is - you choose your timeline. We can close as fast as you want.

We won't bully you into an offer and there's never an obligation to close with us.

We will work with you to make a reasonable offer for you home.

If you aren't satisfied, there's no pressure.

Are you pulling your hair out asking, "Who in the world will buy my house, stress-free, as-is and for all CASH?"

Then you need to talk to us. It's fast and easy.

Close in as little as 7 days with CASH in hand.

To Sell Your House Fast, Contact Us Today!

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

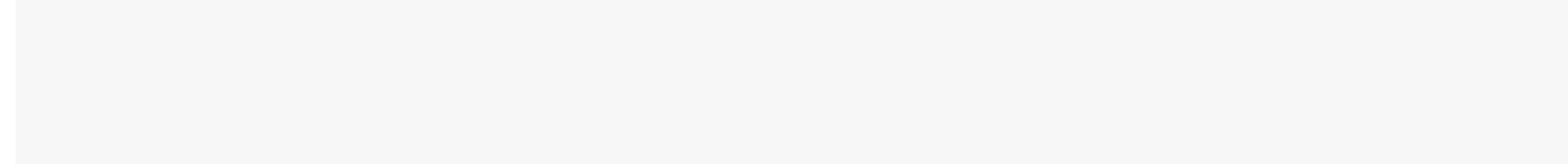
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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: How Fast Can We Buy Your House?

Hello Michael,

There Are Lots Of Different Ways To Sell A House!

Sell Your House AS IS, For CASH... Fast!
Call us Today. (800) 735-5422
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Depending on your situation (and how you answered the previous questions), you may have several good options available to sell your house.

We Buy Houses For Any Reason And In Any Condition!
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You could use a real estate agent.

You could sell your house by yourself (for sale by owner, or FSBO).

You could sell to an investor buyer.

You could sell your house for all cash.

You could sell to someone who has to qualify (and wait) for conventional financing.

You can sell your house on a lease/option plan.

You could sell your house with owner financing.

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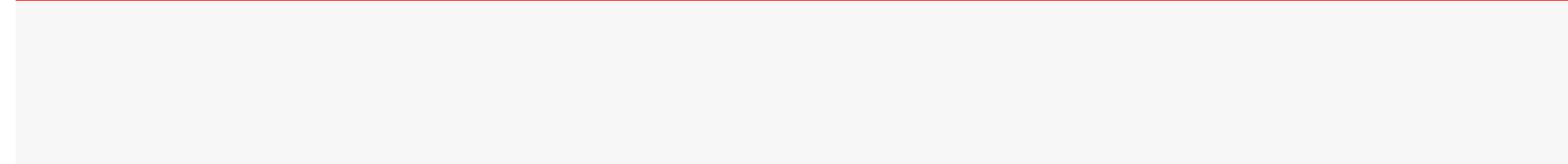
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Re: How Fast Can We Buy Your House?

Hello Michael,

There's nothing more frustrating than seeing a deal break down in escrow because a buyer can't get a loan or the lender wants all kinds of repairs done to your house first.

Here is why that's not going to happen to you. Call us Today. (800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

You see... we buy with our own money.

Your house doesn't have to qualify to a lender and we're not going to have your house professionally appraised.

Another positive factor is...

You won't have any of the months of monthly costs that add up while waiting for the right buyer to come along with the right offer, and have that buyer be one who can actually follow through on the purchase.

Especially in today's market where it could take months to get a house sold, escrow closed, and money in your pocket.

Receive Your Safe and Secure Offer Within 48 Hours! Call us Today. (800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

The most important factor is that you can get on with your life and not have the burden of trying to sell your house hanging around your neck.

When we agree on a price you can consider your house sold.

Isn't that what you want?

If you're serious about selling your house you owe it to yourself to Contact Us Today!

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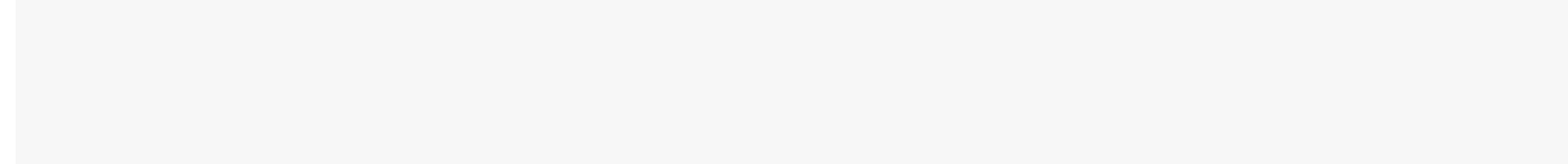
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Re: Best and Worst Case Scenarios

Hello Michael,

Let's Take A Look At Best And Worst Case Scenarios When You Are Considering Selling Your House.

You've got a very pretty house, well decorated, with great "curb appeal," in an extremely desirable neighborhood where the houses normally sell in a week or less.

Sell Your House AS IS, For CASH... Fast!
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SellCash HomeBuyers, Your Local Home Buyer.

And, you are willing to price it at the middle or lower end of the range of which other houses in the neighborhood have already sold.

And you have plenty of time to sell it.
In other words, you aren't facing a job transfer, financial difficulties, or an immediate need for the proceeds of the sale.

If that's the case, you'd probably be best off selling it yourself or hiring a real estate agent.

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But, let's look at the other end of the spectrum.

Your house isn't one of the prettiest in the neighborhood, or the neighborhood isn't the greatest, or your house needs some repairs, or you have very little equity, or you don't have all the time in the world, or you're struggling to make the monthly payments... or, any one of a dozen other reasons.

In a case like this, you've got a serious real estate problem... A problem that can easily turn into a terrible nightmare!

