

# Here is the Script I use to Close the Lease Option Deal

( The Lease Option Investor is **Bolded** )

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## **Can you tell me if it is still available?**

If yes continue.

## **When is it available?**

## **Can you tell me a little about the home?**

Let them answer some information about the home...or expand some questions off the ad. You are building rapport with the owner. Talk and let them talk. People warm up when they are the ones talking. Listen and sound interested.

## **When was the home built?**

This question gives you insight to any decorating problems you might be running into. It will tell you if it might need to be updated. If older ask next question, if not skip.

## **Has the kitchen and bath(s) been updated since it was built?**

If it was built in the 70s, I might ask if the baths or kitchens are yellow/green/brown or if they have been updated since it was built. I am primarily building rapport and leading up the main question.

## **Does it have a garage or basement?**

Don't ask questions that are answered in the ad or from their description above. Ask questions applicable to your area of the country. (ie, Is it in a flood area?, Does it have central air?, Has it ever had termites? Whatever might be of interest to you and to find out more about the home)

## **Is the yard fenced?**

I really don't care...I am just building rapport. This may prompt them to ask the question on whether or not you have pets. At this point they still think you are the one that will be living there. I don't change that direction of thought until enough rapport and trust have been developed. They may ask questions as to how many will be living in the home. These are questions I don't want to lie about, but don't want to be totally direct on either. If I said, "I don't know, I am going to rent it to someone else", you can be sure they will not show you the home. That would kill the trust and rapport immediately. It is hard to say how to handle those questions exactly. Each time these questions come up, you will be answering them differently based on the owner.

Here are some ways you could consider handling them.

1. Answer them as if you really were going to live there. Always answer truthfully – just not always completely or early on in the negotiation process.
2. Try to change the subject or slightly avoid the question.
3. Try to answer to your best guess of who might be renting from you later.

Deception is not what I am recommending, however, it may sound like that. I am very honest and straightforward with my sellers, but only after they meet me or when I feel that they are open to discussion about the entire situation via phone.

Everything is in writing too. They will know that you are not living there before they sign the documents. It is also in the rental agreement with the seller that you will not be occupying the home. If the home sounds like something you would like to own then pop the Question.

**Wow, this home sounds really nice, would you considering selling it?**

If they say no then say, “thanks, but I am really looking for something I can buy. Leave them your name and number to contact you later if they change their mind about selling. If they say maybe or yes.

**Do you know how much you would want for the home?**

Start to feel out the owner for the type of terms they would consider.

**When could I come and look at the home to see if I would be interested in it?**

Then set it up!