



Austin Hellickson - Real Estate Agent
Billy - Potential Client

[Introduction]

Austin Hellickson

Billy. Austin Hellickson here. How's it going?

Billy

I'm doing fine. Who's this again? I'm sorry.

Austin Hellickson

Oh, this is Austin Hellickson!

[Engaging the Visitor]

Austin Hellickson

I saw you were looking for a cash offer on your home. Here at 123 Main Street. How soon did you need to sell?

Billy

Yeah, I actually am planning to sell it as soon as possible.

Austin Hellickson

Oh, wow. Why so soon?

Billy

I just wanted to move back from. To my mom I'm moving out of state.

Austin Hellickson

Oh, there you go. Well, I hope your mom's doing all right with that.

[Understanding the Needs]

Austin Hellickson

Are you specifically looking for quick cash or the most for your home?

Billy

I want it cash in the most as well.



Austin Hellickson

Okay perfect and full transparency for you. By the way, I am a real estate broker as well as a real estate investor. So I have this cash offer program in place because I'm trying to find things for my clients to buy. Sometimes they do offer up to market value depending on the home. And I mean, of course, yes, i do list homes, the traditional way actually I kid you not. Last year I listed 97 homes. It was number one in our brokerage. So, I mean, yes, you can go for quick cash, right? Like a quick cash offer. It's quick, it's simple, it's easy. But after everything's all said and done, you're not going to net as much money as if you were to get it listed and sold. Then you would any other way.

[Offering a Solution]

Austin Hellickson

But what I'd love to do for you is come at least see your place, smell it, give you an idea, truthfully, what's it worth and how much? If we can realistically get it listed and sold for. But what an afternoon or an evening, be better for you to meet?

Billy

Afternoon would be fine.

Austin Hellickson

Perfect. Would Thursday at two. Or Wednesday at four be better for you?

Billy

I think the 4 p.m. is good.

Austin Hellickson

Perfect.

[Confirming Details]

Austin Hellickson

And remind me. I apologize. Billy. Are you the only decision maker for the house?

Billy

Yeah. Actually, it's me. Yeah.



Austin Hellickson

Just you. Perfect.

[Closing]

Austin Hellickson

Well, nonetheless, Billy, I look forward to seeing you Thursday at four and helping you get your home listed and sold. Have a great one
In the meantime.

Billy

Sure. You too

Austin Hellickson

Alright thanks, talk to you later. Bye.