

# COMMON COLD CALL OBJECTIONS

## **How did you get my information?**

Good question, we got your information from a public record. Or we got your info from a third party marketing company. *(redirect)*

## **Just come walk it?**

Yeah we will definitely get to that point. This is step 1 to see if you are even interested in selling and figure out if we can make something. *(redirect)*

## **What's your Offer?**

yeah we definitely want to give you an offer, but the purpose of my call is to see if you are even interested in selling. Did you have a price in mind?

I dont have one. I was really just trying to see if you were interested in selling. *(redirect to price question) Ex: what price did you have in mind*

## **I'm not giving you a price, make me an offer.**

I understand you are interested in getting a price. I dont want to offend you or waste your time by any means. Do you know what homes in the area are selling for? *(redirect)*

## **I am an Agent.**

Awesome! We love working with agents. Obviously you dont need us to help sell your home, but we are always looking to team up with agents like yourself. Do you work with investors? (No matter the response) Ok got it. Would you happen to have any investor friendly properties *(Or Properties that need a little bit of love)?*

## **Where are you located?**

We are local here in [city name] *(redirect)*

## **Who are you with?**

We are local real estate investors looking to purchase properties in the area. *(redirect)*

## **Im not interested because all you are going to do is Lowball me.**

I get that there is a lot of people out there that may want to lowball you, but we are looking to make a win-win situation. *(redirect)*

## **Its listed with an Agent.**

Great! What type of feedback have you gotten on the property? *(redirect)*

### **Why did you call so many times?**

I apologize, it sounds like a lot of people have been calling you. Our goal with this call was to see if you're interested in selling your home. *(redirect)*

### **What's your Full Name?**

Hey (Seller's Name) I have been doing this for a while and when people ask for my information they are usually worried this is a scam. I am not trying to sell you anything. I was just calling to see if your interested in selling your home. *(redirect)*

### **You sound like a scammer**

I know this can sound a little funny when a person calls you out of the blue and wants to buy your property. But just know that every property we purchase goes through a title company so that way you're protected and we are protected. *(redirect)*

### **What's your callback number?**

**A.** You can give a callback to the number showing as caller ID. *(redirect)*

**B.** I'm not familiar with our office number, you can give a callback to the number showing as a caller ID. *(redirect)*

**C. (no caller ID)** - I'm only the first point of contact. I'll be sending your information to our property specialist, they'll give you a callback, you can ask for the callback number. *(redirect)*

### **What's your website?/Do you have a website?**

**Validate**, "that's a great question. I'm not familiar with our website. Our company is called Home buyers network, we are a network of homebuyers. I'm calling to gauge your interest in selling first. If you're interested in selling your house, our property specialists will be happy to reach out to you. They can provide you with all the information you need, including the website, and other contact details. *(redirect)*

### **That's none of your business/That's personal. (when asking about motivation)**

**A. (only when you have information but want to dig deeper into conversation)** I appreciate all the information you've given me thus far, and the only reason I'm asking more questions is to better understand the situation you're in. The better I can understand your situation, the better we can help.

**B.** I need this information to be able to pass it up to one of our property specialists so that we can move forward and continue with our due diligence.

### **I already talked to you before**

**VALIDATE:** Oh, I'm actually looking at our records, and it's showing me that this is the first I've called you. *(redirect)*

A. intro - I called to see if you have thought about selling the property in (street name)

**Do your homework.**

This is part of our due diligence. I'm calling to get more information about the property you are interested in selling. (*redirect*)

**I am undercontract Or I have a buyer.**

Awesome, when are you going to close?

Have they submitted EMD (Earnest money deposit)?

Are you happy with the price they gave you?

Are you open to us taking a look at this and giving you a back up offer?

**BOUNS (Squeezing the Lemon)**

**Im not interested.**

A. I totally understand, do you happen to have any other properties that you are looking to sell?

B. Who do you know who is looking to sell

C. ok well I get that you arent looking to sell, are you or someone else that you know looking to buy?

**I am not interested right now.**

Ok got it, when should we reach back out to you

A: 2-3 months

ok 2-3 months. What's going on in 2-3 months