

Best Flipping Team

Training Module 2

This training covers the most essential part of the business. Finding a deal part 2! We cover all avenues of marketing and discuss which methods are working best in today's market.

Every week we give an easy way to market and find a deal. How to get a deal fast that doesn't involve spending much! This week's tip: Find a bird dog. Could be an Uber driver. Friend, family member, pizza delivery guy, door to door salesman, anyone really.

We always want you to remember that you do have help!

Things to remember every week:

This is designed for you to train your people, many people have the end goal of being the money partner and having a team to handle every piece of the business. Once it is set up, this makes the most money in the least time.

This business is for you to have free time.

This is designed for you to work less and have more.

We always want to remind you of the "three places you could be" Anxious to find a deal, patiently tuning in and doing assignments, or lastly "You waited til the end and you are reviewing all of these together". Any one of these is fine, as long as you get into action.

This will take time and effort to get there.

In many cases you will be better off to do all the training and do the deals yourself at first, you are more likely to be the most committed to the process since you are leveraged.

In many cases you'll be better off to hire someone right away because it saves time, but realize the team member often times is not as leveraged as you. You have to decide and analyze that risk on an individual basis.

Weekly Reminder: Basic wholesale- Wholesaling is a niche in real estate that is 100% investor based. You are finding deals as investments at low, low prices and then "flipping" them to other investors (usually fix and flippers or landlords). Your goal here is to buy at wholesale prices and "flip" them to your investors at prices that are still below market value, leaving the majority of the profit for them. The golden thing about wholesaling is that you are making your money almost INSTANTLY, in most cases without ever owning the property. You do not need to use your own money or your own credit to make BIG profits on these deals

Weekly reminder 2: If you have enrolled into a training that has the network, then you have access to the network. You can use wholesalers in the network. A good goal for a wholesaler should be to set a goal for 2-3 deals within three months. Remember to email the office if you need to utilize the network. We reach out to the various people in the network that could fit your needs or we do a blanket marketing campaign for you inside the network (whichever way is most appropriate) and then get back to you with the response.

You should have a call rail number set up. If this is your first week on board, you may have to check your email and get set up. This is the number that you get set up for all of your marketing. We give you call scripts and common objections that we have developed over the past 17 years. These scripts are perfectly tailored to explain and demonstrate to the seller why it makes sense to sell their property to you. This call script works extremely well and you can rely on them.

Things to know about yourself. You are a cash buyer. With our network and support you have the ability to write offers as a cash buyer. In most cases what that really means is that you do not write your offer contingent on financing. You do not care about the condition of the home. You do not care about appraisals, you do not need inspections that are required by lending institutions. They have nothing to worry about! Roofs bad, floor is bad, bathroom is missing? That is all acceptable. Many sellers have been involved with a buyer that needs to appraise and inspect the property and after a lengthy time period the buyer backs out due to an appraisal coming in low, or inspection comes back with lists of repairs

that ruin the deal. Always remember to tell them they do not pay any realtor fees or closing costs. Title insurance, doc stamps, closing fees any and all of it. You will make it so whatever you offer, that's what they walk at closing with! No math! You offer \$110,000 that's what they get! This is very enticing for sellers.

Live calls: see transcripts below

LIVE CALL 1- SCRIPT

buyer 0:14

Hi, thank you for calling higher offer this is Phyllis

seller 0:16

hi Phyllis, my name is Joe. I'm calling I got a solicitation from you in the mail about buying houses. I have a house in Port Charlotte, that I am interested in talking to somebody about purchasing.

buyer 0:34

Okay, perfect. It's just to get to get disconnected you're just the best number to put through your contact information.

seller 0:40

Yeah, it's my cell phone that I'm calling.

buyer 0:45

Okay, perfect. And can you just verify that really quick. Okay. And what made you call us today.

seller 0:55

solicitations s for calling me back and I live in New York so that house down there is a kind of a vacation slash rental type of a thing. I get these solicitations in the mail all the time, we're in a position right now where we're thinking about buying a property, closer and looking at these things as they can already worth finding out.

seller 1:25

We'll get about five minutes and I can just ask some questions about property. Okay, perfect. After that I'll just let you know what your options are and you can let me know what you'd like to do you know if you feel like you don't want to take any kind of next step after that, you know, that's okay too. Okay.

buyer 1:44

Can I have the full address of the property, please.

seller 1:47

gives address

buyer 1:47

So one thing. And he said it's one. And where would you like us to email our contact information to my email, just in case.

buyer 1:57

And what's the general condition of the house,

seller 2:02

exterior needs a little bit of work, interior is in really good shape are really high. And you said this was like a vacation rental house of yours is that currently occupied. So somebody in there right now and one of the reasons I'm calling right now is we're going to be there next week. So if you want to take a walk through the house, we'll be down there. We've got renters in there for about a month after next week.

seller 2:36

Okay, and they're just like seasonal renters that do like weekly winter type thing

seller 2:41

you got it. Yeah.

seller 2:45

And how many bedrooms and bathrooms, do you have there

seller 2:49

three bedrooms, two baths

seller 2:53

and you have a garage or a pool.

seller 2:56

No pool, or there's a single garage and there's a carport on the light side of the laundry.

seller 3:10

I like out there in the carport area is that inside.

seller 3:15

it's inside it's behind the garage. Okay, great.

buyer 3:20

And how long have you owned the property.

seller 3:31

2009

seller 3:35

again under the age of the roof and the AC.

seller 3:41

T A year after we were there.

seller 3:45

The roof was replaced after the hurricane

seller 3:50

Okay, so maybe like 2005 or six.

seller 3:56

Okay, perfect. Is there anything else about the house that maybe stands out or any like special features that you think I should know about

seller 4:04

the backyard is fenced in new carpet in the living room, and foyer, last year. All the things, everything is up to date is intended for custom built by the previous owner, everything, everything counter tops will probably need to be upgraded but the cabinets are custom built for the house crown moldings in every room to walk in shower and then after interior that they be turned in really good shape. contracts. I pull my hair out, because every time I go down there and come out, some of them come out, who

seller 5:00

honestly we have the same exact issues and we do that for a living so know as far as, you know, updates on the inside, have you like updated the bathroom. Within the last couple years are they more like original to the house.

