

# Script for Investors

*Keep in mind that while you can never script exactly how somebody is going to interact or respond in any conversation, the point of this script is to give you a basic idea of the type of conversation you want to have with an investor at an investor event such as a reia or other networking opportunity.*

**Investor:** Hi there. How are you doing?

**You:** I am great. How are you?

**Investor:** Doing pretty good. So what are you doing here? What type of investor are you?

**You:** Funny enough I am not an investor at all. I am actually a full-time Realtor that specializes in finding good deals for investors. I see great properties come across my desk all the time but what is unique about me is that I don't buy anything. I simply pass them on to investors that I have connected with. Would you like me to put you on my list?

**Investor:** Of course I would. I am here like everyone else because I am always looking for a good investment.

**You:** Excellent. What kind of investments do you specialize in? Do you like to buy and hold or do you prefer to flip properties over faster?

**Investor:** I actually like to buy multi-families, rent them out and live off of the positive cash flow.

**You:** Yeah, it is amazing how much money you can make doing this. Have you bought anything recently?

**Investor:** I actually just purchased something a couple of weeks ago.

**You:** Wow. That's great! What do you do for financing? Are you working with a hard lender, paying cash or going another route?

**Investor:** I look at every house on a case by case basis but I have a line of credit available to me through \_\_\_\_\_.

**You:** Perfect. If you don't mind can I get your card because I have a couple of properties off the top of my head that I would like to send you when I get back to the office for you to take a look at? It sounds like they may fit your criteria. All I ask is that if they don't please let me know why or why they are not a good match for you. This will help me going forward to send you the best places that fit your tastes, etc. So do you have a card on you?

**Investor:** Definitely. Here it is. Do you have one on you?

**You:** Yes, here you go. I look forward to getting the chance to potentially work with you in the near future. I will be in touch right away!