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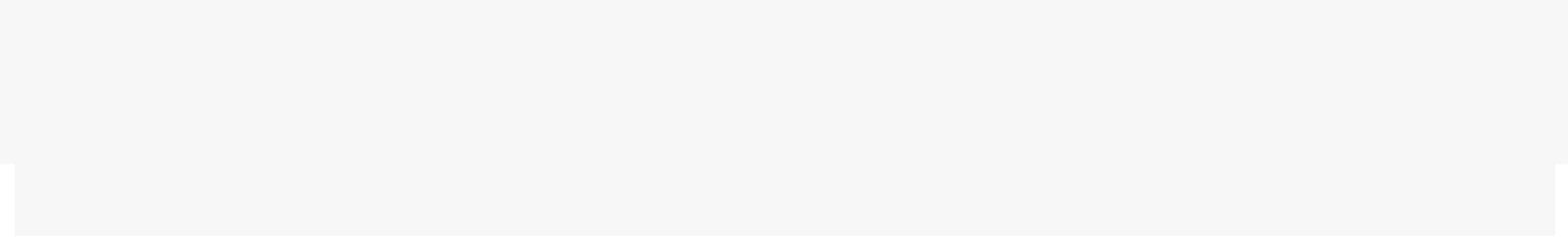
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3400 Unicorn Road
Bakersfield, Ca 93308

Re: Sell Your Rental Property

Hello Michael,

Sell Your Rental Property In 30 Days Or Less!

Because we are investors and not looking for a house to live in, we are able to buy houses that are tenant occupied and are either under a month to month rental agreement or a long term lease.

Find Out How We Can Buy Tenant Occupied Houses Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

We specifically want to buy 4 houses in the next 30 days, here in your local area.

When you sell to us, there are no fees or commissions, because we're not Realtors.

Also, we will purchase the property in ANY condition.

When you Contact Us Today, we will give you a firm written offer in 48 hours or less.

You May Be Asking How We Make Arrangements With Your Tenant? Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

When we buy your house we will handle all of the paperwork and take care of all the arrangements, even if there is a tenant in the house so you never have to worry about the property again.

We're sure you have many other questions so Contact Us Today!

We're Always Looking To Buy Houses!

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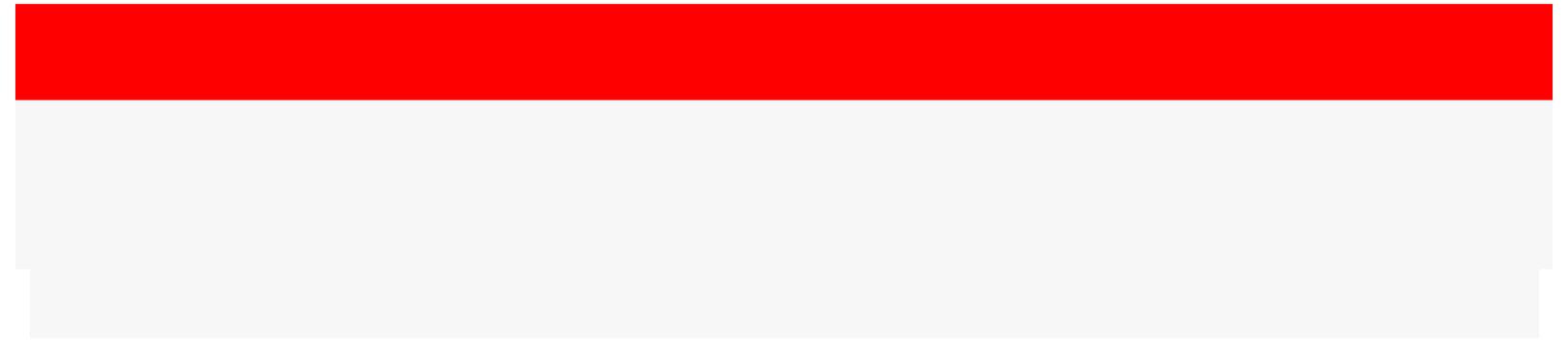
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SellCash HomeBuyers

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You'll always be treated honestly and fairly, and if we can't help you, we'll look you straight in the eye and tell you so.



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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Issues Regarding Selling Your House

Hello Michael,

Let's Look At One Of The Most Important Issues Regarding Selling Your House... THE PRICE!

Sell Your House AS IS, For CASH... Fast!
Call us Today. 1(800) 735-5422
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The first thing to remember is that the market determines the price.

Not you and certainly not a real estate agent.

In other words, your house is worth exactly what a ready, willing, and able buyer will pay for it.

Not a penny more - not a penny less! If you price your house such that it is a "Steal", it'll sell faster.

But, if you want to get more for your house than other people with similar houses are getting, it's going to take a lot longer.

You'd be surprised at how many people overprice their houses and then can't understand why it won't sell.

In fact, if a house takes longer than a few weeks to sell, that's often the reason.

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But, The Price Factor Doesn't Stand Alone...

It fluctuates considerable with the rest of the "Deal".

For example:

If you want an all cash sale, which closes quickly, you'll generally get less than if you're willing to wait for someone to arrange a mortgage.

If you're willing to offer some owner financing, you'll often get more for the house.

If you want to sell quickly, you'll generally get less for the house. But if you can wait for that "One in a Million Buyer" you may get more.

If you're willing to invest the money to spruce up the house and make it the nicest one on the market, you'll generally get more. If you aren't willing to do any repairs, you'll generally get less.