seller 5:20

Probably original to the house but we haven't updated them because there's no need and the fixtures are all great. Like I said, the tiled bathroom. And that to the pile tougher. But there really hasn't been a need for.

seller 5:36

Okay. And your carpet isn't like a mix of carpet and tile for a while, or is it carpet endlessly

seller 5:40

its carpet through it to the kitchen and dining room is. And then of course the bathroom. Other than carpeting. Okay. We just put new carpet in the living room in the main foyer, last year.

seller 6:03

Okay. Well, it sounds like a property we might be interested in. Why are you thinking about selling it.

seller 6:09

We're just looking at, possibly buying something closer to the gulf , we bought the house when the market was down I knew nothing about the west coast of Florida. And we looked at several houses. And just, just really really good condition to the place and we weren't allowed to bring them down and we just kind of get a little bit closer to the water.

seller 6:36

Okay. So, are you looking to do this in any sort of specific timeframe Are you wanting to do it when you're down here or does that does that matter to you

seller 6:56

in terms of purchasing?

buyer 6:58

yes

seller 6:58

we have renters here until the until late March, so we will be certainly interested in time after that.

seller 7:23

Okay, that's doable I mean we can typically close within two weeks, up to a couple of months. You know, we try to tailor the specific you know to their situation and what you're looking to do so. That should be fine. Now if we do buy the property what we need to pay off any taxes liens, or mortgage.

seller 7:42

no

buyer 7:55

Okay. Gotcha. Now I haven't done my research yet. Do you happen to know what houses in that area are selling for.

seller 8:02

i dont , we were offered 125

buyer 8:41

Okay, so when they offered you 125 Is it were you guys happy with that or did you turn it down, still on the table.

seller 9:10

to consider basically selling goods and all the furniture and everything in it there's a few things. First of all, we're going to want to get out of there.

seller 9:21

Okay, now.

seller 9:26

That's something.

seller 9:29

Okay, now is that 125 offers up to the lowest that you would consider selling it for is that negotiable

Unknown 9:37

If I went any lower I'd want to know why, you know, otherwise no worth it

seller 9:46

Okay, perfect. I mean, it sounds like a great property, it sounds like you know there's some value add potential there, you know as far as your situation doesn't sound, you know, desperate or anything but is this something that you guys have been thinking about for a while trying to get something a little bit closer to the Golf is that like going to be a retirement house for you or.

seller 10:09

Okay. We're both in our early 60s. We've got two kids who are all married and starting to have children so it's like, no, let's not if we're not there full time and let them go down and attitude vacation kind of again.

buyer 10:30

Okay, well I mean.

seller 10:36

Oh go ahead

Unknown 10:37

So just. This is something we've been looking at in terms of us, looking at other opportunities, real estate wise we've been looking for the last couple of years whenever we go down there we look at different places that are for sale close to the water. vacant lots that are for sale that we could build on and that sort of thing. So this isn't something that we just thought of last week, we've been working with this for a while.

seller 11:02

Gotcha. Okay. So if we are able to purchase it. are you guys planning to, you know, start looking or is the sale not really contingent on you guys looking at the next place.

Unknown 11:14

So not contingent on getting something else if there's a break in between, or something we can deal with.

seller 11:26

Right. you're up in New York so

seller 11:28

yep

seller 11:30

okay the wall. I mean, is it okay if I just kind of tell you how we work and if you think we might be able to help you know when you're down. Alright, well next week we it sounds like it might be a good time for us to kind of meet in person and you know take a look at the house.

seller 11:42

yep

buyer 11:44

Higher offer for your home it's actually Florida's leading wholesale home buyer so that means we are not retail buyers we do offer you know time and convenience for a discounted sale. We do close quickly. We pay cash, and you don't have to do any repairs on the house. If you did want to sell it completely furnished. That's not something that we necessarily care about but we do make it where you don't have to clean it out. Like we get to the point where we do clothing and you're just like, I just don't want to deal with, you know, moving all that stuff or selling it. We don't mind having a house, you know, it can be full of junk, that's not something that necessarily matters so as far as that goes, it could, you could call it maintenance or, you know, that's something that we can discuss later. We also pay all the closing costs so there's not any fees that you're going to incur there's no, you know, out of pocket expenses. We don't charge commissions or realtor fees. So, in pretty much the net number that you walk with. And, you know, we're not able to buy every house we look at obviously so you know just based on what we do. Does it sound like it would make sense for us to come out next week when you're down.

seller 12:52

Yeah.

buyer 12:54

Okay. Do you already know, like your timeframe for when you're going to be down here.

Unknown 12:58

No we're coming down rolling and be there for a week or coming down on Sunday and meeting the following funders so I want to try to do something either on Tuesday or Wednesday.

seller 13:12

Yeah, we can do that let me put my calendar here. You know, I mean one second.

seller 13:20

So next Tuesday.

seller 13:24

We have open so we could do something in the morning or afternoon, whichever you prefer.

seller 13:31

What time would you be available in the morning.

seller 13:34

We could do something around 1030.

seller 13:37

Okay, how long would you need to be at the house

seller 13:41

there pretty short appointments, you know, depending on if you have a lot of questions they could go longer but typically they're about half an hour,

seller 13:47

we'll probably do 11 o'clock.

buyer 13:48

11 o'clock at night but this down so 11 next Tuesday, which is. Okay, and lunch give you my number, oh yeah sometimes right but they have my direct number I just didn't need to get with me last night for one. Look. Yeah, when I got here for next Tuesday at a woman, you're actually going to be meeting a buyer His name is Fred, and you know the whole purpose of him coming out is just so you guys can have a conversation figure out whether or not you know we'd be able to help you. And he'll assess the amount of work that he thinks he could do to the house and just based on that number, he'll be able to actually make you an offer that day so he'll have all the paperwork ready to let you guys agree on a price you can sign the contract that day so we make it pretty simple for you

seller 13:51

Awesome. Okay, so like I said looking down on Sunday so if anything changes if you need to return on Monday. You can do that we've got my cell phone number.

seller 14:53

Yes, sir.

seller 15:03

All right, I appreciate it. Do you have a weekend Safe travels We'll see you next week.

seller 15:09

All right, bye.

