

Deal Finder and Seller Conference Call Script (Once the AOS is Signed)

To develop rapport, have a 3-way conversation:

You to Seller and Deal Finder: Hey, the sooner we get this deal closed, the better it is for everyone.

You: So if everyone could be very responsive and professional; I'm not saying that you're not:) I just wanted to put that out there. I'm willing to help, and I'm willing to be a resource.

You to Seller: Hey (Seller's Name), before I provide the earnest money deposit, I need you to give me all documents first. Because, I don't want to do my part by sending money to the closing attorney before you fax me over the leases. I need the leases, rent roll, the P&Ls.

You: Thank you.

End call on a good note.