



## **PRE-FORECLOSURE SCRIPT**

Hi, is «Owner First Name» «Owner Last Name» available?

Hi, «Owner Name», I am calling because the county records indication you have received a (NOD,NOS,etc). Are you looking to sell or are you planning to bring the mortgage current and stay in the home?

*Sell..*

- Great! Do you currently have an agent representing you?
  - *(If yes, Great, I'll update my records. Thanks)*
  - *No...*
  - Great, my name is «Agent Name» from Sohi Realty, and I am calling because I know that the times are difficult and most people in your position are unaware there are opportunities and options available to them, so I want to help you before the bank tries to foreclose on the property.
  - What attempts have you made to sell your home?
  - What are your goals in getting your home sold, what are you trying to accomplish??
  - What contact have you had with the Lender regarding the home status?
  - What kind of information have they given you on a short sale?
  - Are you familiar with how a Short Sale works and how it can benefit both you and the lender?
  - I have other appointments in your area both \_\_\_\_\_ and \_\_\_\_\_. Let's take a look at the property, and see what we can do to work together... or not work together... either way is fine - sound good? Will both you and your wife be there?
  - Thank you, I am looking forward to meeting with you on \_\_\_\_\_ at \_\_\_\_\_.