LIVE CALL 2 SCRIPT

buyer 0:14

Hello this is crystal higher offers.

seller 0:17

Yeah, I got a card in the door about selling my house.

buyer 0:23

Yes sir who don't have the pleasure of speaking with.

buyer 0:29

Okay, perfect. And she has we're a local home buying company we're looking to buy some homes in your neighborhood right now. What's the property address. Can you spell the street name for me. Yeah, me. Okay, perfect. And can you tell me a little bit about the property George

seller 0:47

was originally a three bedroom, one bath shower, toilet sink, and we took the garage and turned it into a room,

seller 1:02

going out.

seller 1:05

Everything's in great shape kitchen was done over a

seller 1:10

fenced in yard. Big shed.

buyer 1:20

And he said he redid the kitchen Did you do that with what cabinets and granite countertops

seller 1:26

cabinets all wood

seller 1:30

countertops, the only thing we didn't use the countertops,

seller 1:34

have some granite, but some is the original.

buyer 1:39

Okay, perfect.

buyer 1:43

And what about the bathrooms Did you update those at all.

seller 1:48

Yeah, sort of like you know with new, new

seller 1:53

vanity pans, you know, stuff like that but everything's in good shape.

seller 1:59

tile,

seller 2:02

a tile throughout

seller 2:04

the house No, it's wood floors, like laminated wood, when you come in the front room and the kitchen is tiled and the back is laminated wood bedrooms carpeted.

seller 2:19

And the garage tiles.

seller 2:25

And like a family room.

seller 2:27

Yeah, well we use it as a playroom because we're raising our niece, so

seller 2:35

she'll be six. February.

buyer 2:39

Nice I have a seven year old.

buyer 2:43

Yeah. And that's the best number to reach you, oh sorry yes it is a good age is a fun age. What's the best phone number to reach, George.

buyer 2:51

There's no no for one. Okay.

buyer 2:55

So we did have plans on selling prior to getting my flyer or you just kind of wondering, we have

seller 3:00

talked about it because we raised our boys as well. You know we raised four boys in this house and they're all to a married, have a granddaughter. The two youngest the 25 so you know they're all out. It's just us too in the, in the baby is so you know we talked about downsizing maybe.

buyer 3:20

Nice. Would you guys stay in this area.

seller 3:24

I'm not sure. Right.

buyer 3:29

Now, if we were able to come to the price that you're looking to get a home I'm kind of timeframe Are you looking to close, but you need like 30 days 60 days more time.

seller 3:41

30 days, 60 days either one would be

seller 3:45

okay.

buyer 3:47

And do you have a mortgage on the property. Yes,

buyer 3:51

about how much do you owe George.

buyer 3:57

And everything is up to date. As far as payments are concerned.

seller 4:00

Oh yeah, never been late on a payment.

buyer 4:04

Okay, perfect. And what about the roof.

seller 4:08

I'll tell you the truth, I'm not sure I've been in this house 15 years so I know it's at least, but I don't know

seller 4:15

what kind of the leaks or anything like that. Okay.

buyer 4:26

George, I haven't done any research yet but do you happen to know what the homes are selling for in your area.

seller 4:31

Yes. Well, I guess the average price that I've been hearing is like 161 55 160 like around that.

buyer 4:42

And what would you guys like to get rid of home, if you were to sell.

seller 4:46

I really don't know.

buyer 4:51

Okay, well, George. Give me my

seller 4:54

corner around the world we're on the corner so we have the lights a little bit bigger and we have a beautiful view of the lake across the street in the parks right across the street.

buyer 5:04

Okay, Perfect. It sounds like a really nice house.

seller 5:08

It's deceiving it's a lot bigger on the inside than it looks, from outside everybody always says that it's a two house.

buyer 5:16

Yeah. Now, was the garage conversion permitted.

seller 5:20

No, but the door is still at from outside it still looks like a garage we put a window put a wall inside so from inside it looks just like a room. We put a window in the door and I mean it was all professionally done, but I mean if they wanted to change it back into a garage to simply put the tracks up, Take that sheet run from everything.

buyer 5:47

All right, perfect. Well, let me go ahead and give you my cell phone number George, I'm going to run some numbers, and then I'll go ahead and give you a call back and give your range and if it sounds good to you then we could come out and take a look at the poverty script. Okay. Okay.

buyer 6:07

That's area code 941.

buyer 6:11

And like I said I'll go ahead and do some research and I'll give you a call back, I would say within a couple of hours. Thank you. GEORGE It was great talking to you I'll talk to you soon. All right, thanks. Thank you.

LIVE CALL 3 SCRIPT

buyer 0:02

Thank you for calling higher offer this is Phyllis

seller 0:06

alright yes ma'am.

buyer 0:09

Yes, this is Phylliss.

seller 0:12

You left a note on my door about selling my home. Yes, Pam. And I'm seriously thinking about it.

buyer 0:24

Okay. And, um, is this the best number to put for you in case you get disconnected.

seller 0:30

Sure.

buyer 0:31

Okay, perfect. Got it. And what made you call us today.

seller 0:35

Um, well, my fiance and I are currently thinking about selling the house because he has one in Palm Springs, or West Palm Beach rather, and it's larger than this home. And I'm just, you know, with things, prices going up and everything. I just feel that for just to have one home would be better.

buyer 1:04

Gotcha. Okay, that makes sense. Well, do you have about five minutes so I can ask you some questions about your property. Sure. Okay. after that'll let you know what your options are and you can just let me know what you'd like to

do and you know if you decide there's no reason to take any kind of next step after that, that's okay too. May I have the full address of the property, please.

seller 1:26

Sure it's 40 and that's important Charlotte. Yes.

buyer 1:30

Okay, perfect. And where would you like us to email our contact information to. Okay. Got it, okay. And can you tell me a little bit about the condition of the house.

seller 1:41

It's in really good shape. The only thing that right now. It needs is the air conditioner. The motor. For 780 some dollars. It needs to be replaced.

buyer 2:00

Okay. And how old is the eight air conditioning unit, if you don't mind me I'm

seller 2:06

not even 20 years. Okay.

buyer 2:12

Are there any other minor or, or major repairs that need to be done,

seller 2:16

just the pool hasn't been taken care of in a couple of about a month. And it's kind of green right now.

buyer 2:25

Okay, that's not a big deal. Do you have a fiberglass pool or a concrete pool, no it's a concrete, it's in ground with.

