

# Cold Call Rebuttals

## 1.) Where'd you get my number?

**Best answer:** I actually am not sure, my boss gave me the number to call. If you want I can have my boss give you a call and explain how he got it. However, were you interested in an offer for your home?

## 2.) What's your offer?

**Best Answer:** To be honest, I don't run the numbers on homes. My manager does. However, if you are interested in selling your home, I can have him give you a call back with an offer.

## 3.) What's your company's name/who are you guys?

**Best Answer:** I actually just work for an independent investor. He runs a small fix and flipping business with his family. His name is Alex Garcia.

## 4.) Where are you guys located?

**Best answer:** We are located in the phoenix area, our office is in downtown.. however, we also buy property in Nevada, and Dallas area.

## 5.) I haven't really been thinking about it.

**Best answer:** Well, would you be curious in a callback with a cash offer?

## 6.) "Your offer is going to be too low so I am not interested"

**Best answer:** I can respect that, I just want to mention our offer is typically up there with the highest of them and we are serious cash buyers.

## 7.) So how does your company or process work?

**Best answer:** Very simple, if you're interested in selling or taking a cash offer I just have a few questions for you and my boss will call you back within 24-48 hours with our offer.

## 8.) "Just make me an offer"

**Best answer:** Okay sure thing, what's the condition of the property, how many bedrooms..etc.? (GO STRAIGHT INTO PROPERTY QUESTIONS) and when finished asking questions just wrap up the call and say "My boss will be calling you back tomorrow with our offer"