

## **Script - The 3Ms: Take Immediate Action and Talk with Real Estate Investors (Closers)**

You: Hey \_\_\_\_\_, I'm happy for you on your closings, but what are you doing directly after this meeting?

REI Closer: I'm not doing anything.

You: I gotta take you out to: (lunch, dinner, for coffee etc)

### **At lunch, dinner or coffee-**

You: How did you find the money?

REI Closer: Well, I found the money through \_\_\_\_\_.

You: Wait, what \_\_\_\_\_? Who's the contact and can I get their information?

REI Closer: (provides you with the contact's information)

You: Now you found the money via \_\_\_\_\_?

REI Closer: I used \_\_\_\_\_ (Ex: 10% Seller Financing)

You: What terms did you use, and how did you find the down payment money?

REI Closer: Oh, I use limited partners.

You: Well, can you tell me about the model?

REI Closer: Oh, I do \_\_\_\_\_, you can't do Seller Financing with 1-4 units.

You: What else is your business model?

REI Closer: I only buy properties that are \_\_\_\_\_ per door.

You: Really, so tell me about the market as well.

REI Closer: Oh, I mainly invest in \_\_\_\_\_ City, \_\_\_\_\_ Neighborhood, side of town,

You: Really, what kind of numbers are in that market?

REI Closer: As I mentioned, 10% Cap rate.

You: How do you find deals in this market?

REI Closer: I use wholesalers.

You: What wholesalers do you use and do you mind if I get their contact information?

You: Thanks \_\_\_\_\_.