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Don't underestimate these price fluctuations. Often, the selling price of similar houses can vary by up to 30 or 40 percent based on the above factors. And, the time it takes to find a buyer can vary tremendously, too. In fact, the time it takes to sell similar houses in the same neighborhood can vary by several months (even as much as a year)

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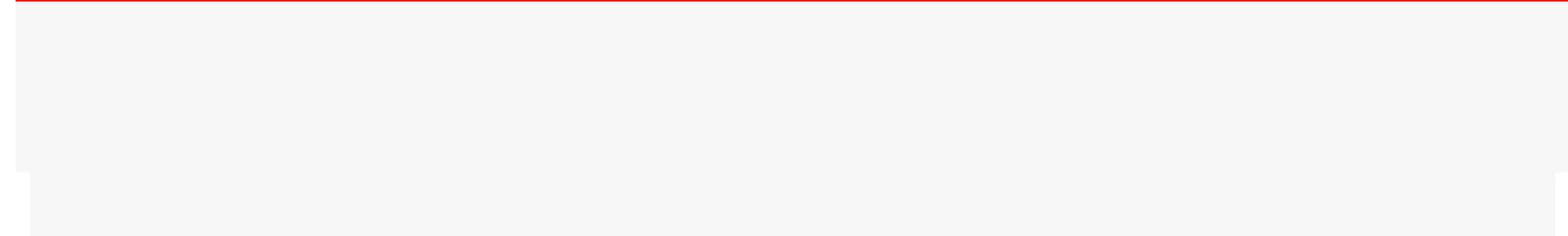
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Bakersfield, Ca 93308

Re: We Are Not Real Estate Agents Looking To List Your House...

Hello Michael,

We Want To Buy It! SellCash HomeBuyers is looking to buy several houses throughout your local area each month and more specifically in the neighborhood your house is in.

Learn How To Eliminate The Closing Costs When Selling Your House.
Call us Today. 1(800) 735-5422 , SellCash HomeBuyers, Your Local Home Buyer.

We can act quickly with no long drawn out process, which is a typical hassle when you sell through a traditional real estate agent. We can pay CASH, close FAST, buy AS IS and...

WE WILL PAY ALL OF THE NORMAL CLOSING COSTS WHEN WE BUY YOUR HOUSE!

Closing Costs Amount To Thousands of Dollars, Don't Pay Them!
Call us Today. 1(800) 735-5422 , SellCash HomeBuyers, Your Local Home Buyer.

Closing Costs Include:

- Title and Escrow Costs
- Real Estate Commissions
- Termite Report and Clearance
- Common Lender Requirements
- Transfer Tax
- Recording Fees
- And the list goes on and on...

To Sell Your House Fast Without Paying All The Closing Costs, Contact Us Today!

We're Always Looking To Buy Houses!

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Re: The Different Ways To Sell A House

Hello Michael,

Let's examine some of the different ways of selling your house.

First, we'll look at selling through a traditional real estate agent.

If you've got a very pretty house in a great neighborhood that you're willing to price very competitively and you've got plenty of time to sell, you might want to use an agent.

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But, if you've only been in your house for a couple of years, and you bought it with a low down payment mortgage, you may not have enough equity in it to pay all the closing costs and a real estate agent's commission.

The biggest advantage of using a real estate agent is that he or she will put your house in the Multiple Listing Service (MLS).

This is a computer database that almost all licensed real estate agents subscribe to, and consult, when looking for houses on the market.

When your house is listed in MLS, any agent looking for a house in your area and price range can find it.

And, if that agent happens to have a buyer looking for a house just like yours, he or she can show (and maybe even sell) it to them.

A real estate agent will usually put a "For Sale" sign in your yard.

He or she may hold an open house or two on your house, and may even place some small ads in the local paper or real estate magazines.

A real estate agent will also handle the negotiations between potential buyers and you, and take care of the paperwork and closing process if he or she gets your house sold.

And they do it all for a fee of about 7% of the selling price of your house. If your house sells for \$300,000, the first \$21,000 goes right to the real estate agent.

Sure, that sounds like a lot, but if the house sells quickly, it's actually a great deal, because you won't be making several months of mortgage payments on a house you don't want.

Sounds pretty good, doesn't it?

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But, if the real estate agent takes several months to sell your house, it's not such a great deal because you still have to pay that commission on top of the Thousands of Dollars of additional mortgage payments.

Let's take the same \$300,000 house as an example. This means that if your mortgage payment includes an impound escrow payment for taxes and insurance and you have a reasonable interest rate (Let's say 7.0%), your total monthly payment is approximately \$2,384.66.

It will cost you \$14,307.96 in additional mortgage payments if it takes the real estate agent just six months to finally close on the sale of your house. Unfortunately, most real estate agents' training consists mostly on how to comply with all the regulations regarding helping someone sell real property for a fee.

They learn about what they can and can't say, and what they can and can't do. But they don't learn much about advertising and marketing. Don't get us wrong. We're not talking about all real estate agents.

There are a lot of very qualified agents out there who work extremely hard for their clients and do a great job. And to top it all off, many of the "buyers" that agents run through your house aren't even serious prospects. Often, agents will run several poor qualified (or even disinterested) "Buyers" through a house. Add to that all the people who love to look at houses for a hobby, or get remodeling or decorating ideas.

They contact local real estate agents and pose as "Buyers" just to make the agent show them a bunch of houses. Talk about a pain in the neck! From the day you list your house with an agent, you've got to keep it neat-as-a-pin every moment.

You can hardly live in it, because you never know when an agent will call and ask to show in moment's notice. And every time an agent wants to show your house you've got to get out of the house.

They don't want you present when they show it. So, if an agent does manage to arrange a bunch of showings of your house, you have to tolerate dozens of total (and sometimes frightening) strangers tramping through your home and poking through your drawers and closets.

Perhaps the worst part of it all is they all silently pass judgment on you, your lifestyle, the way you keep your house, and every aspect of your life. And most of them aren't even seriously considering buying your house.

