



Jonathon Villaescusa

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## Home Buyers

Hi My name is \_\_\_\_\_ with Excellence Real Estate. I met you at the **Santa Fe Springs Swap Meet** this past weekend. How are you doing?

Pause

Great! Well I'm just calling you back to try and setup up an appointment to get you prequalified for a home loan. The entire process will take about 15-20, I will go through all of your income and show you exactly what you qualify for on a monthly payment, how much of a home you can buy, explain all of the different loan programs that are available from downpayment assistance to conventional buying and find the program that best fits you for your situation, we will also run your credit and I will be able to provide you with a free copy of it.

Does this sound good to you?

It's always a YES!

Perfect! When is a good time for you to come in my office so we can get this process started?





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## Home Buyers

*Buyer: Hi, I'm calling about a property your have for sale in the city of Long Beach. Can you give me some more information about this property?*

Agent: Yes, the property is still available. Let me ask you are you a First Time Buyer?

*Buyer: Yes*

Agent: Great! There are many options you have available to purchase this home. Have you met with anyone to go over these options?

*Buyer: No*

Agent: Well, what I can do for you since you are a First Time Buyer is do a First Time Home Buyer Consultation which is absolutely Free and takes about 15-20 minutes. What I will do is go through all of your income and show you exactly what you qualify for in terms of a monthly payment, show how much a home you can buy with that payment, cover all the different loan programs that are available for you from down payment assistance to conventional buying and I will also run a free copy of your credit report and when we are done I can give you that copy.

Does this sound good to you?

*Buyer: Yes!*

Agent: Perfect! When is a good time for you to come into my office?





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## Home Buyers

*Buyer: Hello, want to see if you can me the property?*

Agent: Yes, I can show you the property. The seller does requests that all persons taking a tour of the property submit their information to their listing agent. Do you feel comfortable doing this? If so all I will need it your Name, Phone # & Email Address.

*Buyer: No I don't want to give you my information.*

Agent: Not a problem, I just will be unable to show you the property. Here is my business card I will be in the area for awhile. If you change your mind please give me a call.

*Buyer: Not a problem, here is that information.*

Agent: Great Thanks! Come on in and lets take a tour of the property. I have some other clients in the home as well. Take a look around and I will be with you shortly.

...So how did you like the property? Are you ready to submit an offer?

*Buyer: We are just looking, we are first time buyers.*

Agent: Not a Problem, I actually specialize with First Time Home Buyers like yourselves. What I can do for you since you are a First Time Buyer is do a First Time Home Buyer Consultation which is absolutely Free and takes about 15-20 minutes. What I will do is go through all of your income and show you exactly what you qualify for in terms of a monthly payment, show how much a home you can buy with that payment, cover all the different loan programs that are available for you from down payment assistance to conventional buying and I will also run a free copy of your credit report and when we are done I can give you that copy. Does this sound good to you?

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## Home Buyers

*Buyer: We are already prequalified but we don't like the house*

Agent: Great! You are one step ahead of the game! I do have other properties available that are in the area. When would be a good time for you to come into my office so we can take a look at these?

*Buyer: We already have an agent.*

Agent: Where is your agent at right now? Myself I am a Home Buyer specialist and I take the time to show my clients properties that way they get the best deal possible and I can help them determine if the property has any potential problems. Does this type of customer service interest you or would you like to continue working with your agent?





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## Home Sellers NOD's & NTS's

Hi, my name is Jonathon Villaescusa and I noticed that you have fallen behind on your mortgage payments. I just wanted to know if you have consulted with anyone regarding your situation to help you avoid foreclosure.

*Pause*

*If yes...* That's Great! The person you are working with, does it seem like they are going to be able to help you or would you like a second opinion?

*Pause*

*If yes...* Great!, When would be a good time for me to come to your house so we can discuss your options?

*If no...* Not a problem, I hope everything works out with who you are in contact with. Would you mind if I kept in contact with you just in case anything should happen?

*If no...* Okay, just to let you know I do free consultations to go over all the available programs there are to avoid foreclosure. When would be a good time for me to come to your house so we can discuss these programs?

*No answer...* Just to let you know I do offer free foreclosure assistance so if you could call me back at 562-652-7667 to discuss your options I will do everything I can to help you avoid foreclosure. Thanks and hope to talk to you soon.



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Interested in joining the Team?

-Give us a call at 562-652-7667

