

Cold Calling: Llamando Dueños de Propiedades

Hello [Mr./Ms.], good day. My name is [TU NOMBRE] I'm calling to know if you're interested in selling your property?

— *Depending on how much you can pay me.*

Perfect [Mr./Ms.], do you have a price in mind that you'd like to get?

— *You tell me how much you can pay me.*

Well [Mr./Ms.], you tell me how much you want and if I can pay you that, I'll do it so what do you have in mind?

— *Well, I want \$250,000 for my house.*

Ok good [Mr./Ms.], in order for me to know if I can give you that I need to know the conditions of the property. Can you give me a tour about your property?

— *What do you want to know?*

Well let's start with the kitchen and the baths, when was the last time you renewed them?

— *Never*

Ok, what about the roof? When was the last time you put a new one?

— *10 years ago*

I see, then it'll need a new one. What about the foundation? Is it good?

— *It's in good condition*

Ok great [Mr./Ms.], now that I have that information let me run my numbers and let you know if I can pay what you want, Does it sound fair?

— *Ok, good.*

Perfect, will call you in 2 hours.