No wonder most of the houses listed seem to take forever to sell while the owners are stuck making huge mortgage payments month after month!

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Well, that's the good and the bad of using a real estate agent.

If you've got a fabulous house with a great "curb appeal" that will practically sell itself, and you're willing to price it competitively, you may be able to get it sold quickly through a real estate agent. In that case that may be your best option.

Sure you'll pay a commission, but if your house sells quickly, it's worth not making a bunch of extra mortgage payments.

If your house isn't the showplace of the neighborhood, you could still sell your house through an agent, but the longer it takes, and the more people the agent runs through your house without getting it sold, the more money it'll cost you in the long run – and the more aggravation you'll have to put up with.

And remember, if you don't have enough equity in your house to pay the closing costs and real estate commissions, you could have to come to closing with a big fat check.

In other words, you'll be paying even more money just to get someone to take your house off your hands!

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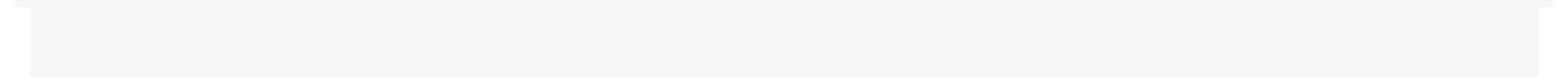
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Re: Seller's Most Frequently Asked Question

Hello Michael,

Perhaps, like many other folks that we have bought houses from, you may have a few questions.

But the question that home sellers ask us most frequently is...

Do I Have To Make Repairs To My House?

And the answer is ... NEVER! - NO!

You Don't Have To Fix ANYTHING!

www.sellcash.com

We buy houses As Is. No repairs needed which will save you money. We will give you a fair offer usually within 24 to 48 hours.

We Will Buy Your House Whether It's In Perfect Condition Or Needs
Thousands Of Dollars In Repair Costs!

www.sellcash.com

Even if it is:

- Vacant
- Tenant Occupied
- Ugly
- Pretty
- Or even in foreclosure

It Doesn't Matter.

To Sell Your House Fast Without Paying Any Repair Costs, Contact Us Today!

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

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Re: Selling For Sale By Owner FSBO

Hello Michael,

Another option to sell your house would be to try and sell your house for sale by owner (FSBO).

There are some advantages to selling it yourself over using an agent, for example: You don't have to pay a commission.

You maintain a much higher degree of control when you sell it yourself.

You can easily structure some of the more creative kinds of deals.

You can lower the price and still net about the same amount of money.

You know more about your house than anyone else, so you can point out the good things about it better than someone else could.

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Of course there are several disadvantages too!

How many houses have you bought and sold in your life?

One?

Two?

Maybe three?

You haven't had to solve even a fraction of the typical problems that always seem to pop up – right before closing.

Do you really want to risk having a potential buyer slip through your fingers, just because you're not used to dealing with (and solving) every little detail of a real estate transaction?

Plus, how good are you at negotiating big deals?

Unless you do it for a living, you may end up costing yourself thousands of dollars.

Remember, buying a house is a big decision for most people and it's easy for them to get "spooked".

At the first sign of a complication of problem (like a lien, necessary repair, or one of the other typical closing glitches), they'll run like a scared jackrabbit.

Then you have to start all over again at square one.

It's a frustrating experience.

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Plus, when you try to sell yourself, you still have to put up with dozens of strangers trampling through your home – only now you'll have to be there yourself.

And with some of the nuts walking the streets today, that's a scary thought.

You never know if they're really interested in buying your house, or if they're just casing you out for a late night return visit.

If your house is one of the prettiest houses in a really hot neighborhood, you might be able to just put up a "For Sale By Owner" sign in the front yard, run a simple classified ad in the paper, and sell your house in a week.

But, frankly, it rarely happens that way.

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In fact, FSBO houses generally takes a lot longer to sell than those listed by real estate agents.

Remember they have the MLS, you don't.

So, if your house isn't in an area where potential buyers are driving around looking for houses, you just won't get the exposure you need to find the right buyer who is most motivated and is willing to pay you the most for your house.

And finally, if your house has any problems at all (needed repairs, poor location, or even colors or carpet buyers don't like) it could take months, maybe even a year or more to sell.

So, the bottom line with respect to going the FSBO route is that it can often prove to be penny wise and pound-foolish.

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Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

Best of Success,

SellCash HomeBuyers

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P. S. - Keep in mind that even if we can't buy your house, our Q & A Email Series will still give you some great ideas about other ways you may be able to profit and sell your house.

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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Listing With An Agent VS Selling Fast To An Investor

Hello Michael,

If you've never sold a house the conventional way through a real estate agent, you may not be aware of all the costs, stress and disadvantages a home seller has to go through.

What's The Difference Between Selling Through An Agent Or Selling To An Investor?

Simply this... real estate agents "List" properties.

We Buy Houses!

Eliminate All The Hassles Of Selling, Contact Us Today!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

Real Estate agents charge you a commission to sell your property with no guarantee that they can sell your house.

They can't even guarantee how much your property will sell for.

In addition to that, the average sale takes months.

Put More Money In Your Pocket By Eliminating Fees and Costs!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

Stop and add up all the additional Costs involved while waiting and hoping that your house sells if listed with an agent with absolutely no guarantee that it will even sell.

First of all, the big one... Commission Fees (Thousands)

Second, Monthly Mortgage Payments which you make, not the agent

Property Taxes, Property Insurance, Upkeep on the house

And every expense that YOU, the property owner has to pay for an unknown period of time. (Usually 4 to 6 months)

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Re: The Best Way To Sell

Hello Michael,

So What Is The Best Way To Sell Your House?

