

BOLD - KELLER MORTGAGE SCRIPTS

Thank you for taking my call! May I please speak to *Mr. or Mrs. Buyer?* *Mr./Mrs. Buyer*, this is _____ with The Pulciani Group at Keller Williams Preferred Realty. We spoke _____ ago and at that time I promised to call you back and naturally, I'm calling you back. When we last spoke, you said that you were planning to move. Are those still your plans? (If yes) Oh fabulous!

The greatest part of you making the decision to ...BUY NOW... is that I am an agent that is always looking to add value to my clients and I have found a mortgage company that has what is called the "free" mortgage.

May I explain?

Yes.

Frankly, it is called that because you pay no loan origination fees, no processing fees, no loan fees, and they give you a one thousand dollar credit back at the closing for loans one hundred fifty thousand dollars and over. Instinctively it sounds too good to be true. Right?

When can we get together to look at homes and start getting you qualified? Are weekdays or weekends best for you? (Set an appointment and have Keller Mortgage call them)

Now that we are going to meet on _____ at _____. May I have the mortgage person call you now or would you prefer to go online and see what they have to offer?