**Rental Call Script**

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

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

*"Hi, is this \_\_\_\_\_?"*

**Step 2:** Ask if they have a minute.

*“I have a quick question for you. Do you have a minute?”*

**If they say “Yes,**” continue.

**If they say “No,”** tell them you will call back later and hang up.

**Step 3:** Determine if they are interested in selling.

*“My name is \_\_\_\_. I’m a Realtor here in City Name. Do you own the property in City Name on [Street Name]?* **[Wait for them to say “Yes.”]**

*I sent you a book that shows how to sell property for the most money possible. Did you get the book I sent you?* **[Wait for them to say “Yes.”]**

*I was wondering if you were interested in selling your rental property with the HOT Market we have right now?”*

* **If they say “Yes,” say:** *“I can stop by sometime, take a look at the property, and tell you what I might be able to do to help you sell it. What’s a good time for you?”* (Schedule the appointment and move to step 4.)
* **If they say “No,” say:** *“If I ever had a buyer that was interested in YOUR property, would you consider selling it to them?” (Try and determine if you should follow up in the future.*

**Step 4:** Get more information to help you prepare for the appointment. Ask the following questions and note the answers.

* *“If you were to sell, how soon would you want to sell the property?”*
* *“What is the reason you are considering selling this property?”*
* *“Do you have any idea what kind of price you want for the property?”*