DFD Mastery
Cold Calling Script

Hello! My name is Cameron. Not sure if I have the right number. I'm looking for the property owner of <Property Address>...

- Yes, that's me.
- No, not me.

Yes, that's me.

Great! Have you thought about selling it or would you consider an offer?

- **Great, our offer would depend largely on the condition of the home. Would you consider the home to be in good condition, or does it need some work?**
  - Yes
    - Push to Acquisition Team and start "Motivation Seller" Script
      - $
- No
  - **What about in the next 6 months to year?**
    - No
    - Yes
      - **What is different about then vs. now? (*why are they selling later?)**
        - ***If no doesn't want to sell sooner - "I'll keep in touch..."**

No, not me.

Do you happen to know a <Name>?

- Yes
  - **I'm trying to get in touch with them about that property...could I get their number?**
- No
  - **Ok just a shot in the dark...do you have a property you want to sell?**
    Do you know anyone looking to sell their property?