If you've got that pretty house in a pretty neighborhood that's in high demand you'll probably be best off going with a real estate agent, or selling it FSBO.

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But, if your house doesn't fit that description (for any one of several reasons), you should probably look at some other alternatives.

First of all, consider the time it could take to sell your house, and whether or not you have the luxury of time on your side.

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If any of the following factors fit into your situation, you've got a much more difficult real estate problem, which may require a more creative solution than the typical real estate agent or FSBO route.

- You don't have a lot of time to sell your house because:
- You just got a job transfer...
- A loss of job resulting in financial difficulties...

- You're anxious to move and don't want to face the headaches of an extended selling period...
- You are getting (or recently got) a divorce and you want to sell the house fast so you can get on with your life...
- You inherited the house and want to liquidate it for fast cash...
- You're struggling to make your payments and want to save your credit name...
- You're facing foreclosure and don't want to be forced into bankruptcy...
- Or for any other reason you just want it to sell quickly...

In any of these cases, the time it takes to sell your house could be far more important than the price you finally get for it.

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Remember, every month it takes to sell means another mortgage payment, another month of property taxes and insurance, and another month facing whatever problem is causing your headaches in the first place.

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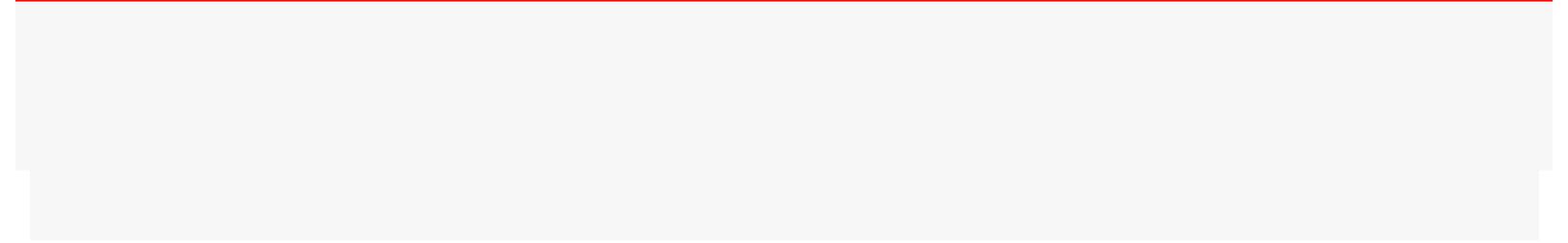
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Bakersfield, Ca 93308

Re: Title, Escrow and Other Costs

Hello Michael,

Who Pays All The Costs For Escrow Title and Such?

We Do!

We pay all the costs – things like:

- Real Estate Commission
- Title Insurance
- Escrow Fees
- Transfer Tax
- Termite Clearance
- Roof Certification

The list goes on and on...

 Find Out Exactly What Your "Walk Away Money" Will Be!
 Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

When You Sell Your House To Us There Are ZERO Costs:

- No Repair Costs
- No Commissions
- No Escrow Fees.

 Discover How Much Money You Will Be Putting In Your Pocket UP FRONT!
 Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

We know you have a number in mind of how much you want your "Walk Away Money" to be.

Contact Us Today and within 48 Hours not only will you have a written offer but you will also know exactly what you will be putting in your pocket since there are no other Fees or Costs when we buy your house.

Contact Us Today!

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Re: Time Constraint Is Not The Only Problem

Hello Michael,

Having a time constraint isn't the only problem facing a lot of people trying to sell a house.

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Here are some more factors, which may require you to find a more creative solution than the typical real estate agent or FSBO route.

Your house is hard to sell because:

- * The neighborhood isn't in much demand because of either location, or condition of the surrounding houses...
- * Your house needs a lot of repairs. This could be anything from painting, bad driveway, windows, carpet, etc...
- * The décor or layout of the house is unique. Most buyers prefer subdued, neutral colors and a traditional floor plan...
- * Your house is competing with brand new construction at around the same price...
- * Your house is of age when people are worried about major problems cropping up (new roof, new furnace, air conditioning, etc.)
- * Your house is on a very busy street. People want to get away from noise and traffic when they get home. Plus, a busy street scares parents with small children.
- * Your house is too close to an undesirable or commercial site (water treatment plant, factory, shopping center, etc.)

* Your house is in a lousy school system. This is critical to parents.

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You've got to look at your house with a critical eye.

If any of the above conditions exist, you've got a double problem.

First, the above conditions by themselves usually reduced the price a buyer might be willing to pay for your house - sometimes quite significantly!

Secondly, any of these problems (even with a big price reduction) causes your house to take a lot longer to sell.

And if you've already got a deadline, you've got an even bigger problem!

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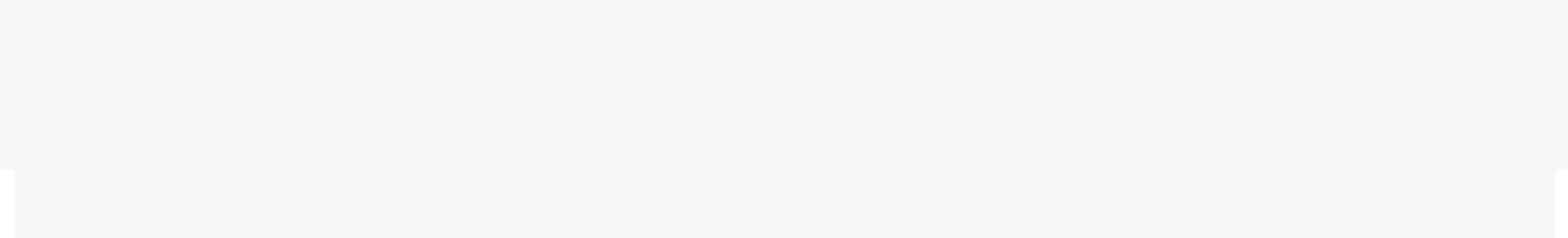
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Re: Not Ready To Move

Hello Michael,

What If The Next House You Want To Buy Takes Longer Than Expected?