buyer 2:37

Okay. And how many extra

seller 2:39

It has an extra Lanai outside and closed with Windows screens, the whole nine yards. Oh perfect is that like something that's attached to the house, or. Yeah,

seller 2:51

yeah. Okay.

buyer 2:52

Okay. Gotcha. And how many bedrooms and bathrooms Do you have three baths,

seller 2:57

three bedrooms excuse me and two baths. Okay.

buyer 3:01

And do you have to know how old the pool equipment is

seller 3:05

the I'm sorry.

buyer 3:07

Do you happen to know how old the pool equipment is.

seller 3:10

Ah. Oh, gosh. Not offhand. You mean the motor and stuff.

buyer 3:19

Yeah, like the pumps and the filter and all that,

seller 3:22

less than maybe eight or nine years old.

buyer 3:27

Okay.

buyer 3:29

And how about Do you know the condition of the roof like the age of it or the last time you replace it. I.

seller 3:37

The roof is the original roof.

buyer 3:39

Okay. Gotcha. How long have you on the property,

seller 3:43

eight years almost nine.

buyer 3:45

Okay. And you are living there right now, as well as your fiance, or it's just you living now

seller 3:51

just me and my two dogs.

buyer 3:53

Gotcha. Okay.

buyer 3:57

And as far as the inside goes. Have you done any updates to the kitchen or the bathroom within the last couple of years.

seller 4:05

I just painted.

buyer 4:07

Okay. Is there anything about the property. Gonna go ahead. Oh. Is there anything you know that stands out about the property any additional features that you think I should know about.

seller 4:20

No, the front windows are brand new. I just had those put in, and it's like a bay front windows. Here the drop down where you can pull them out and clean them and do all that.

buyer 4:36

Oh, very nice.

seller 4:38

And, I mean is replaced

seller 4:42

as hurricane shutters, all the way around. Except the front is the new ones where you just put the tarp over it, or the cavalry or over the windows for the hurricanes. Yeah.

buyer 4:58

Okay. Gotcha. And, and the only one The others are dropped down. Electric winds.

buyer 5:07

Okay. I mean, it sounds like a property we might be interested in. Why are you thinking about selling just to consolidate, you and your family houses are right. And, you know, it's getting kind of pricey for me to keep up. I'm also a widow. And it's just, you know, kind of pricey for me. How long have you been thinking about, you know, making this transition.

seller 5:38

Oh, maybe a year.

buyer 5:40

Okay,

buyer 5:42

well if you do.

seller 5:44

I haven't really you know gotten to that point yet. But when I saw your note I thought oh wow, okay.

buyer 5:53

Well good I'm glad you called I mean we definitely are in a position to, to help out. If you know if we are a good fit for each other. If you do decide to sell to us or anyone else would you like to do so within 30 days or 60 days sometimes further out.

seller 6:11

laughs if I could.

buyer 6:13

Less oh okay well that's definitely doable for us I mean we are very flexible as far as timeframes. We can close anywhere between two weeks, up to a couple months. And if we if we do buy the property. What do we need to pay off any taxes or liens or mortgage,

seller 6:32

the mortgage.

buyer 6:34

Okay, do you have a rough idea of how much is owed on it.

seller 6:37

120.

buyer 6:39

Okay. Well, I haven't done my research, yet Pamela over there in that neighborhood Do you happen to know what houses in that area are selling for here.

seller 6:48

The one next door so for 280, I believe, and the other one was 180.

buyer 6:59

Okay. So it kind of a range. Yeah, it's, it depends.

seller 7:06

the one next door they had a tremendous amount of work that they did on the property. So that's why it was high, you know,

buyer 7:13

gotcha. Okay,

seller 7:14

and. And so, you know, I do have an enclosed area for fence.

seller 7:22

You know, it's, it's a really nice home. It really is. But, gotcha. It's just costing me a little bit too much. And with my fiance. And I, you know, getting together, we might as well keep his home because he's got a four or five bedroom home.

buyer 7:39

Oh, okay. Well, that makes sense. I mean, it sounds like a great property, I mean just from what I'm understanding it sounds like

buyer 7:48

Now the one next door they had a tremendous amount of work that they did on the property. So that's why it was high, you know, gotcha. Okay, and. And so, you know, I do have an enclosed area for fence. You know, it's, it's a really nice home. It really is. But, gotcha. It's just costing me a little bit too much. And with my fiance. And I, you know, getting together, we might as well keep his home because he's got a four or five bedroom home.

buyer 7:41

Oh, okay. Well, that makes sense. I mean, it sounds like a great property, I mean just from what I'm understanding it sounds like you're considering selling it just to have less maintenance than sound like, you know, keeping up with the pool is maybe a little bit too hard and paying all bills and all of that. So, I mean, what's the lowest offer that you might consider for your property.

seller 8:06

I'm not sure right now.

buyer 8:08

Okay. I mean we do hear that sometimes you know, especially if it is the first time you've really considered, you know, selling it seriously. We find that most people do in fact have at least a minimum of what they think or a price range I would you know what number that is for you.

seller 8:26

I would say 160- 165.

buyer 8:32

Okay, is that at all negotiable.

seller 8:35

Maybe. Okay, I'll just say that because I'm not. I've never done it before. Right. I've never, you know sold a home or, or done anything like this before.

buyer 8:49

Gotcha. Well I mean it sounds like from what I'm understanding you have thought about selling for a little while now at least this isn't something that's like your first day of thinking about it.

buyer 9:02

You know it sounds like you.

buyer 9:05

Go ahead.

seller 9:06

I did, you know, call a realtor. A friend of mine and. But we haven't come to any agreements or anything.

buyer 9:16

Gotcha. Okay. Well, I mean, let me ask you this, I mean it sounds like you know we could add some value to the property perhaps do some updating. It sounds like you're taking very good care of the house, it sounds like a lovely house. And if we're able to, you know, close quickly. How would it make you feel if you were able to get to your fiance's house I mean is that something that is like a goal of yours you're excited about it or not,

seller 9:43

I am you know the only thing is he's in Cyprus right now. He's an architect and he's building a hospital there.

buyer 9:51

And wow,

seller 9:52

but so you know I'm going to move my things into his home, and then I'm going to Cyprus as soon as I get my passport.

