BUYER SCRIPT

1. "Mr. and Mrs. _____, may I take you through the listing process I use when assisting a buyer in purchasing a home?"

   If yes, continue. If no, the interview is over.

2. "I'm going to ask my lender … (lender's name) to call you as soon as possible and discuss with you all the financing options available. This should answer all of your questions, as well as give you the confidence you'll want in purchasing a home today…Can I have them call you in the next several hours?"

   If yes, continue. If no, move on.

3. "Once you and the lender have designed a financing agreement for yourself, I'm gong to ask you a lot of questions regarding the type of home you want to buy…have you outlined, in detail, the type of home you want to purchase?"

4. "Once we've determined the type of home you want to purchase, I will select the three to four absolutely best homes in that range for you to look at…I don't want to confuse you by showing you a lot of homes…do you understand?"

   If yes, continue.

5. "Once we have looked at these properties, I will ask you to select one and write an offer to purchase that property…Are you prepared to write an offer if we find the right property?"

6. "Once we've written an offer to the seller, I will negotiate that contract for you. If accepted, we'll work together each day toward the closing."

7. "Based on the process that I use in helping folks like you find a home, do you still want me to proceed by having a lender call you, or would you prefer to work with another agent?"

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