

## Answering Service Script For Calls From Sellers

Answer: Zick Investment Properties, Can we help you sell your house?

- 1) Date
- 2) Time
- 3) Source of information
- 4) Name
- 5) Address
- 6) Phone
- 7) What is your loan balance?
- 8) Payment?
- 9) Does your loan require qualifying?
- 10) What are you asking for the house?
- 11) If we were to have your house appraised, what do you think it would be worth?
- 12) How soon would you like to close?
- 13) What repairs are needed? (Follow up if any are needed.)
- 14) How many bedrooms and bathrooms?
- 15) What is the approximate square footage?
- 16) What is the construction?
- 17) What terms are you offering?
- 18) Will you sell your house for what you owe on it for a quick sale?
- 19) Would you consider a solution where we guarantee your payments and maintenance but close at a later date?
- 20) Have you considered selling on a lease option plan?
- 21) Thank you for calling. We'll be back in touch with you shortly to discuss several possible options to purchase.

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