

Sellers Script (DTS)

This seller script is the exact lay-out or structure when we connect with a warm lead from one of the provided resources you receive daily from AutoClose REI Skool group admin. If you do have access yet, please join our Skool community to gain access to seller leads.

Wholesaler: Hello, is this (seller's name), are you the owner of (subject property)?

(Wait for the response)

Seller: Yes, that's me, I am the owner of (subject property)

Wholesaler: Awesome, so my name is (wholesalers name) I am local to your area, and I came across your lead from one of my marketing companies who finds leads for me and I am interested in buying some real estate.

Your outcome of the conversation to get as much information as possible about the property and collect the information that comes from using the 4 pillars of motivation:

1. Asking Price
2. Does The Property Need Repairs
3. Why Are You Selling
4. When Do You Wish to Sell? (Must Be within 30-45 days)

Once you collect the information needed to send a option contract, say the following lines to help you get the signature from the seller.

Wholesaler: Well, thank you for that information. So, this is how my process works working with you. We typically send you what's called an “option agreement”, this allows us to send your property details to our underwriter who will run a title search, look at the market conditions and help us see if this is really a good fit for us based on your asking price. I just need you to text me your email address, so I don't misspell or delay the process. The standard property evaluation is non-binding and only takes 3-5 business days for us to accept your asking price or make a cash offer for your property.

Common Rebuttals:

What is an option contract?

An option contract is just a chance for us to get permission from you to run a property analysis, title search and to send your ownership and property details to our lender to see what we would get approved for and how much we need to pay out of pocket in cash if we do not get approved for 100% funding.

Can I accept other offers?

Yes, our process is a simple 5-day evaluation period where you can still accept offers from other buyers with no obligation or restrictions. If after 5 days we do not respond for whatever reason, the contract becomes null and void. And if we come back with a number after 3-5 days, that fits our budget and your asking price. We would just move forward with an official purchase and sale agreement and be able to send someone out to verify the conditions and submit the necessary EMD to tile and start the closing process.

Seller: If the seller says 'No' I am not interested in selling.

Wholesaler: Okay, thanks for your time and if you change your mind in the future or know someone who might be interested, you have my contact information. And I wish you a good day or a good afternoon.