**Delinquent Tax Call Script**

**Step 1:** Make sure you’re talking to the owner.

Call and ask for the owner by their first name only:

*“Hi, is this \_\_\_\_\_\_?”*

**Step 2:** Introduce yourself and your services.

*“My name is \_\_\_\_. I’m a Realtor here in City Name.*

*I noticed you had a property at \_\_\_\_\_\_\_ that had some past-due property taxes. I have some info on different options to resolve your issues. Do you have a few minutes to talk about them?”* **[Wait for them to reply.]**

**Step 3:** Offer them a free consultation.

*“Let me tell you a little bit about what I do. I educate homeowners on their rights and options to resolve their delinquent property tax issues.*

*I help them understand their options to avoid a tax deed foreclosure and even put some cash in their pockets. I can meet with you, explain your rights, show you all the different options available to you, and answer any questions you may have.*

*It takes about 30 minutes to go through everything. When do you have 30 minutes to meet?”*

* **If they are agreeable to scheduling,** schedule an appointment with them.
* **If they aren’t agreeable to scheduling** reply, *“Would you like me to send you some information on your options?* **[Wait for them to reply.]** *What’s your email address? I’ll send it to you.”*

**If they aren’t interested in you emailing them their options,** thank them for their time and get off the phone.