

Short Sale Prospecting Script:

Your house is worth about \$X,XXX,000

How much do you owe on this house? _____

Do you have any other (second) loans against the house? _____

This means that you are \$XXX,000 upside down. Can you bring this cash to the closing? (no)

Are you familiar with how Short Sales work?

If we could get the bank to accept today 's market value, write off the balance of the debt, **and possibly get you \$3,000 at closing** would that be helpful?

If it takes 6 months to get the bank to accept the short payoff, and you re not making house payments during that time, would this help to shore up your personal finances?

Would it give you enough to get into another place, and give you a fresh start?

Are you familiar with the new realm of credit repair companies that have a money back guarantee to clean your credit?

If it takes 6 months to complete your short sale, and six months to scrub your credit, what would your financial position be in 1 year? What would it be if you continue on this same path?