seller 10:02

Oh wow that is

seller 10:04

maybe a month,

buyer 10:06

That sounds exciting.

seller 10:08

Yeah it is kind of it's kind of scary though.

buyer 10:13

Well I mean at least he's there I mean, it sounds like we are in, you know, the capacity to be able to help out I mean our timeframe for closing it's very, you know, flexible, like I mentioned, if it's alright I can just tell you how we work and if you think we might be able to help you can invite us out to look over the house and talk more at length.

seller 10:34

Okay.

buyer 10:35

Okay, great. Well, higher offer is Florida's leading Home Buying company where investment company. We're local our Sarasota Sarasota is our main office and we go you know from Hillsborough County, to Lee County. You know, we are not retail buyer so we do offer you.

seller 10:55

What's the name of it again.

buyer 10:57

It's called higher offer for your home.

buyer 11:00

higher.

buyer 11:07

You know and like I said we're not retail buyers so we do offer you know time and convenience for a discounted sale. We do close quickly. We pay cash, you don't have to do any repairs to the house we don't ask you to clean it up or anything like that or fix anything. We don't ask you to pay any closing costs we handle all of that on our end. And you know, we're not able to buy every house that we look out. Look at but it does sound like, you know, a situation that we might be able to help so you know based on what we do. Does it make sense for you to invite one of us out to take a look at the house.

seller 11:44

Sure. Just give me a day or two, you know to pick it up a little bit, you know to clean up and.

buyer 11:52

Okay, no problem, let me calendar here Pamela Do you prefer Pam or Pamela Pam

buyer 11:59

out here.

buyer 12:07

The next earliest we have could be Monday. Okay. We could do morning or afternoon what time would work better for you.

seller 12:17

How about around 1010

buyer 12:20

would be perfect. Let me go ahead and get in here to make sure I have save this. And you said that you gave us a call off of a flyer that we left correct.

seller 12:31

Right. It was in handwriting. I guess it's yours.

seller 12:36

Yes it does.

buyer 12:35

Yes it is we've you know love that area and it's like I said we're in Sarasota so it's pretty convenient for us to get down there.

seller 12:46

Yeah, and the neighborhood is very, very nice. I mean we have, like the beers for houses that we always get together for holidays and all that. I mean, you know, the neighborhood is very nice.

buyer 13:04

Well I am looking forward to meeting you, I'm gonna go ahead and put you here for Monday the 10th at 10am gonna also be meeting the buyer himself. I kind of just gathered the information as well. His name is Fred. And so the whole purpose of him, you know, coming out is for us to be able to have a conversation so we can, you know, figure out whether or not, we'd be able to help you so you know just so we're clear and on the same page, I'm gonna put you here for Monday, the 10th at 10am.

seller 13:41

Okay.

buyer 13:42

freds gonna meet you at the property, assess the amount of work that needs to be done to the home, and then based on that number he's gonna make you an offer so he's gonna have all the paperwork ready so that once you guys agree on a price. You can sign the contract that day and then make. you know simple so does all of that make sense.

buyer 14:04

Okay, perfect. Well, Pam I'm going to go ahead and put you here in the calendar and save it and we'll see you next Monday at 10.

seller 14:10

Okay, great. Thank you.

buyer 14:12

You're welcome. I appreciate it. We'll see you then. Have a good weekend. You too. Bye bye.

buyer 14:17

you then. Have a

buyer 14:18

good weekend. You too. Bye bye.

LIVE CALL 4 SCRIPT

buyer 0:00

can help you because I have the pleasure of speaking with.

seller 0:08

Hello, go ahead. I'm here. Oh, so it's left a note talking about she's interested in buying homes and we just wanted to see what she's offering talking about what for our home here unfortunately.

buyer 0:20

Okay, perfect. Um, do you have about five minutes so I can ask some questions about the property.

seller 0:25

Sure.

buyer 0:26

Awesome. After that, you know, I'll let you know what your options are and we can see the best course of action from there, um, what's the best phone number to reach you Esther's.

seller 0:35

Okay is nine for

buyer 0:36

Esther or Robert. Okay, perfect. And after what is the address of the property.

seller 0:39

gives address

buyer 0:42

And how many beds and baths have

seller 0:44

two bedrooms, two bath

buyer 0:47

beds, two baths and is there a garage.

seller 0:50

Yes, is a two car garage. All laundry facilities and further in the back of the garage. We have a kitchen my, this was my parents home so they had the one of these. I don't know what to call it booth kind of thing, and it was eat in kitchen. As the dining room. Living Room, and a, we call it a sitting area.

buyer 1:14

Okay, perfect. And you mentioned that was your parents home, did they recently pass after or do you guys live there.

seller 1:21

Both my parents passed. And so we kind of took the home after my parents passed.

buyer 1:28

Okay, first of all, I'm sorry about your parents I mean it's never easy. Of course it's part of life but it doesn't make it any easier.

seller 1:36

But thank you.

buyer 1:37

You're welcome. And are you guys currently living there

seller 1:41

were what you would call snowbirds.

seller 1:44

Okay. Gotcha. So half the year.

seller 1:48

Yes. We're here until about mid April, late April and we go home because it's too warm here. I hear the older.

buyer 1:58

The older I get, the harder the summers are for me

seller 2:01

is a wonderful place to be here in a winter but not in the summer

buyer 2:06

for sure

buyer 2:08

about how long have you guys been taking over the property.

seller 2:12

We've had it for 20 years now. And because we had a renters at it, while we were still minors under age, before.

buyer 2:28

That's kind of cool so you guys were miners and you have renters in it you were kind of managing that.

seller 2:33

Yes.

buyer 2:35

I bet that was hard.

seller 2:37

Yeah, especially. Yep, the husband and I, we did except for 20 years.

buyer 2:46

Cool, and doesn't need any repairs now.

seller 2:51

Well, you know, this was, as I said my parents house my father built it for his wife, my mother. And it was the small home and we enjoyed it. My husband and I, we enjoy coming here for winter but he's also we're now getting up in age where we need to, okay decide where you want to be right and we both. This is not the place we want to be for our summers.

buyer 3:17

Gotcha. Okay, so you're thinking about sticking in one place, rather than traveling anymore.

