

## **Pre Foreclosure**

Hi, this is Natasha and I'm calling on behalf of {office name}. I'm calling because I work with a lot of buyers in the area who are looking for a home just like yours. I was wondering if you've ever considered selling your home?

### **If they say "NO"**

Hey, I totally understand. One of the main reasons for my call is that I saw you were in the foreclosure process through county records. Were you planning on getting current on your payments or were you planning on cashing out on the equity that you probably have by selling?

"Yes, we're going to get current on our payments,"

Okay, that's great news! We have a lot of financial resources available for you, and we'd love to help you out so you can stay in your home. It doesn't sound like you want to sell, is that right?

**Not interested in selling: (From previous question above)**

I totally understand. If for some reason that doesn't work out, I would love to chat with you more about how you can cash out on the equity.

The last thing that I want is for you to lose your home to the bank and for them to sell it for pennies on the dollar. Because, quite honestly, you probably have quite a bit of equity in your home. And I just wanted you to know that that wasn't the last resort.

"No, we can't get current on our payments. I lost my job. I don't know how we're going to do that"

Well, you probably have a lot of equity in your home. Have you considered cashing out? That way, you can get caught up on some bills and rent something while you figure everything out. Does that sound like a win for you?

### **If they say "YES"**

**If they seem interested:**

Great! We really think we can make it happen, and we'd love to share how. One moment and let me get you over to Jarrett so he can go over the finer details!

**Transfer to {contact information}**