

(Make Sure You Have A Proper Opening Spiel. Introduce Yourself And The Company You Represent Right Away)

Hi Can I Speak With _____. My Name Is _____ Calling From Mortgage Helpline USA.

(Explain The Purpose Of The Call And Give Them A Brief Summary Of What You May Be Able To Do To Help Them. Also, Test The Level Of Interest By Using Trial Closes Such As " So When Would Be The Best Time To Have Them Call You Tomorrow?")

The Reason For This Call Is To Inform You Of Our Loan Modification Program. The Program Is Designed To Prevent Foreclosure And Save You Thousands On Your Mortgage. When Is A Good Time To Have One Of Our Loan Specialist Call You Tomorrow?

(At This Point, The Customer Will Probably Start Throwing Questions At You Or Start To Resist You, The Best Thing To Do Is To Make Sure You Acknowledge Their Questions Or Concerns And Answer Them Correctly And Confidently, This Is Where Your Rebuttals Come In)

I Know This Can Be A Stressful Subject But We Can Rework The Terms Of Your Mortgage With The Bank To Help Prevent Foreclosure And Make Your Payments More Affordable.

This Won't Take Much Of Your Time And It Could Save You Thousands On Your Mortgage.

(When You Feel That You Were Able To Handle The Customers Concerns, Take Them To The Next Step Immediately By Starting To Ask All The Necessary Questionnaires To Make Sure That They Are Qualified, One Tip On Gathering Information Is To Just Sound Casual On Asking For Them, Never Make It Sound Like A Big Deal. And Again, A Little Trial Close At The End Will Also Help Out A Lot)