

# BUYER LEADS

## Requesting Property Information

“Hey [buyer name], just got your request for more information on [property address], are you free to view the property [give date/time]?”

Buyer response.

“Great! I’ll get that scheduled with the sellers right away. The sellers are only allowing pre-approved buyers to view the home, have you had the chance to get your pre-approval letter from a lender?”

No

“No problem, here is the link to my lender’s online application. If you can get this filled out tonight, I’ll get in touch with the lender first thing tomorrow to see if we can make the numbers work. Do you want him to give you a call today, before filling out the form?”

No

“No problem! Just let me know when the form is completed, and I’ll get our showing scheduled in.”