

## BUYER SCRIPT

1. “Mr. and Mrs. \_\_\_\_\_, may I take you through the buying process I use when assisting a buyer in purchasing a home?”
2. “Have you received your pre-approval yet?”
3. **If yes** : Ok, great. When we are done, I’ll need an updated copy. Would you also like a few great references for our area? At the very least this helps you make sure you’ve got a seasoned pro with the best rates on your side.
4. **If No** : Ok great, would it be ok if I gave you the BEST lender reference in our area? Great!, I’m going to ask our preferred lender ... (lender’s name) to call you as soon as possible and discuss with you all the financing options available. This should answer all of your questions, as well as give you the confidence you’ll want in purchasing a home today. Sound good?
5. “Once you and the lender have designed a financing agreement for yourself, I’m going to ask you a lot of questions regarding the type of home you want to buy ... have you outlined, in detail, the type of home you want to purchase?”
6. “Once we’ve determined the type of home you want to purchase, I will select the three to four absolutely best homes in that range for you to look at ... I don’t want to confuse you by showing you a lot of homes ... do you understand?” If yes, continue.
7. “Once we have looked at these properties, I will ask you to select one and write an offer to purchase that property. Are you prepared to write an offer if we find the right property?”
8. “Once we’ve written an offer to the seller, I will negotiate that contract for you. If accepted, we’ll work together each day toward the closing.”
9. Now tell me... what is your idea of the PERFECT home, and when can I help you get started in the search for that home?