**Cold Calling Script for Owner Carry Ads:**

Hello! I saw your ad in the \_\_\_\_\_\_\_\_\_\_\_\_\_\_(newspaper) listing your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(type of property) for sale and I noticed that you are offering seller financing. My name is \_\_\_\_\_\_\_\_\_\_\_\_ with \_\_\_\_\_\_\_\_\_\_(name of company).

I want to tell you right up front that I am not a real estate agent or a lender and I am NOT interested in purchasing your property.

Did you know that if you do carry the financing on your property that you could sell all or part of it to raise a lump sum of immediate cash?

What my Company does is purchase owner financed notes secured by real estate at a discount. The reason for my call is to suggest some terms to you so that WHEN you do sell the property and IF you carry back the financing your note will be the most valuable note possible. AND if the time came that you wanted to sell that note you could get the highest possible price with the least amount of discount.

Would you like to hear our suggested note terms? Do you have a pen handy?

NO - We wish you the best of luck with the sale of your property. If you would like further information please visit our website at [www.\_\_\_\_\_\_.com](http://www.______.com/)

YES -Single Family Home

- 10% CASH down payment or more

- 9% interest rate or higher

- Amortized for 30 years with a

- Balloon in 7 years

- Credit of the buyer 600 or higher

- If commercial property 20-30% CASH down payment same terms

- If land property 30-50% CASH down payment same terms

So what we are saying is IF you carry back the first position note AND you have the terms we suggest above your note will get the highest possible price and the least amount of discount should you want to sell all or part of your note in the future. If the terms of the sale and note are any different (a lower interest rate, less down payment, no balloon, etc) your note will be worth less and the discount will be greater if you decide to sell your note in the future.

If you would like further information please feel free to visit our website at [www.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.com](http://www.________________.com/) and call or e-mail us at any time.

Would you mind if I checked in with you from time to time to see how the sale of your property is going? Thank you for your time and attention. Have a great day! Goodbye!