seller 3:22

Yes. And if we do the travel you know is to go see a family that will you know make sure that we don't have to worry about law and all this other stuff you go see them for a week or two and go home.

buyer 3:34

Right. Makes sense. No but easier not to pay all the taxes in such either.

seller 3:39

Right.

buyer 3:40

Now as far as the roof Do you know about how old that is.

seller 3:44

Oh I have. Give me a minute let me ask the husband because we put this roof on ourselves, and we pay Okay, I said we had it put on about 2007.

seller 4:20

Perfect and was the home has central AC.

seller 4:23

Yes it does.

buyer 4:25

Do you know about how old that is?

seller 4:28

No, I don't. And then we also had, we had to hook up to a system or something here. But we paid for that and had that done. Let me ask him about the

seller 4:59

Chloe You said your name was.

buyer 5:02

My name is Crystal

Unknown 5:02

colina crystal crystal okay okay crystal. He said the air conditioning we put in a new unit I think he said in 2007 before just before he, or I just after he retired.

buyer 5:07

Okay. All right, perfect and you said you hooked up to the sewer I know sometimes they tack that onto your tax bill did you guys pay that in full Are you guys still pay in it.

seller 5:25

No that's paid in full

buyer 5:28

Okay, perfect.

Unknown 5:30

And did you guys do any updates on the house and you've had it as far as Kitchen and Bath flooring anything like that

seller 5:35

we did, we did do the windows. My father had the windows where they had all of those wanting things over to shut it down and pick it up and it was just that liking.

buyer 5:48

Gotcha. Yeah, the crank windows, did you guys put hurricane for windows in or just updated windows.

seller 5:53

They were not crank windows they were just those with that awning they, up and down, and we just had the awning taken off, and no windows put in, we have the. I don't know the paper he worked here but isn't storm windows and also on Windows.

buyer 6:08

Okay, perfect. Okay. And as far as the other features on the House Kitchen bath, are those original to when your dad built it.

seller 6:17

Yes.

buyer 6:19

Okay.

buyer 6:22

Perfect. No Is there anything that makes the property stand out as a canal have a fireplace or anything like that. Okay,

seller 6:28

no canal no fireplace, as I said this was his little getaway home that he built for his wife, my mother and this is the best feature about it is, I'm going to tell you that I want what I like about it. One is here so I can get away from the code to write my two or three neighbors that I've known over the years, appreciate them for, we're just beyond what is that the peace River Bridge over there with a building up there no casino or whatever, we're just at 41 where we're locally central centrally located so we can go shopping and all of that goes to plus and houses cute I like to have it smaller than what I have in Connecticut but it's nice to be away from people for winter

Unknown 7:14

right, I got it. All it definitely sounds like a property we'd be interested in what kind of timeframe, are you guys looking to sell or are you looking to sell immediately Are you guys still kind of on the fence.

seller 7:26

Well, right now we're still on the fence but you know somebody you know this was my father home and he worked for it and built it had it built should I say, and somebody make us a decent offered I can have it. Or if not, you know, we'll hold on to. So.

buyer 7:42

Gotcha. Okay, that when that we don't have to. We were just thinking of it. And is there a mortgage or any taxes or liens or anything that we'd have to pay off. If we were to purchase it. Oh,

seller 7:58

no.

buyer 7:58

Okay, perfect. And I haven't done my research yet as far as what the properties are selling for in the area. Do you happen to know have you guys done any research or looked into it at all.

seller 8:07

Nope, because we come in we mind our business and enjoy and just keep ourselves amused here. Nope.

buyer 8:17

Okay. And after a month.

seller 8:19

Go ahead. Sorry, people, we have had even up in Connecticut back home people would send out cards and stuff talking about they wanted to purchase our home. I guess it must have something to do with that. New resort that they're planning on building over the bridge that piece of River Bridge. On the other side, or just before.

buyer 8:40

Right, right. And yeah, Port Charlotte is an area that a lot of people are investing in right now. Now have you guys called any of those other flyers Are we the first call you've made.

seller 8:49

You know you're the first call that I've made.

buyer 8:52

Okay, perfect.

buyer 8:55

Now, so let me ask I mean most people have a number in mind of what they're looking to get for the property, do you do you guys have a number of mind, have you thought about that.

seller 9:04

No, I just you know something, a note was put a Phyllis left it on February 5, and the husband just had somebody else in one day last week that came in and wanted to talk about trying to sell our home so. Nope. We said let them told me to do ask did I still have that number and I told him said yes he said call, and today's Monday so I'm following directions i called. Gotcha. Now the other person that came in and looked at the home and made you guys an offer. Have you guys followed up with them at all

seller 9:42

they are supposed to call back Friday of this week.

buyer 9:48

Okay, so they're calling Friday of this week okay perfect. Now, I'd love to come and check out the property, the owner of the company is out of town and so Friday on a conference. What is your schedule like I know you're here, essentially vacationing so are you guys open Do you have anything going on on Friday.

seller 10:08

Let me just check with him, and we will see. Okay. We're available Friday as long as this morning hours.

buyer 10:25

Okay, let me go ahead and check the scheduling. minutes one second of multitasking both my kids are out of school for Presidents Day to day so I'm trying to get.

seller 10:37

I heard the little ones yes I heard one of them.

buyer 10:40

Right, right. They're still wanting candy from Valentine's Day which I'm trying to hide Way up high on the shelf so they can't get it.

buyer 10:50

You guys have any kids.

seller 10:52

I don't it's 44 or 45, years old and I'm just thinking back I don't think I can deal with that. It was the Halloween candy most that we dealt with Valentine's Day candy No. Oh my goodness. Now I mean my daughter. And this was, it was not this way when I was in school. She's out of school on Valentine's Day so Friday, she was out. And today she was at home. So it's interesting when we were kids we didn't get out of school for anything. You know what I mean. Oh, I grew up in New York, but I taught school in Connecticut. So, but we, this time of the year February we had a full week off but it was never during Valentine's day it was always the third week in February was called our February vacation if we took but then I took that away from myself. Then it became very. They took the five days from us and they gave us two days off like you said to Friday and Monday.

buyer 11:50

Interesting. I don't remember that I was a kid.

