

Lead Sheet: Discovery Script
Contact: Sellmyhome As-is
Address: 1234 Main street Seaattle, WA 98144
Phones:
206-000-0201 - Mobile (primary)
Emails:
admin@sellmyhome-as-is.com (primary)

1. Intro: Hi is this ____? Hey ____, My name is ____, I'm calling about the house on _____. Looks like you're looking to sell it.(If there's confusion then say "You entered your information on our website....via Youtube/Facebook?") What are you looking to get for it?

2. Ok. perfect. I just need to grab some information from you, then I'll go over our process and how we work and by the end of the call, I'll let you know if I feel like we're going to be a good fit for you. So first off, can you get me up to speed on why you're looking to sell? (This is where you find out if there's motivation.)

3. What's the area like?....How's the school system there?

4. How would you describe the condition of your home?

5. What type of flooring throughout?

**6. Is there a garage(Detached or Attached) If not is there off street parking?
3030 Sw Manning St.**

7. What's the age of the roof?

8. Has the electrical been updated recently?

9. Has the kitchen and bathrooms been updated?

10. Is the home occupied?(if yes then by who?) Owner Occupied/Tenant/Friend/Relative)

11. Is the home central air/heat? If not, then what is it? How old is the furnace?

**12. What is the water source? Septic/City/Public/Well
Seattle**

13. What type of foundation does it have? concrete slab/pier & beam/brick....etc

14. How are the windows? Are they newer?

15. If we do an inspection, is there anything that you're aware of that might come up?

16. Is there a Mortgage or liens against the property?

17. On a scale of 1 to 10, what's your level of motivation?

18. If you get an acceptable offer, how soon would you want to close?

19. Will the property be occupied at the closing date?(don't ask this if the property is vacant)

20. Can you send us some pictures? The more the better. We want to have a good idea of the work thats needed(we need pics of kitchen, bathrooms, flooring, front of house, back of house, etc)

21. When can you get us pictures by?

22. I want to go over what we do. We're Real Estate Investors and we look to buy properties for 2 reasons depending how the numbers look: 1. We look to buy it, fix it and flip it. Or 2. We would buy and hold on to it as a rental. Assuming we come in and pay all the closing cost and all the fees, what would be the best price you can give us?

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23. Alright, I'll be looking forward to getting those pictures. Once we get them, I'll evaluate it all and if things

check out, someone from our underwriting department will give you a call. Thanks.(wrap up the call)