Since we are buying your home as an investment you can stay in your house as long as you need to.

Let Us Know When You Would Be Ready To Move
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

With our program, you have FREEDOM and PEACE OF MIND.

Peace of mind knowing your home is SOLD and the FREEDOM to take as long as you need to move.

It's a Win-Win.

Close In As Little as 7 Days Or On The Date Of Your Choice!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

Even if your house is Rented or Leased, we can work out a date to close and still honor your previous agreements with your tenants.

There is no reason to wait.

Contact Us Today!

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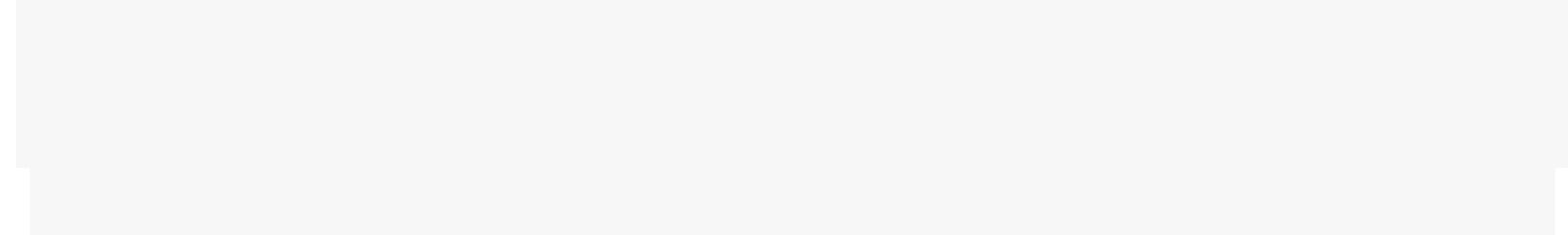
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Bakersfield, Ca 93308

Re: Faced With A Time Deadline

Hello Michael,

What Can You Do When You Have a Hard To Sell House and Faced With a Time Deadline?

Well, a lot depends on your financial situation, and why you need to sell your house.

For example, if you've absolutely got to move (because you already took a new job, got transferred, bought a new house, etc.) you could just list it with a real estate agent and go ahead and move.

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But then, every month, as you make out two huge mortgage payments (most people find that tough to swallow), you hope and pray that someone will buy your old house the next month - and the next.

Of course, that's assuming you can even qualify for a new mortgage with the old still on your back.

But leaving your house vacant just compounds your problem.

If you haven't been able to sell it with you keeping it looking a nice as possible, it'll be even tougher to sell vacant.

Plus, with nobody living there, lots of things can happen.

The local troublemakers could climb through a window and tear the place up, a pipe could break and flood the place or who knows what.

Frankly, that's more worry and aggravation than most people need in a lifetime. So what do you do when you have a hard-to-sell house?

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Call us Today. 1(800) 735-5422

SellCash HomeBuyers - Your Local Home Buyer.

Selling a hard to sell house takes three important steps:

* First, you've got to fix any of the fixable problems that may be keeping a house from selling. This includes anything from a simple paint job, to a complete rehab job from the roof to the basement. If you're already in financial difficulties, that may not be a viable option. Fixing up a house for sale can cost thousands and thousands of dollars. And even though it may be the only way to get it sold, you won't get all the money back out in the sale.

* Next, you've got to price the house very aggressively. Sometimes this means taking a significant loss on the house just to get rid of it and protect your good credit name.

* Another good tactic is to offer creative financing terms. This may mean offering owner financing or a lease/option. This makes your house available to a much larger group of people. Plus, if you can offer very attractive terms, it may be even better to a buyer than just lowering the price. Sometimes you may have to do both!

* And finally, you have to market the house extensively. When we sell our houses (we buy and sell houses all the time), we often spend up to a couple thousand bucks to find the right buyer.

Contact Us Directly Now So We Can Begin Gathering The Information We Need To Create A Fair Offer To You!

Call us Today. 1(800) 735-5422

SellCash HomeBuyers - Your Local Home Buyer.

But just spending money on marketing isn't enough. It's got to be good, solid, hard hitting marketing that gets potential buyers to sit up and take notice.

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

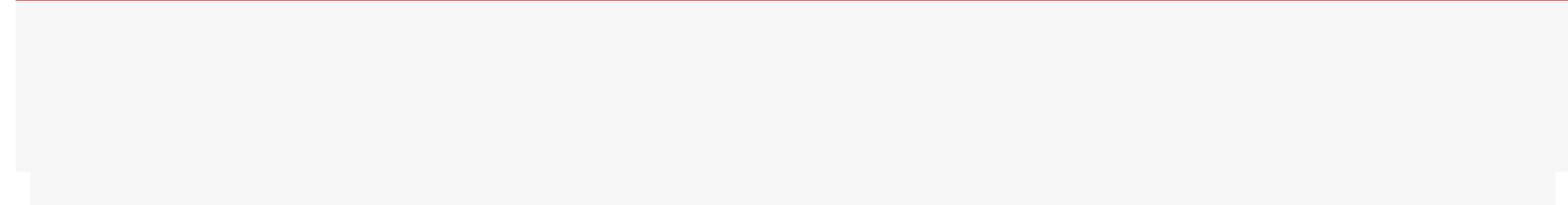
Best of Success,

SellCash HomeBuyers

SellCash HomeBuyers

P. S. - Keep in mind that even if we can't buy your house, our Q & A Email Series will still give you some great ideas about other ways you may be able to profit and sell your house.