seller 11:54

And then they gave no this I didn't have it either. I grew up in New York I totally missed school one day in New York for snow once and right at school years. Wow, that's interesting. I mean, now they have two weeks off for Thanksgiving they have two weeks off for Christmas.

buyer 12:14

Now I'm like I think God My job is flexible

seller 12:17

and Connecticut you have a week off for Christmas. And that you get that half day Wednesday so you're past a Wednesday, and you go back to school on Monday. Yep. That's how it was when I was a kid, you got a couple days off. You got to have a and a couple days off and then you're back to school the next week. Right on the following Monday, right, because Thanksgiving, always on a Thursday, so you get to thursday friday the weekend two days, and be ready to roll and be back in class. Yeah, exactly. Exactly. Okay, so I don't have all these young people out of school all the time nowadays. It's crazy. It really is crazy. Okay, so it looks like Friday he's kind of booked he's got a lot of meetings and stuff going on. What about Monday. I could do like at 10 o'clock in the morning on Monday, if you guys can't swing it.

seller 13:09

That would be fine. What day would that be Monday,

buyer 13:12

Murray what Monday. Monday February 24 24th

seller 13:15
at 10am.

buyer 13:19
Yep at 10am and let me give you my cell phone number too in case you need to call me text me or anything so you can reach me directly.

seller 13:26
Okay, go ahead. It's area code.

seller 13:29
Correct. Okay,

seller 13:32
either you or someone from your company Monday, the 24th at 10am. Yes, ma'am. We will see you then. Thank you so much for the call.

buyer 13:42
Okay, thank you, you have a good day. You too.

Script direct from calls

Thank you for calling (Company name) this is (buyer name)

Seller- reason for call

Okay. And, um, is this the best number to put for you (their number) in case we get disconnected

Seller- yes

Buyer- Gotcha. Okay, that makes sense. Well, do you have about five minutes so I can ask you some questions about your property.

Seller- yes

Buyer- Okay. after that'll let you know what your options are and you can just let me know what you'd like to do and you know if you decide there's no reason to take any kind of next step after that, that's okay too. May I have the full address of the property, please.

Seller- Gives address

Buyer- Okay, perfect. And where would you like us to email our contact information to. Okay. Got it, okay. And can you tell me a little bit about the condition of the house.

Seller- The house is in this kind of shape

Buyer- Okay. And how old is the eight air conditioning unit, if you don't mind me asking (it was mentioned by seller)

Seller- this age

Buyer- Are there any other minor or, or major repairs that need to be done

Seller- these repairs

Buyer- And how about Do you know the condition of the roof like the age of it or the last time you replace it

Seller- answers

Buyer- And how many bedrooms and baths?

Seller- Answers

Buyer- Okay. Gotcha. How long have you owned the property

Seller- Answers

Buyer- Okay. And you are living there right now?

Seller- Answers

Buyer- And as far as the inside goes. Have you done any updates to the kitchen or the bathroom within the last couple of years

Seller- Answers

Buyer- Is there anything you know that stands out about the property any additional features that you think I should know about

Seller- answers

Buyer- Well good I'm glad you called I mean we definitely are in a position to, to help out. If you know if we are a good fit for each other. If you do decide to sell to us or anyone else would you like to do so within 30 days or 60 days sometimes further out.

Seller- answers

Buyer- Less oh okay well that's definitely doable for us I mean we are very flexible as far as timeframes. We can close anywhere between two weeks, up to a couple months. And if we if we do buy the property. What do we need to pay off any taxes or liens or mortgage

Seller- answers

Buyer- Okay, do you have a rough idea of how much is owed on it

Seller- answers

Buyer- Okay. Well, I haven't done my research, yet Pamela over there in that neighborhood Do you happen to know what houses in that area are selling for here.

Seller-answers broad range

Buyer- Oh, okay. Well, that makes sense. I mean, it sounds like a great property, I mean just from what I'm understanding it sounds like you're considering selling it just to have less maintenance than sound like, you know, keeping up with the pool is maybe a little bit too hard and paying all bills and all of that. So, I mean, what's the lowest offer that you might consider for your property.

Seller- no direct answer

Buyer- Okay. I mean we do hear that sometimes you know, especially if it is the first time you've really considered, you know, selling it seriously. We find that most people do in fact have at least a minimum of what they think or a price range I would you know what number that is for you.

Seller- gives tight range

Buyer- Okay, is that at all negotiable.

Seller- Maybe a little

Buyer- Gotcha. Well I mean it sounds like from what I'm understanding you have thought about selling for a little while now at least this isn't something that's like your first day of thinking about it.

Seller- I spoke with a realtor

Buyer- Gotcha. Okay. Well, I mean, let me ask you this, I mean it sounds like you know we could add some value to the property perhaps do some updating. It sounds like you're taking very good care of the house, it sounds like a lovely house. And if we're able to, you know, close quickly. How would it make you feel if you were able to move out and go where you want, is that something that is like a goal of yours you're excited about it or not

Seller- answers

Buyer- Well I mean at least he's there I mean, it sounds like we are in, you know, the capacity to be able to help out I mean our timeframe for closing it's very, you know, flexible, like I mentioned, if it's alright I can just tell you how we work and if you think we might be able to help you can invite us out to look over the house and talk more at length.

Seller- agrees

Buyer- Okay, great. Well, higher offer is Florida's leading Home Buying company where investment company. We're local our Sarasota Sarasota is our main office and we go you know from Hillsborough County, to Lee County. You know, we are not retail buyer so we do offer you time and convenience for a discounted sale. We do close quickly. We pay cash, you don't have to do any repairs to the house we don't ask you to clean it up or anything like that or fix anything. We don't ask you to pay any closing costs we handle all of that on our end. And you know, we're not able to buy every house that we look out. Look at but it does sound like, you know, a situation that we might be able to help so you know based on what we do. Does it make sense for you to invite one of us out to take a look at the house.

Seller- Yes

Buyer- The next earliest we have could be Monday. Okay. We could do morning or afternoon what time would work better for you.

Seller- answers

Buyer- would be perfect. Let me go ahead and get in here to make sure I have save this. And you said that you gave us a call off of a flyer that we left correct.

