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The Deal Closing

SELLER SCRIPT

It is SUPERRRRRR important that you know WHAT to say to sellers once you get them on the phone.

The last thing you want to do is screw up a potential **DEAL** because you asked the wrong question.

I've been there!

Seriously, I have lost more deals than I can count because I bumbled around on the phone and never got to the Seller's PAIN!!!!

Thank goodness you won't have to suffer through the same mistakes I made in the beginning!

:-)

The first step is to let the Seller know that you are someone they can TRUST.

How will seller's know they can trust you?

LISTEN to their problems!!!!

YES! It's that simple.

I want you to LISTEN to them tell you all about their family drama, their problems with tenants and their dream life once this property is GONE!

So, how's the best way to open a conversation with a stranger on the phone and get them to trust you immediately?

Be yourself!

Be that same warm, caring, compassionate girl you are when your BFF calls with a crisis.

Be that same warm, caring, friendly woman you are when someone in the church needs a shoulder to cry on.

Be that same warm, caring, fun MOM you are when your teenage daughter needs a patient life lesson.

THAT is the Proverbs 31 woman who makes the BEST real estate investor.

You already KNOW how to be her... so let's put a real estate spin on the conversation, ok?!

You: "Hey there! I was calling about the property you have on Zillow under For Sale By Owner?"

Them: "Yes... how can I help you?"

You: "Awesome. I see that it's 3 bedrooms and 2 baths... are there any half baths?"

Them: "No two full bathrooms."

You: "Awesome. I see that it's 3 bedrooms and 2 baths... are there any half baths?"

Them: "No two full bathrooms."

You: "ok cool. This place looks great. Really solid shape for it's age... do you know what year it was built in?"

Them: "No not really but I was born in 1959 and my parents lived in it until 2010 when Dad passed and mom moved into my house."

You: "Oh dear I hate to hear about your dad's passing. Has anyone been living in the house since 2010?"

Them: "Well my brother's kid lived there until he got caught dealing drugs to high school kids. Then my neighbor's grandson lived there until he got married. Then my kid thought about moving in but it was too far from his college so it's mostly been empty for the last couple of years."

You: "Oh ok. That happens a lot with family houses. About how much do you think it's worth?"

Them:

"I really don't know to tell you the truth. Mom's living here at my house and we'd really like to add her a wing or suite with a handicap ramp so she's still kinda independent. The estimates came in around \$150,000 so we want at least \$125,000 from her house. She has some savings we can use. I have the power of attorney over her living situation and such."

You:

"That sounds like a plan to me. Has anyone made you any offers already?"

Them:

"Some joker told us that it was only worth \$75,000. I told him to take a hike."

You:

"Yeah some people will try to lowball you for sure. Are you available for me to look at it tomorrow? I'd really like to make 3 offers on the house."

Them:

"Tomorrow won't work but I'll be over there on Saturday mowing the yard. 10 am?"

You:

"Great! I'll see you then. Anything else I should know about the property?"

Them:

"It is a bit dated but I guess you can see that from the pictures. Otherwsie, I'll see you on Saturday!"

You:

"Awesome. See you Saturday!"

There were LOTSSSSSS of fun things in this conversation that get me excited.

- 1- It's Mom's old house which usually means IT'S PAID OFF.
- 2- Nobody has lived in the property in years!!!
- 3- We found it on Zillow without an agent involved!!!!

YAYYYYYY!!!!!!

Those things make me excited because I have three rules when I buy a property.

Want to know my top three rules for real estate investing?!

Here it is!

1 The house needs to be current on payments or free and clear. I do not deal with foreclosures or anyone behind in ANY amount because it is a paperwork nightmare and their motivation to cooperate with me is teeny tiny.

2 The house needs to be EMPTY. I want dust bunnies and cobwebs. No people or animals. VACANT properties are so much easier to deal with because moving takes time. Also when a house is physically empty, the people have already mentally and emotionally detached themselves from the process of selling it.

3 I am a real estate agent. However, 98% of agents have NO idea how to structure a creative financing deal even though they technically had to pass a section on their exam ALLLLLLL about this stuff. Agents are the last people I want to deal with because I don't need them. It's like one giant game of telephone and they always kill the deal with their uneducated and uninformed opinion on the property. #noagentsallowed And I don't charge a commission which usually makes agents lose their minds because they don't know how else to be compensated.

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There are LOTS of variations to these conversations. I reveal my secrets to talking to sellers and getting your **First Deal Done Fast** in this [free training](#).

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