



The 9 Tool Bundle

Ingredients

To The Secret Sauce

Every Master Investor Must Have

GREGORY DOWNING PRESENTS
LEGACY unleashed Series

Building Investor Database Script

Hi, my name is _____

I represent _____

Our investment company buys and sells real estate. We are reaching out to investors today, looking for ways we can work together and create win/win situations. We represent over 30k other investors throughout the USA and are experts at finding properties at a discount. Would it be okay if we ask you a couple of questions?

1. I noticed that you bought a property, all cash, (on this date), and the purchase price was (\$\$\$).

2. Is your company looking for any inventory?

3. *What kind of inventory are you looking for?*

4. *Is there a price range that you focus on?*

5. *Are there specific neighborhoods that you are most interested in?*

6. *Do you have any current inventory that you would like to liquidate?*

7. *Do you ever sell property with seller financing?*

8. *Would you consider a joint venture partnership?*

9. *Do you do any private lending?*

10. *Do you have any investor friendly money sources that you would like to share?*

11. *If I find the right property for you tomorrow, how soon could you be ready to make a move?*

12. *Would you be paying all cash?*

FSBO SCRIPT

Hi my name is _____. We are real estate investors and I represent _____ . During the next 24 months our company intends to purchase \$10 to \$12 million in real estate. I'm calling to get some information about your mobile home, single family home, apartment building, etc. What wonderful things can you tell me about it?

(See appropriate questionnaire to be filled out.)

I'd like to verify your asking price. _____ (response) Sounds pretty good. As Investors we like to purchase properties 1 of 2 ways. We will pay close to full Fair Market Value with seller financing or we can pay all cash and close quickly behind fair market value.

(You will get two responses at this point. 1st what do you mean by seller financing....no I'm not interested in that and 2nd the owner will then ask about the all cash offer.)

Before I can make you an all cash offer I need to ask you a few more questions. First, do you have an existing mortgage on the property. What is the approximate balance, how much are your payments, and what is your interest rate?

(Once we have the answers to these questions we can discuss the price. Sometimes when asking these questions the seller may ask why we want to know.)

As you know I represent (state) real estate corporation. They require I fill out this form. Once the form is complete we can normally give you an offer in writing within the next 24 hours.

(In almost every case the sellers will answer the questions now. We can now move on to discuss price.)

You verified the asking price on this house to be at \$_(ex: \$200k)_. We have the ability to pay all cash and close quickly. What is the very, very least you will take for the property? Let's say they reply, \$_(ex: \$190k)_. Then we would say, Hmmmmmmmmmmmmmmmmmm, you mean if I offered \$_(ex: \$165k)_ to \$_(ex: \$170k)_ right now you wouldn't take it?

(You will get one of three responses: I'll take it, we could talk about it, or absolutely not. In all three cases our response is the same!)

I need to do a little bit more research on this property. I'd like your email address --- be prepared to see a couple of different options from us in the next 24 hours.

Last question, am I safe to assume that once you sell this house you would be buying another home?

MOBILE HOME FSBO SELLER QUESTIONNAIRE

Name _____
Property Address _____

Phone number _____
Asking price _____

1. How many bedrooms?
2. How many bathrooms?
3. What is the size (or square footage)?
4. What is the year of your mobile home?
5. What is the make/model of your home?
6. How long have you owned your home?
7. On a scale of 1 - 10, how would you grade your mobile home?
(For example...if they say 7, you would ask, "What in your opinion would it take to make it a 10?") **(LISTEN CLOSELY)**
8. Have there been additions added to the home? (new rooms, patio, garage, etc.)
If yes, who completed them? Were permits pulled? __Y __N
9. What kind of roof is on the home? Any leaks? __Y __N
10. How is the home heated and cooled?
11. How old are the heating/cooling units?
12. What is the cost of taxes and insurance? Included in mortgage? __Y __N
13. Is the home in a mobile home park or on private land?

PARK

- * Is the park age restricted?
- * Is the park deed restricted?
- * How much is the lot rent?
- * What is included in the lot rent?

* Are pets allowed? __Y __N

Weight restrictions? __Y __N

Breed restrictions? __Y __N

* Any other restrictions? (Some parks don't allow motorcycles, scooters, etc.)

* Does the park require a background and/or credit check?

