

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!