

THE SELLER CALL SCRIPT

Word-for-word how a first call with a homeowner should sound: warm, honest, zero pressure. - Wise Revival

This is a conversation guide, not a pressure script. The seller can end the call at any point and that is fine. Your job on call one is to understand the situation, not to win the house.

1. Opening (first 30 seconds)

"Hi, this is [your name] with Wise Revival. You reached out about your house at [address] - thanks for talking with me. Is now still an okay time for a few minutes? I will keep it short, and if anything I say doesn't work for you, just tell me - no hard feelings."

2. The situation (listen more than you talk)

- ☐ "Can you tell me a little about the house - how long have you owned it?"
- ☐ "What has you thinking about selling now?" (Then be quiet. The real reason matters more than the first one.)
- ☐ "If you could pick the perfect timeline, when would you want to be done with it?"
- ☐ "Is anyone else on the deed, or anyone else who would be part of the decision?"
- ☐ "Is there a mortgage on it, roughly - and are the payments current?" (Never demand exact figures on call one.)
- ☐ "What shape is the house in - roof, AC, foundation - anything you already know needs work?"

3. The number conversation

"Here's how I get to my number, so there are no surprises: I look at what renovated houses nearby actually sold for, subtract the repairs your house needs, and that leaves the most I can pay and still make the deal work. If the number works for you, great. If it doesn't, I'll tell you honestly what your other options look like - listing it, or keeping it - even if that means I don't buy it."

4. Close and next step

- ☐ Summarize what you heard back to them, in their words.
- ☐ Offer ONE clear next step: a short walk-through so your repair number is real, not guessed.
- ☐ Confirm the best way and time to follow up - and ask permission to text or call.
- ☐ Thank them either way. A respectful no today is a referral tomorrow.

5. Lines that keep you honest

- "You don't have to fix, clean, or show anything - we buy houses as they sit." (Only say it if it is true for your operation.)
- "Your house, your timeline, your decision." - and mean it.
- Never invent a deadline. Never say another buyer is about to take it if that is not true.
- If they are behind on payments or in foreclosure, say plainly: "Waiting usually removes options - whatever you decide, decide soon, and talk to your lender and, if you can, an attorney."

6. Before you hang up - capture the deal facts

- ☐ Address, owner name(s), best phone and email
- ☐ Timeline, motivation, decision-makers
- ☐ Condition notes in their words
- ☐ Mortgage status (current / behind / unknown) - no exact balances demanded
- ☐ Agreed next step + date

Education only. State wholesaling-disclosure laws apply before you sign anything - see the State Law One-Pager. Never collect payment information on a seller call.