You'll always be treated honestly and fairly, and if we can't help you, we'll look you straight in the eye and tell you so.



WE WILL GIVE YOU A CASH OFFER IN 48 HOURS



SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: How Much Will We Pay

Hello Michael,

Perhaps you are concerned about what we will pay when you Sell Your House To Us?

Remember there are ZERO:

- Real Estate commissions
- Repair Costs
- Holding Costs
- Or Stress about the sale of your house.

Discover Not Just The Price But What Your Walk Away Money Is!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

We buy in your local area and we are independent professional real estate buyers who are dedicated to making you a fast cash offer that will be beneficial for both of us.

We are committed to providing you the FASTEST possible STRESS-FREE Sale.

Request Your Guaranteed - No Obligation Offer Right Now!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

Also remember, we'll pay you CASH for your house.

This will eliminate several expenses if you were to sell to a traditional or conventional buyer.

We'll pay all of the costs and you don't have to fix anything.

So Contact Us Right Now!

We're Always Looking To Buy Houses!

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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Sell Quickly, Easily and Minimum Aggravation

Hello Michael,

Here's The Best Solution, A Way To Sell Your House Quickly And Easily, With A Minimum Of Aggravation.

If you've got a house you want to sell, and you don't have the time to do it the traditional way, or simply don't want to go through the headaches and hassles of dealing with all the problems of the hard-to-sell house, here's another alternative...

SELL IT TO US!

Sell Your House AS IS, For CASH... Fast!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

We can pay all cash for your house and close within a matter of just a few days, not weeks or months most people need.

When we buy your house "As Is," for Cash, Fast or on your date of choice, we might help you AVOID:

- * Putting your house on the market entirely...
- * Coming out of pocket if you have little or no equity...
- * Relying on an agent to perform or keep their promises...
- * Doing fix-up work to please a picky buyer...
- * Becoming an unwanted landlord...
- * Counting on a bank to approve your buyer's loan...
- * Having your buyer back out at the last minute...

- * Paying prepayment penalties...
- * Having the cash you need NOW tied up in your house...
- * Struggling with the uncertainty of when it will sell...
- * Making house payments you can no longer afford...
- * Making payments on a vacant house...
- * Foreclosure or bankruptcy...

 We Buy Houses For Any Reason And In Any Condition!
 Call us Today. 1(800) 735-5422
 SellCash HomeBuyers - Your Local Home Buyer.

We specialize in buying and selling houses in your local area.

We buy houses in all price ranges and in any condition.

We are associated with a group of private investors and we buy a number of houses each month.

 Contact Us Directly Now So We Can Begin Gathering The
 Information We Need To Create A Fair Offer To You!
 Call us Today. 1(800) 735-5422
 SellCash HomeBuyers - Your Local Home Buyer.

But the best part is...

We use private funds that require no long, drawn out bank approvals.

So we can act fast!

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

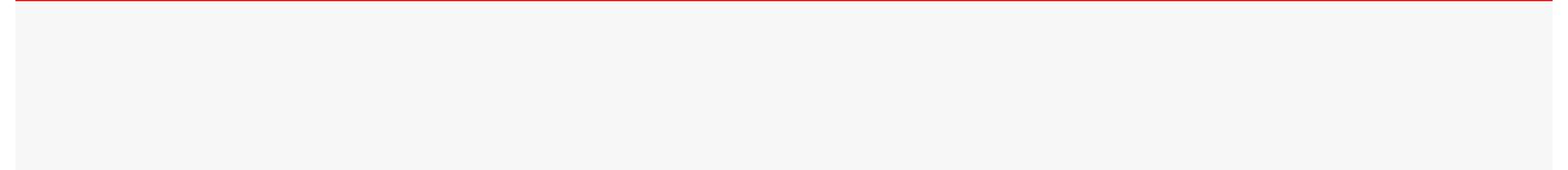
Best of Success,

SellCash HomeBuyers

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P. S. - Keep in mind that even if we can't buy your house, our Q & A Email Series will still give you some great ideas about other ways you may be able to profit and sell your house.

You'll always be treated honestly and fairly, and if we can't help you, we'll look you straight in the eye and tell you so.



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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: A Better Way To Sell Your House

Hello Michael,

We are not real estate agents looking to list your house.
WE WANT TO BUY YOUR HOUSE!
We Buy Houses and we are interested in speaking to you about buying your house.

Sell Your House Fast!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

We would like to show you how, in just a few days, you can have your house sold and rid yourself of the unnecessary stress, pressure, worry and waiting that comes with selling a house the old fashion way.

This May Be The Fastest And Most Profitable Way To Sell!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

We have bought houses in any condition:

- Good
- Excellent
- Bad
- And Even UGLY
- Tenant Occupied
- Or Vacant

AND WE WANT TO BUY YOURS!
So Contact Us Right Now!

We're Always Looking To Buy Houses!

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Best of Success,

SellCash HomeBuyers

SellCash HomeBuyers

P. S. - Keep in mind that even if we can't buy your house, our Q & A Email Series will still give you some great ideas about other ways you may be able to profit and sell your house.

You'll always be treated honestly and fairly, and if we can't help you, we'll look you straight in the eye and tell you so.

CALL 1(800) SELL4CASH

TEXT "HOUSE" to 818181

WWW.SELLCASH.COM

WE WILL GIVE YOU A CASH OFFER IN 48 HOURS



SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: Sell In Just A Few Days

Hello Michael,

We Can Buy Your House And Usually Close Within A Matter Of Just A Few Short Days Or As Little As 72 Hours.

We're as serious about buying your house as you are about selling it.

