




# MILLION DOLLAR SCRIPT



**INVESTOR GRIT**  
WHERE GRIT HAPPENS



When it comes to Wholesaling houses, if you don't know what to say (not to mention "How" to say it), you'll never make money in this business. You might have some "dumb" luck and occasionally do a few deals here and there, but your business will *never* be consistent.

The truth is you will never have a business. What you'll REALLY have is nothing more than a hobby.

Understanding and recognizing TRUE Motivation can be an art form! You might be missing out on TON'S of deals RIGHT NOW where you *think* a seller isn't motivated, when they most certainly are motivated.

### **Maybe you're just not asking the right questions.**

We have spent hundreds (if not thousands) of hours tweaking and perfecting the script that you are holding in your hot little hands. This investment (in both time and money) was well spent because what you now have in your possession can literally make you a fortune...*if* you know how to use it.

So you are probably asking yourself, "If this script is so valuable, why are these guys just giving it away for free?"

Fair question! Here's the deal: At Investor Grit, we believe in abundance. We believe in collaboration over competition. Our goal is to provide you with the absolute BEST actionable strategies and tactics you can use in your Real Estate business right now, for free!



## Is there a catch?

Listen, we have one of the best mentoring programs in the country. I'm talking about a program that has helped many complete Wholesaling newbies generate hundreds of thousands of dollars!

Our stuff works and we have tons of **success stories** to prove it! The idea is you'll say, "Man, this free stuff really helped me. I think I need to work with these guys."

Pretty simple, right?

We call it the old "Show you can help them by actually helping them" method and it works like a charm.

So take this script and MASTER it! I PROMISE you it works like gangbusters! We have literally made hundreds of thousands of dollars with this **exact script**. With great power comes great responsibility, so use it wisely.

And if you are struggling in your Wholesaling business and want our help, we would love to help you! Book a call with our team and if we like what you have to say, we may just invite you into the tribe.

To your success,



**Tom and Cody**

**BOOK NOW!**

Click here to book your free breakthrough session  
*\*\*Spaces are limited\*\**

# Script

Always remember, it's important to be a deal FINDER, not a deal creator!

Follow this script TO THE LETTER! Do not change one single word of it! Don't rearrange the order either. Some of these questions might make you feel uncomfortable to ask. GOOD! Get comfortable being uncomfortable! Everything that you want is on that other of your comfort zone.

Before you get on the phone, stand up, and take a few deep breaths. Stick out your chest and be confident. Most importantly, put a big smile on your face.

Hi this is \_\_\_\_\_

1. I was getting back to you about the home that you have available.
2. Sounds like I caught you in the middle of something. *(Pull away like you might want to call back later)*
3. Can you tell me a little about the property? *(As the seller is speaking, take notes!)*  
It sounds like a great property why would you consider selling it. *(Sound confused and perplexed)*
4. When were you hoping to be able to sell the property?
5. What do you think the property is worth?
6. How did you arrive at that number?
7. What kind of repairs does the property need?
8. What is owed against property?
9. If I could pay all cash and close quickly, what would be the best price you would consider if I paid for all closing costs and there would be no real estate commission to pay?
10. Oh... huh...*(sound disappointed)*. Is that the best you can do?
11. May I have the address? I'll do some research and I will call you back in a little while.
12. What is the best way to get in contact with you?
13. Do you have an email address so that I can send you a written offer?