**PHONE SCRIPT - INBOUND:**

[Ring, Ring]

Hi, how are you?

Great. I’d love to tell you more about our investment properties.

These are completely turnkey rental property deals. That means we deliver them freshly rehabbed, do the screening and placing of tenants for you, and provide full service property management. You buy them, we do everything else, you get the checks.

Does that sound like a good fit for you?

We have deals coming in Cleveland, Ohio right now. Yields are typically between 10 and 13% for cash buyers. And those properties start as cheap as the mid $40k. If you want to finance your rental property deals we have others starting at $60k, and a lender who will finance them with as little as 20% down.

Does that sound like a good match?

Excellent. We get new properties every day, though they are typically all sold out in advance. So, we have a waiting list and reservation program so that you can be one of the first to select from the newest deals.

Let me get a little information from you, and I can have one of our product managers connect with you on the phone, and answer any detailed questions you have.

[fill out New Client Intake Form]

Ok. Thank you so much. What is the best time to give you a call back so that we can get any other questions of yours answered and get you setup to purchase one of these deals?

Great, thanks. I’ll set that up! Take care.

**PHONE SCRIPT - OUTBOUND:**

[Ring, ring]

Hi, It’s [your name]. How are you?

Great. I just wanted to touch base real quick. I know you have been interested in real estate investing. How’s that going right now?

Well, I wanted to tell you about this new deal source I just got connected to. We’ve got access to a great amount of deal flow, with some really great returns.

If you’ve been on our site recently you’ve probably seen a lot of these houses being snapped up by other investors with 10-13% returns.

We are getting new properties every day. Most are in Cleveland, though we have some local ones as well. For all cash buyers they go as low as mid $40k. For those needing financing we have deals from $60k and a lender who will finance with 20% down.

Is that something you might be interested in?

Great. These are mostly single family homes, but also multifamily deals as well. They come fully turnkey. Meaning we get them at distressed discounts, they are freshly rehabbed, tenants are sourced, and professional ongoing property management is included.

Let me just confirm some of your information and I can send you a link to our deals page so you can see some samples, and I’ll set up a call with our team leader on this who can answer any other questions you might have. And he can get you on the list so you are next in line when we get new deals that are a good fit for you.

[fill out New Client Intake Form]

Ok. Thank you so much. What is the best time to give you a call back so that we can get any other questions of yours answered and get you setup to purchase one of these deals?

Great, thanks. I’ll set that up! Take care.

REBUTTALS:

I’m busy right now.

I understand. I know you are going to want to hear about this. What’s the best email to send you the details? …Great. Take a look and give me a call back.