Sell Your House AS IS, For CASH... Fast!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

That's the biggest difference between us and listing with a real estate agent.

An agent will list your house... hoping it sells within 3 to 6 months.

We want to buy your house... now!

That's a huge difference when you're the one with the house for sale.

We Buy Houses For Any Reason And In Any Condition!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

An agent lists five, ten, even dozens of houses at a time, and it's rare if an agent can give all their properties their close personal attention.

It's no wonder that a listed home can sometimes take a long time to sell while you, the owner, are stuck maintaining the property and making house payments month after month.

If your house needs a few repairs or even a complete rehab, we can buy it for cash; handle all the necessary

repairs to put it in show condition.

Contact Us Directly Now So We Can Begin Gathering The
Information We Need To Create A Fair Offer To You!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

A lot of houses really don't need repairs, but have to be redecorated in order to sell.

This can cost a fortune.

Things like painting (inside and out), new carpet, new fixtures and tile in bathroom and kitchens can cost a lot of money.

But, they often mean the difference between a sellable house and one that will sit on the market forever.

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

Best of Success,

SellCash HomeBuyers

SellCash HomeBuyers

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SellCash HomeBuyers
3400 Unicorn Road
Bakersfield, Ca 93308

Re: The Possibilities and Advantages

Hello Michael,

As Professional Home Buyers We Buy houses AS IS, FAST and we Pay CASH! This will save you time, money, work and worry and...

You Will Have Your Money In Hand Faster Than You Might Ever Think Possible!

You Have Nothing To Lose, Contact Us Right Now!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

We would like to show you how, in just a few days, you can have your house sold and rid yourself of the unnecessary stress, pressure, worry and waiting that comes with selling a house the old fashion way.

This May Be The Fastest And Most Profitable Way To Sell!
Call us Today. 1(800) 735-5422, SellCash HomeBuyers, Your Local Home Buyer.

And of course, you won't have those extra costs for real estate agent commissions, repairs costs, holding costs or even be stressed out about whether your house will actually sell or not. We will make you a fast cash offer for a fair price within 48 hours and we can be closed within 7 days.

So Please Contact Us Right Now!

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

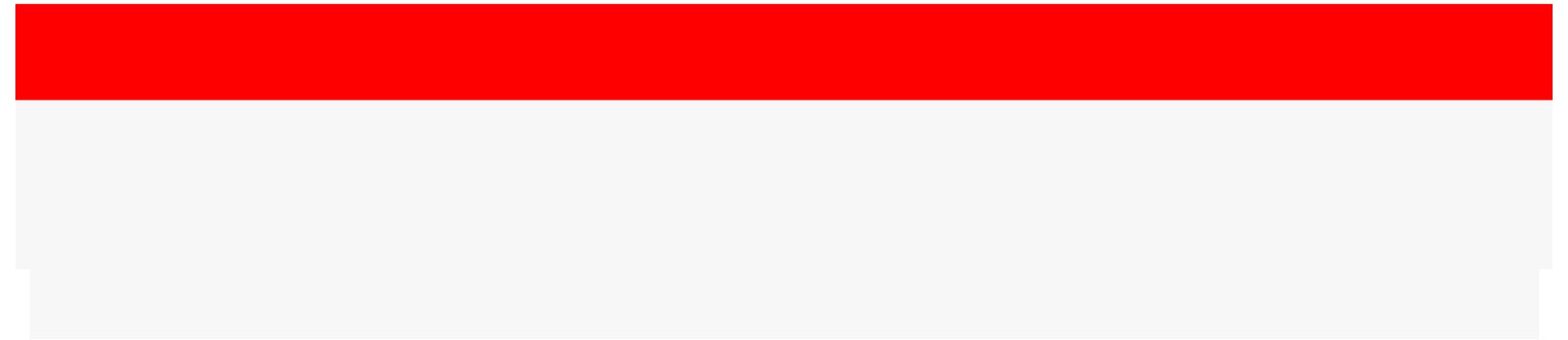
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3400 Unicorn Road
Bakersfield, Ca 93308

Re: Sell As Is, For Cash Fast

Hello Michael,

Sell Your House As Is, For Cash, Fast Or On The Date Of Your Choice!

If you've been trying to sell your house or even thinking about it, you should give serious consideration to our purchase programs.

Sell Your House AS IS, For CASH... Fast!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

In many cases, it's simply the best, fastest, and most financially sound way to sell a house in today's real estate climate.

We're very active in your local area real estate market.

We're always looking to buy houses.

Maybe we can buy yours.

Call us at 1(800) 735-5422.

We Buy Houses For Any Reason And In Any Condition!
Call us Today. 1(800) 735-5422
SellCash HomeBuyers - Your Local Home Buyer.

We can get all the information and answer all the questions you may have with a simple phone call.

And if your house qualifies, we could sit down at your kitchen and talk over the details as soon as tonight.

We'll explain everything in plain everyday English, and answer all your questions.

We'll talk about several different ways that we can buy your house, including with all cash.

And if you like what we have to say, we'll shake hands, do the paperwork and you'll have your house sold quickly and easily.

Contact Us Directly Now So We Can Begin Gathering The
Information We Need To Create A Fair Offer To You!

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SellCash HomeBuyers - Your Local Home Buyer.

You'll be treated honestly and fairly, and if we can't help you, we'll look you straight in the eye and tell you so.

And we'll still shake hands and part as friends.

Of course, even if we can't buy your house, we'll give some great ideas about other ways you may be able to sell your house.

For more information visit us online or call us at 1(800) 735-5422

We're Always Looking To Buy Houses!

Call 1(800) Sell4Cash that is 1(800) 735-5422 for a fast fair offer.

Best of Success,

SellCash HomeBuyers

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