

Dispo Script

Rookie Dispo Script - Remember this is a Conversation not an Interrogation

Section 1 Intro

DM: "Hey (*investor name*)! This is (*your name*) with (company name here). I noticed that you're an investor in (*city*) -- are you still interested in buying properties there?"

- **If no** - "Just to confirm, If I find a really great deal, you don't want me to send the info on it, correct?"
 - **If they are still not interested** - "Understood, well I appreciate you taking my call, if you change your mind, feel free to save my number, happy to work with you in the future! Have a great one!"
 - **If they become interested after your confirmation question - Move on to Section 2**

Investor: "Yes..."

Section 2 - Setting expectations

DM: "Great! I work with a company that finds deals in the area and I am trying to find some better buyers to bring our deals to. I was hoping to ask you a few questions, is now a bad time to talk?"

- **If it is a bad time** - **DM:** "Gotcha, when would there be a better time for us to chat?"
 - **If they don't give you a specific time and ask for a vague call back** - **DM:** "Definitely happy to give you a call around that time, do you have a specific time that works best for you?"
 - **If they give you a detailed date and time - Make sure to put it on your calendar AND DON'T MISS THAT CALL**

Investor: No I have some time

Section 3 - Qualifying Questions

DM:

- 1.) "Awesome, I want to make sure I get the right deals in front of you, what's your current buy box?"
 - a.) **(If they did not provide you with the info below, proceed to the following questions)**
 - b.) **If they are not enough on area they are purchasing in, such as "I buy in texas and florida" You want to clarify to see if they have a specific market they purchase in** - **DM:** "Just so I can understand, when you say you buy in (state), are there any specific markets you focus on?"

- 2.) “(Gotcha, so you buy deals in X market[s]), what other areas are you investing in?
 - a.) **If they are too vague or open to buying deals “everywhere” -**
DM “Ok, just so I understand, you are open to deals in really small towns with low populations as well?”
 - b.) **If they don’t invest in any other areas, move on to the next question**
- 3.) “What price range do you usually buy in?”
 - a.) **If they are too vague or don’t provide you with a price point -**
DM: “When is a deal too expensive for you to consider?”
 - b.) **If they still don’t have an answer, move on to the next question**
- 4.) “What is your primary investment strategy?”
 - a.) **If they don’t understand this question or they are too vague -**
Clarify DM: “I mean do you buy mostly Fix n Flips, Buy n Holds, Land, what is your main focus?”
- 5.) “What type of properties are you buying?”
 - a.) **If they don’t understand this question or they are too vague -**
Clarify DM: “Do you like to buy single family homes, Multi Family homes, Condos, Mobile Homes, what are you most comfortable buying”
- 6.) “Do you have any experience buying creative deals such as Subject to or Seller Finance?”
 - a.) **If they don’t know creative finance or just buy cash deals- don’t get caught explaining or pitching** **DM:** “No worries, I will just make a note you are interested in cash deals for now”
 - b.) **If they express interest in learning more about creative - Make a note they are interested in learning more from senior partner**
DM “Thats great, I am newer here, I will make a note to my senior partner to discuss that with you”
- 7.) “When you do find a deal that fits your needs, how do you usually fund those deals? Are you using your own cash, hard money, private money, ect?”
 - a.) **If they give you push back here on why we want to know this info** **DM:** “No worries, I am newer here and this is what the senior partners ask me to ask when connecting with new buyers”
- 8.) “If I find a deal that fits what you are looking for, what is your preferred way to send you the information?”
 - a.) **Make sure to get their email address regardless**

Section 4 - Outro (wrap up)

DM: “I think I have everything I need to start sending you some deals, I really appreciate your time today. If there is anything else I can do for you, please do not hesitate to reach out. Looking forward to getting some deals in front of you soon, have a great day!