Seller- yes

Buyer- Well I am looking forward to meeting you, I'm gonna go ahead and put you here for Monday the 10th at 10am gonna also be meeting the buyer himself. I kind of just gathered the information as well. His name is Fred. And so the whole purpose of him, you know, coming out is for us to be able to have a conversation so we can, you know, figure out whether or not, we'd be able to help you so you know just so we're clear and on the same page, I'm gonna put you here for Monday, the 10th at 10am.

Seller- yes

Buyer- I am (buyer is) gonna meet you at the property, assess the amount of work that needs to be done to the home, and then based on that number he's gonna make you an offer so he's gonna have all the paperwork ready so that once you guys agree on a price. You can sign the contract that day and then make. you know simple so does all of that make sense.

Seller- yes

Buyer – ends call politely

SCRIPT FORM FOR NOTES

(****if at any time during the intro, the caller interjects with a question about who we are or wants to know what the letter is about you say)

Well, we are a statewide company. We buy houses all over (your state) and we are actively buying properties in your area right now. The company has been marketing to folks like yourself, sending letters like the one you received because we have an interest in purchasing your home.

(and then get right back on script where you left off)

Thank you for calling (your name or LLC), this is _____. (If they do not say their name, ask who am I speaking with.)

Hi _____ In case we get disconnected, let me give you my direct number _____. What's the best number to reach you at? _____

I am just curious, how did you hear about (your LLC)? (Listen).... _____.

So, (name)...what made you call (your LLC) today? (LISTEN to what THEY say! Their reason): _____

Great, so what's the address of the property? _____

Ok, tell me a little bit about your house. (Let them talk – LISTEN)

Why do you want to sell the house? _____

When do you want to sell it? _____ Why that time frame? _____

Where are you in the process of selling the house? _____

Have you tried listing it with a realtor? If No, Why Not? _____

Since we buy a house "as is", what kind of repairs does it need? _____

(optional: Are you prepared to spend money necessary to repair the house or are you hoping we buy it "as is" and we spend the money making any repair necessary?) _____

Is anyone else part owner?

Is it OK if I tell you how we work and if you think we might be able to help, you can invite us out to look over the house and talk some more at length?

Discount Statement (READ THIS SLOWLY AND LOUDLY): Great, well (your LLC) is (your state's) leading wholesale home buyer. (caller's name), that means we are NOT retail buyers. We will offer you time and convenience for a discounted sale. We can close quickly, pay cash, and you will not have to do any repairs or pay any closing costs. But we are not able to buy every house we look at. So...based on what we do, does it make sense for you to invite one of our buyers out to look at your house?

(If they do not speak, say this is when most people invite me/us over to look at the house and we can have a conversation to figure out whether or not I/we can help you.)

Look at your calendar. What time works best for you? I/We can do it either _____ or _____? (You supply the day or week) We will probably need about an hour. Is that going to be OK?

Ok, now if I write this date and time in _____'s calendar in pencil it means that something may come up and you couldn't make it and that I would have to call and confirm... but if I put it in pen it means that the meeting is rock solid and that you will both be there. Which should I put it in? Pencil or Pen? If they say pencil ask if they can pick another time so you can both put it in pen.

So I/we will see you on _____ (day of week) at ____ o'clock. Remember the whole purpose of the meeting is for us to have a conversation so we can figure out whether or not we would be able to help you. I have one request. If for any reason you don't think that we can help or you decide that you wouldn't want our help... are you OK telling us NO? Ok goo, and just so we're clear, _____ is going to meet you at the property, assess the amount of work that needs to be done to the home, and based on that number, he's going to MAKE YOU AN OFFER to buy your house! He's going to have all the paperwork ready so that once you agree on the price, you'll sign the contract that day! Does that make sense?

OK then (caller's name), we will see you (Date and time.)

Objections / Questions – ALWAYS answer/overcome and then get right back to where you left off in the script

They say no or question the last line about signing a contract that day:

I understand what you're saying but the reason we are having this conversation and the reason we would come out to your home, is to buy it. We aren't a free appraisal service and we don't want to waste your time or ours. If we come out and we can agree on a price, what would be the reason you wouldn't want to get the ball rolling on the sale?

Not wanting to get direct line (“I have the 800 number I called you on”)

Ok, I thought for your convenience I would give you my direct cell line so you don’t need to be routed through the 800 number.

Not wanting to give address (“don’t you have my address? You sent letter”)

We do have your address in our database; unfortunately I don’t have any way of matching that up with the owners as they call in. I just need to know which property we are talking about!

Info about house objection (“don’t you know about my house? You sent the letter”)

We do have all of the properties in our database, unfortunately I don’t have all of the info on all of the properties in front of me. Also, we obviously haven’t seen the inside of your house, I’d like to get some details about what kind of condition it’s in. First thing, how many bedrooms is it?

Time frame objection

**That’s what we’re trying to figure out. Hypothetically speaking lets assume we can make an offer on your house that’s agreeable, if that were the case, when would you want to close, or when would you like to bring me the check!?
(haha)**

How long is that going to take (apt)

It won’t take very long at all. Really just depends on how many questions you have. Fred’s just going to take a quick look at the property, and answer any questions you may have.

It is listed with a realtor interjection or objection

That’s actually not an issue at all. We work with realtors all the time!

How much are you going to give me interjection or objection

Well, I’m not exactly sure at this point. What we do is gather some initial information over the phone, and one of the buyers will run some preliminary numbers for you as far as values in your neighborhood, and then come out to your home and hopefully make you a cash offer.

I don’t want anyone coming out to my house interjection or objection

Alright, well what I can do is pass your info on to Fred...he’s our field guy who would be looking at the property. I’ll have him give you a call and what he can do is run some numbers for you and give you a ballpark or some idea of what we can pay for you house. What time would you like me to have Fred call you?

They 100% cannot do those appointment times

Alright, well what I can do is pass your info on to Fred...he’s our field guy who would be looking at the property. I’ll have him give you a call and what he can do is run some numbers for you and give you a ballpark or some idea of what we can pay for you house. What time would you like me to have Fred call you?

Seller’s Name

Phone Number(s)

Address

Beds

Baths

Sq Ft

Work needed (condition)

Why want to sell

Time frame to close

Listed with Realtor (Y N)

Price Listed

Time on Market

Excitement level for appt or selling HOT WARM COLD (forced apt)

Comps – price per sq ft Estimated ARV

BEST FLOOR