

Credibility

How Do I Know You're Are Really Going To Buy My House

- *This is more of a “internal dialogue” than external question the seller may ask*
- I can certainly understand you wanting to FEEL COMFORTABLE that when you SELL YOUR HOUSE TO ME that you don't have to worry about it falling through.
- I certainly would not have gone through the effort of reaching out to you if I did not have the desire and capability ...
- I'll make the commitment to work quickly and keep you informed through out the entire process so that you know that things are moving along and that you're one step closing to selling your property.

How Long Have You Been In Business?

- My funding partners and I have been buying and selling properties in the area for several years now..
- And we take seriously the obligation to do what we promise and to deal ethically and in being transparent in our dealings..
- When you SELL YOU HOME TO US you'll immediately start to experience just that ... and you'll know that you made the right choice in working with us...

Do You Have An Office

- We have several office throughout the US
...however right now I don't have a physical location in your area right now
- We had one but nobody ever went there...since we're looking at properties all the time .. And the closings all happen with licensed and an insured escrow and title companies....

Can You Show Me Testimonials

- We have a lot of happy and satisfied clients... unfortunately many of them wish to keep their relationship with us private..
- So right now we don't have anyone that you can speak with ..
- Let me ask you ...what is it that's preventing you from moving forward and working with us to SELL YOUR HOME?

How Many Houses Did You Buy Lately

- *Use the power of many*
- *Your buyer list in the area is an indicator of sales*
- We buy several homes each month in various parts of town....mostly from people just like ..that are tired of their property .. And simply just want to work with someone that is honest and will keep their promises

Can I Talk To Your Partner

- You definitely can ... as soon as we COME TO AN AGREEMENT we'll schedule a time for my funding partner to inspect the property ... and you can certainly meet them there.

You don't even have a website?

- It's interesting that you ask me that question...my partners and I were wondering if we should have one...
- The funny thing is that most of our customer really appreciate that we just simply don't hide behind a website.. That they can actually talk to us over the phone
- Especially since it's sooo easy to put up a bogus website to give someone the impression that you're a real business..
- Was there any concern that you had about us moving forward?

How Do I Know You'll Do What You Say?

- I can certainly understand your question ..
- Once you APPROVE THE AGREEMENT and we get the ball rolling.... You'll immediately realize why a lot our customers come from referrals .. Because we do exactly what we promise... we communicate every step of the way .. And will do everything so that you can FEEL COMFORTABLE that you've made the right choice... isn't that what you want?

What Is The Difference Between You And All The Other People Who Are Saying They Buy Houses?
I Need An Offer Now As I Have Talked To Others
And I Don't Want You To Waste My Time.

- When you SELL YOU HOME TO US you'll see why so many of our customers come from referrals... *and then use the previous example*

Why Are You Located In Another State

- Whereas just a few years ago we were limited to our local market ...now with the internet we're able to invest in other parts of the country.
- So myself and my funding partners have been buying properties in your local area simply because the houses are just too expensive where we live.