

THE WHOLESALERS TOOLBOX

VIRTUAL WHOLESALING SCRIPT

CASH BUYER QUESTIONNAIRE

(Gather as much information as you can, relax, be natural, conversational & don't talk like a robot)

Personal Contact Information

Name: _____ Email: _____

Address: _____

City: _____ State: _____ Zip: _____

Cell Phone: _____ Work Phone: _____

Company: _____ Website: _____

Investment Criteria

(Name), what does your Ideal investment property look like (the one you would buy all day every day). Describe it to me, help me envision it...

What areas are you interested in? _____

What price range? _____

How many houses do you buy a year? _____

Do you use financing for your projects or pay cash? _____

What constitutes a good deal for you? (% of value, minimum profit, min. cash flow)

Are there a minimum number of bedrooms and/or bathrooms that you require, or a minimum amount of square footage?

CASH BUYER QUESTIONNAIRE CONT...

What type of construction do you prefer (wood frame, concrete block, etc.)?

Do you only buy single family properties, or are you also interested in multi-family?

Are you looking for properties to rehab and resell, or do you plan to buy and hold?

Are you willing to do full rehabs, or are you looking for cosmetic fixer uppers only?

How soon are you looking to buy, and how much time do you typically need to close?

Awesome! We have a great start here... Just so we're on the same page, if I go to work working to locate the perfect deal you've described to me here you'll be ready to close on it correct? Yes? Great!

I'll do this because I'm looking for just a handful of investors like you I can build a long-term mutual beneficial business relationship with and I'd like you to be one of them.

Thanks (name), I'll be talking to you soon!

Additional Notes
