**Pre-Foreclosure Follow Up 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:** Introduce yourself.

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

*I heard your house was in foreclosure. I have some info on some different options you have to avoid foreclosure. Do you have a few minutes to talk about that?* **[Wait for them to reply.]**

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

*“Let me tell you a little bit about what I do. I educate homeowners on their rights and options to avoid foreclosure.*

*I help them understand their options to avoid foreclosure and even put some cash in their pocket. I can come out to your home, explain your rights and all the different options available to you, and answer any questions you may have.*

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

**If they say “Yes”**, then schedule an appointment with them.

* **If they say “No”**, then reply, *“Would you like me to send you some information on your different options?”* **[Wait for them to reply.]** *What’s your email address? I’ll email it to you.*

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

**Here’s the script to call them back next week.**

Call back next week and say, *“Hey, its \_\_\_\_\_\_\_\_. I’m the Realtor that called you last week. I was just thinking about you. Are your sure you don’t want some more information on your different options to avoid foreclosure? Do you have some time available to meet and talk about them?”*