

Hi, can I please speak with _____?

My name is _____. I am returning your call about a place we have for rent or rent to own.

Where are you living now?

How long have you live there?

Tell me a little about what you are looking for.

How much were you hoping to spend per month? (if they don't answer ask how much they are currently spending.)

The house your were calling about is (explain the small details if you think it will work for them). Does that sound like it is worth taking a look at?

Great! Lets go ahead and set an appointment. I have time _____ (only give two options), which one is best for you?

The address of the property is _____.

_____ (use their name) will it be ok if I ask you a small favor?

I don't live real close to the house. I was wondering if I can give you my cell phone number and have you call me one hour before our appointment to confirm that you will in fact be there?

Great! My number is _____. If I don't get a call from you at _____ I will not show up, so it is important that you call me before you drive out there.

I am looking forward to meeting you _____ (use their name) on _____ (tell them the time of the appointment again)