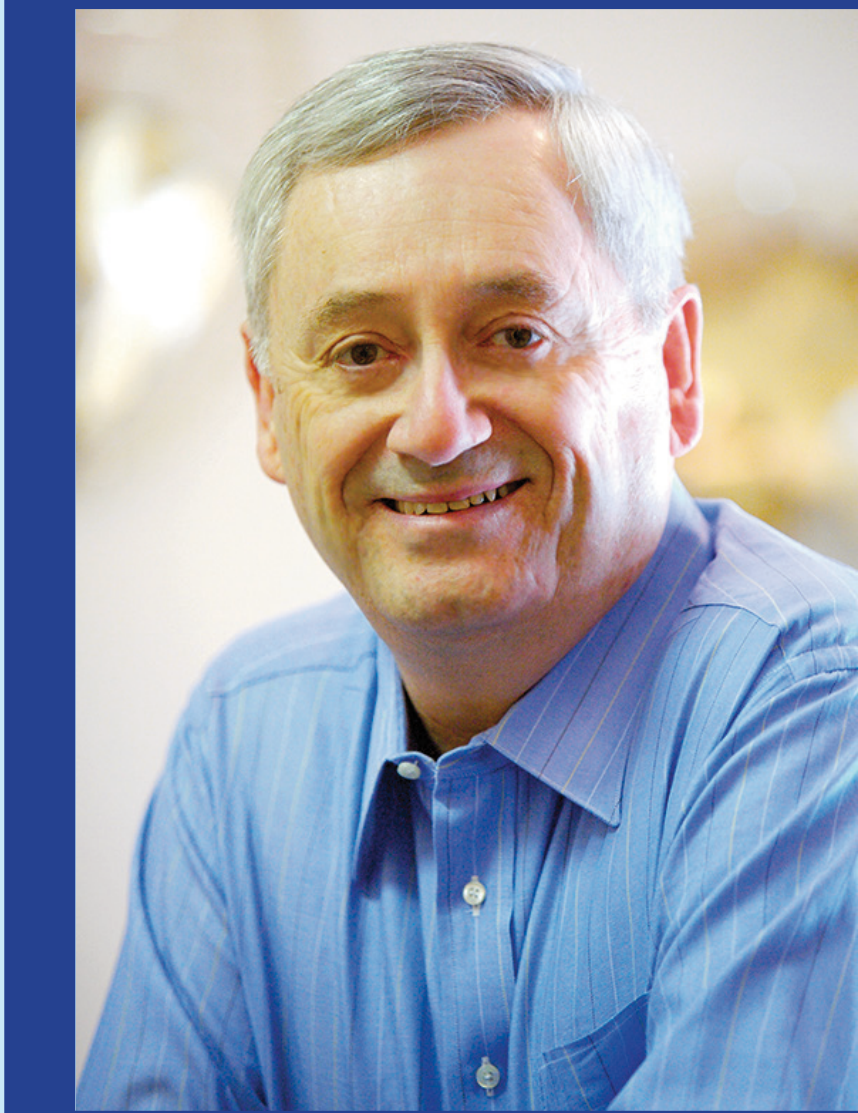


“The less I do,
the more I make.”
Ron LeGrand®



“Don’t listen to the morons.
Listen to More Ron!”

Seller wants too high a payment.

Your property can’t support a payment that high... and for me to get involved, I must collect more than I pay you. I can come look and work out the rest of the terms, but before I do, I’d have to know you’re flexible on the payment, because it’s a deal killer for me. What’s the absolute lowest you can accept?

Seller Won’t Give Asking Price.

Well, I’ll need to know what you’re asking before I can go any further. I’m happy to tell you what I can pay after I get the facts and visit the house, but honestly I’d have no interest in doing that until you tell me what you want.

SELLER- Could you come look at the house and tell us what you’ll pay?

Well sure, as soon as you tell me what you want, and confirm you’ll sell with owner financing. If that’s not the case, frankly I won’t need to know the asking price. I’m in a terms business and often pay 100% of the market value, but it starts with what you want, **So what are you asking?**

Well, I know you don’t know, but are you willing to consider terms once you do know? Well, what do you think it would appraise for if we had it appraised right now?

Can my Attorney see the contract?

Well, gosh __, I can’t send a contract nor can your attorney review it until we have a meeting of the minds, so it can be completed. And we can’t do that until I see the house and make sure you understand what we can and can’t do.

Before I do that I must confirm that you will con-sider selling it with terms, which means a lease purchase or owner financing. So if I come see the house and we can agree on terms, then I will most certainly leave you an agreement that you can take to your attorney. But first, tell me you’re okay with considering terms. **ARE You?**

Seller wants to take you off script!

I’m sure I can answer all your questions to your satisfaction when we meet, but I’ll need to verify 3 things before we do and this call is for you and me to decide if we should meet. **Okay?**

Why Should I pick you over a Realtor?

Well, going to a Realtor is certainly your option. I will tell you that I’ve never seen a Realtor that’s willing to make your monthly payment for you. I am. And in fact, your Realtor is not going to buy your house. I will. I think I even offered to pay your closing cost. **Ask a realtor to do that.**

If listing with a realtor is your best option, then I’d say go ahead and do it but you might want to only list it for 90 days. That way, if it doesn’t get sold at the end of the 90 days, at least you can call me and we’ll get back together again at that time.

Is that fair?

Just one more thing to point out, if you do list it with a Realtor, remember, that’s at least three or four more payments you’ll make before you get your house sold. You might call me one of those birds in the hand and not one of those birds in the bushes. I’m here now, so if you want to sell now, I’m your guy. If you’d rather list it just let me know. Fair? Should I come look or not?

Seller wants more than house is worth.

Seller wants too high a payment.

Seller wants too much down.

Seller won’t give asking price.

Why do you need my mortgage info?

What do you mean? “How does this work?”

Can my attorney see the contract?

Are you an investor?

Seller wants to take you off script!

Why should I pick you over a realtor?

How long before I get paid off?

Seller doesn’t want terms.

Seller wants more than house is worth.

I’m sure you do, but that’s well above market value as I’m sure you’re aware and I have to buy at least a little below market value to have interest. I’m not asking for much, but I’m not willing to work for free. Even a Realtor get 6%. **What’s the best you can do for me?**

Seller wants too much down.

That will never work for me, I usually buy with nothing down. How close to nothing can you get? So you’re saying if I don’t pay you __ down, you won’t sell to me?

Why do you need my mortgage info?

I work with sellers who agree to take a monthly payment until I pay off the balance in full. That means you get a quick sale with no cost at full price. If you’re interested in discussing the terms, I’ll need your current payment to construct them. Do you need to cash out now or perhaps you can take a payment now and cash out later?

Ask the Big 3

What do you Mean? “How does this work?”

It’s fairly simple. If we agree on the terms it means I’ll buy your house when you’re ready, and make your monthly payment until I get you paid in full. We close with an attorney and I usually pay all closing costs. If you answer 3 questions for me, we can quickly determine if we should move forward, OK?

Are you an Investor?

Yes... but I’m not trying to steal your house. But hey, I’m not going to live in it, so I guess that does mean I’m an investor, but nothing like you see on TV.

I’ll pay more than any other investor as long as you’re ok with me making your payment until I pay you off in the future.

How long before I get paid off?

That’s up to you and I to determine. Some sellers are ok with up to 30 years and some aren’t. How long can you give me?

(If less than 5 years) Gosh, I haven’t done one for less than 10 years in a long time. Can you at least get to 10 years?

(If no) What is the longest you can go?

Seller doesn’t want terms.

See Closing Call Script