



Seller Call Script Cheat Sheet

Quick Reference Guide – Home Buying Guys (2025 Update)

How to Use This Guide

This cheat sheet is designed to give you fast, effective talking points when speaking with sellers. It complements the full Seller Scripts & Guides, but is condensed for quick use on calls or appointments.

1. Initial Greeting

Hi [Seller Name], this is [Your Name] with Home Buying Guys. I'm reaching out about your property at [Address]. We buy homes as-is for cash, and I'd love to learn more about your situation to see if we're a fit. Do you have a few minutes to chat?

2. Qualifying Questions – The Four Pillars

Condition: "Can you tell me about the current condition of the property?"

Motivation: "What's prompting you to consider selling right now?"

Timeline: "If we agree on a price, how soon would you like to close?"

Price: "Do you have a number in mind that you'd be comfortable with?"

3. Rapport Builders

- Ask about the story of the house.
- Show genuine interest in the neighborhood or area.
- Ask: "If you could wave a magic wand, what would the ideal outcome of this sale look like for you?"

4. Common Objections & Responses

"I want top dollar." → "Totally understand. Most of our sellers choose us for speed, convenience, and the fact they don't have to make repairs or pay fees. If getting top dollar is your priority, listing might be a better fit. But if speed and certainty matter most, that's where we help."

“I need to talk to my spouse/family.” → “Of course, I encourage that. Would it be helpful to schedule a time we can all chat together?”

“Another investor offered me more.” → “That’s great. What I can promise is that we’ll perform exactly as we say — no last-minute changes, no hidden fees.”

5. Closing the Call

“Based on what you’ve shared, it sounds like we could be a good fit. Here’s what I’d like to do: schedule a quick walkthrough (in person or virtual) to confirm details, then present you with a fair cash offer. Does [Day/Time] work for you?”

6. Quick Reminders

- Lead with empathy and honesty.
- Listen more than you talk.
- Take good notes in the CRM.
- Always leave the seller feeling heard and respected.