<u>Buyers Script (DTB)</u>

This buyer script is to be used ONLY after you receive a signature on your option agreement between you and the seller. At this point you will be able to now share property and seller information with the buyer. I will break down the exact things to consider ensuring you get paid an “acquisitions fee” directly from the buyer at closing. Allowing you to make anywhere from $3500-$20,000. This step-by-step process will require using REVERSE WHOLESALING where you already have the buyers' buy box information to bring them a good deal. If you want access to “buyer leads” please join the Skool community for more information.

Wholesaler: Hey (<u>Buyers Name</u>), I have a deal in (State, Zip Code) and say. Do you want more details.

Example: Send Initial SMS

New Lead Alert: Philadelphia PA 19140

Want More Details?

Buyer: Yes, I am interested. Send more details.

Wholesaler: Okay, cool, I will send more details. Please confirm your email address so I can share the property and deal details.

When they agree for more information, you will be required to use the “Buyers Email Template” on exactly what information you need to send to them to help them see everything they need to know. Please see the Templates and Scripts section and research “Buyers Email Template” for more information.

Buyer: Im not interested. The deal does not fit my buy box.

Wholesaler: Okay thanks, I will catch you on the next deal. Ill will keep you updated.

<u>Buyer Is interested in Deal</u>

This will take place only after you send the buyers the property information, and they wish to go see the property in person. This is when you send your “Finder's Fee Agreement”.

Buyer: I'm interested in seeing the property, what next?

Wholesaler: Great, I can set up an appointment with the seller and find a time and day that works for you. What works best?

Buyers: (Notifies you of time and date)

Wholesaler: Cool thanks, next I will be sending you a buyers acknowledgement agreement or my finder's fee agreement that states you acknowledge that you will notify title or the closing attorney that a portion of your funds will cover my finder's fee if you decide to move forward with the deal and wish to purchase after your inspection clear. The finder's fee agreement will expire after 30 days, becoming null and void if you find you are no longer interested in the deal.

Buyers Not Interested in Signing Agreement After Inspection

You already have an option agreement with the seller that protects you for having equitable interests in the property and helping them find a buyer, you can thank the buyer for their time and connect the deal to another buyer on your list or connect with the group admin from AutoClose REI to utilize the buyers we have as alternative options for your deal or support you in other Dispo options.