* What amenities are provided by the park? (pool, playground, clubhouse, etc)

14. Why are you selling? (If in pre-foreclosure refer to pre-foreclosure questionnaire)

15. How long have you been trying to sell?

16. When is the earliest you can move?

17. What will you do if you don't sell your home?

18. When is a convenient time for me to visit your property?

19. Is there anything else I should know about the property?

FSBO SELLER QUESTIONNAIRE

Name _____
Property Address _____

Phone number _____
Asking Price \$ _____

1. How many bedrooms?

2. How many bathrooms?

3. What is the square footage of your home?

4. What is the construction type? _____Cement Block _____Wood _____ Brick

5. What year was your home built?

6. How long have you owned the home?

7. On a scale of 1 - 10, what grade would you give your home (For example, if they say 7, you would ask "What, in your opinion would you have to do to make it a 10?")
(LISTEN CLOSELY)

8. Have there been additions added to the home? (new rooms, patio, garage, etc.) If yes, who completed them? _____ Were permits pulled? _Y____N

9. How old is the roof?
10. How is the home heated and cooled?
11. How old are the heating/cooling units?
12. What is the cost of taxes and insurance? Included in mortgage?___Y__N
13. Is there a homeowner's association?_____Y_____N HOA Fees \$_____
14. What is the lot size?
15. Why are you selling? (If in pre-foreclosure, refer to pre-foreclosure questionnaire)
16. How long have you been trying to sell?
17. When is the earliest you can move?
18. What will you do if you don't sell the property?
19. When would be a good time to visit the property?
20. Is there anything else I should know about the property?

Assessment of Needs and Script when talking to prospective buyers that call from your Mobile Home ad

Thank you for contacting us about our Mobile Home ad and 0% interest program.

Remember the MH ad states mobile home buyers wanted. The ad does not imply that we own a mobile home. Rather, it states that we are looking for buyers.

(A) if caller is adamant about knowing what MH's we have in inventory at this time, kindly state that we have no MH's available at this time, but are in the process of replenishing our inventory. Then simply say, "Please allow me to take your information and we will call you as soon as we have a MH that fits your needs."

(B) If MH buyer doesn't ask about inventory simply say, "Please allow me to take your information and we will call you as soon as we have a MH that fits your needs."

Whether A or B above you are now ready to proceed to the following questionnaire:

1. How many bedrooms do you need?
If caller states that he/she needs 3 bedrooms, ask buyer if they would like a call if we have a nice 2 bedroom available.
2. How many bathrooms do you need?
3. How many cars do you have where parking is needed?
4. How soon would you like to move?
5. How much are you currently paying monthly for housing?
6. Are you interested in our credit repair program?
7. Do you presently rent or own?
If caller owns – Ask why they are moving.
If they are currently in a foreclosure situation be sure to tell them that our company specializes in working with people in foreclosure to find win/win solutions.
8. Where are you currently employed?
9. How much do you make monthly?
10. Are you married or single?

If the answer is single – ask, “is there anyone else who will be involved in this decision?”

If married or if someone is involved in the decision ask about -- Where they work and how much they make?

11. How much can you afford monthly?
12. How much can you afford to put down?

Thank them for their time and let them know that you will be in touch as soon as you have a mobile home that fits their needs.

If at any time during the call – the caller objects to the process remind them that you represent a real estate investment corporation and you are required to fill out this form. Remember, you are in control of the process. If the caller doesn't want to play by your rules – we will find the buyers that do. Even if the prospective buyer doesn't want to answer all of the questions, they still might be a great prospect. Therefore, take the information that you can get and add them to your database.

Buyer – Renter – Lease Questionnaire

- 1) How many bedrooms do you need? If caller states 3 bedrooms, ask buyer if they would like a call if we have a nice 2 bedroom available.
- 2) How many bathrooms do you need?
- 3) How many cars do you have where parking is needed?
- 4) How soon would you like to move?
- 5) How much are you currently paying monthly for housing?
- 6) How much can you afford monthly if you would be able to own or have an option to buy?
And
- 7) How much can you afford to pay down if you would be able to own this property? or Do you have money set aside for security deposit etc.?
- 8) Do you presently rent or own? If caller owns – Ask why they are moving?
If they are currently in a foreclosure situation be sure to tell them that our company specializes in working with people in foreclosure to find win/win solutions.
- 9) Are you interested in our credit repair program?
- 10) Where you are currently employed?
- 11) How much do you make monthly?
- 12) Are you married or single? If single is there anyone else involved in your decision?
- 13) Where does your spouse/partner work? How much do they earn?

OTHER NOTES:

Bird Dog Script:

Hi my name is _____ I am a real estate investor. I buy fix and sell houses. I help people who are behind on payments, facing foreclosure, divorcing, recent death in family or job loss. Do you know anyone like that now. If yes offer 1000.00 reward if you close on property. If No—how would like to make an extra 1000.00 a month for doing nothing except what you do now listen and talk. If you come across anyone who is behind on payments, facing foreclosure, divorcing, recent death in family or job loss get me there information and when I close on the property I will give you 1000.00. get phone number and email address