

## Why did you send me a postcard?

- We are looking to buy a house in that area

## Why did you think I'm selling my house?

- We really didn't know if you had any interest in selling, but we are looking for homes in your area, so we contacted you.

## What is your offer?

- I'm not sure yet. I collect a little information here and then pass it to a Home Buying Specialist who works on the offer.

## Why did you send this to me?

- We are looking to buy a house in your area.

## Have you seen my house?

- No. I haven't personally seen your home, but we are looking to buy a house in that area.

## How do you formulate your offer?

- That's the job of our home buying specialist. I just collect the information and pass it on if you're interested in an offer.

## I'm not sure I'll sell

- That makes sense. By receiving an offer, you're under no obligation to do anything.

## You can't have my email address

- That's no problem.

## "Not Ok" prospect

I get the feeling I might have said or done something to upset you or make you uncomfortable. Should we continue on or back up a bit?

## Technical/Unique Questions

I'm Glad you brought that up: I don't know a lot about that, but I do know that these are the types of questions our Home Buying Specialist can answer for you.

## How'd you get my information?

Our marketing department pulls that information for us.

From Where? Public Records

## Why can't you give me the offer/Why do I need to talk to someone else?

- I help collect some basic information, and then pass it to a Home Buying Specialist because they have the tools to actually calculate the offer.