



Tim & Julie
HARRIS[®]
REAL ESTATE COACHING

PennySaver Ad Script

Hi, my name is _____. I am calling about your ad in the PennySaver.

Hi, _____. My name is [Name].

Do you have a house to sell?

Great. How many properties do you need to sell?

Okay, great. Is the property currently listed for sale?

Perfect. Why do you want to sell this home? If you had to be moved out in 30 days, would that be a problem for you?

Interesting. What is the address of the property?

What loans do you have on the home?

Do you know if the taxes are current?

What do you think the property is worth?

On a scale of one to five, five being a fully renovated, almost new home in your neighborhood, how would you rate your home?

Okay, [their name]. Thanks for your call. What I am going to do now is look your property up on my computer and then talk to our investors about what they are willing to pay. I will get back to you by the end of the day. Just so I can confirm, this is your phone number [xxx-xxx-xxxx]. Also, do you have an email address?

Do you have any questions for me?

HOW DOES THIS WORK?

Great question. We work with a number of different investors, including our own money. Typically we like to purchase property at about 70% of market value. Then we can fix up the home and resell the property. Is this something you are interested in?

Oh, no. You wanted more than 70%. Well, we do have another program called our CareFree listing program where we will get you 93% of market value in 30 days or less.

Tim & Julie Harris Real Estate Coaching