

From Page 191 In Profit from Real Estate RIGHT NOW!

Here is an editable version of the script that asks for information robotically.

Modify it as needed, paying special attention to the sections in **RED**, and use it to attract the exact buyer you want.

Hi and thanks for calling. I've got a **gorgeous** house in **(the name of the city/town)** and I'm willing to work with you to make you the proud owner, at an extremely low price in comparison to all homes like it in the surrounding areas.

If you've tried to buy a home before and were turned down this may be a great opportunity for you. With our unique system I may be able to help you get approved.

If you have a great credit or are pre-approved already then you still want to listen to this message and leave your information at the end since this is an insane deal that you will not want to miss. But if you have been denied or told your credit score was too low, or that since you are self employed you can get a loan. Or a number of other factors then you will surely want to continue listening. We may certainly be able to get you and your family in to your owned home when others can't.

In a moment I'll describe the house and give you details about how you may qualify to own it, **and give you a website address where you can see pictures**. But before I do, let me be completely transparent with you and tell you why I'm offering this house at such a terrific price.

First of all, I'm not using a realtor, which has allowed me to drop the price thousands below its appraised value. That's like giving you instant equity! Secondly, the market is slow right now. That means it could be a while before the house is snapped up under regular conditions. Frankly, it's far too nice to be sitting there empty. I'd like to make sure someone does enjoy it.

Last but not least. I want to do my part to make the dream of homeownership a reality for someone who has really been trying to make it happen.

Okay, so now you know why I'm making you such a great deal, now let me describe the home.

THE BELOW DESCRIPTION IS ONE I USED ON A PROPERTY I BUILT, OBVIOUSLY YOUR DESCRIPTION WILL BE UNIQUE, BUT THIS IS A SAMPLE OF WHAT TO SAY AND HOW TO SAY IT.

As you pull up to the house, the professionally done landscaping accents the color and trim of the house. The front porch is lined with eight smooth columns that give the home a very regal look. You pull down the driveway to your 2 car garage with a door for each bay. Once inside the 2,200 square feet home, you'll see it is beautifully painted. There are 3 spacious bedrooms with closet space and nice windows, and you won't have to fight you kids for bathroom time with the homes 3 full baths. That's right, not half or 3/4's, 3-full baths.

It doesn't stop there. You also have a den with the same beautiful Brazilian cherry hardwood floors that fill the rest of the home, except of course for the bathrooms and laundry room, which I've attractively floored with high grade tile.

If you like food, you'll love the kitchen. I've filled it with top of the line stainless steel appliances, upgraded cabinets, a gas stove, and plenty of counter and cabinet space.

To make sure you get the warmth you need, I've installed a gas hot-water heater, and gas furnace, and in the summertime you'll keep nice and cool with the central ac. Moving outside through pane styled the arcadia doors, you'll step out onto a spacious big deck, where you will spend many hours enjoying the fresh air and a terrific view.

Let me tell you, this will make a beautiful HOME for someone. It is a really nice, high quality house and I'm only going to ask \$XXX,000 for the house- which is a killer deal!

Now, if you are interested I want you to know that I have some top notch pros that could get you qualified for this home, under good terms with no funny business, even if your local bank has said no. You see each and every bank has its own set of criteria that can get you approved. If you work with just one bank you have to go by their rules. When you work with a professional mortgage broker who has relations with many banks and

knows many different lending options, your chances of getting a loan rises dramatically. Well we have the best of the best standing by ready to use his knowledge to get you in a home of your own.

Like I said earlier, if you have good credit or already preapproved and you simply want to get a killer deal on the house listed, then leave your name and contact information at the end of this message and I will get back to you right away.

On the other hand if your credit is not the best or at least you were told that, or you have been recently turned down for a loan or have very little down payment money then take a listen to this real quick. We may be able to get you approved if you have (Here is where you could put minimum criteria of you want to given to you by your mortgage broker) You will need a credit score above 620 (if you don't know it then call us), you will need to be employed for at least XX months and have at least 10% to put down.

If you think you are even close to these standards then make sure to leave your name and information because trust me you don't want to miss out on this house..

One last thing, if you think with a little help your credit score could be improved then also leave your information and your situation at the tone and we will get back to you if we think we can help you reach your goals.

Now if this sounds interesting, and without making any commitment, what you need to do next is simply leave your name and contact phone information at the end of this message.

Speak slowly and clearly, spelling out any unique names, or email addresses, basically anything that might be difficult for me to spell, and I'll make sure you are called back within 4 hours.

There is absolutely no obligation by leaving your information and I will keep your info strictly confidential. I will only to contact you back to communicate with you about the home.

Oh, one last thing, if you have Internet access, you can go to www.yoururlhere.com to see photos of what your potential new home looks like (if you have a web site set up).

Thanks for calling and I look forward to speaking with you soon.

This is (Name) wishing you the best.

Now this audio message can be tweaked to fit just about any type buyer you are looking to find. You can get real specific or leave it a bit more generic and explain the details on the phone.