Introduction

* Hi, is this \_\_\_\_\_\_\_\_\_? This is Myke from FWAP. I got your number from Perdure Carter as we will be working together on your flip project, and I wanted to reach out to get some more information and to discuss the next steps, sound good?

Initial Questions

* Are you in Chicago or out of state
* Have you ever done a flip before or will this be your first project?
  + If 1st project-pre-empt that we do SFH for 1st time investors
* Have you setup your LLC?
* Are you pre-approved already or not yet?
  + If no-ask about their income, credit and reserves
* We have had tremendous success in the past year with all of our clients profiting anywhere from $30k-$50k on their projects. When you look at the stock market the average return is 5% annually. Here at FWAP the average investment is $10k-$15k for the down payment but the profit after the project is completed is an average of $45,000! That is a 200-300% return within only 8 months. What would be the lowest amount you consider successful?

Explain the process

* Ok so what I’d like to do is explain the next steps and our process at FWAP.
* The first thing we’re going to do is find a property for you.
  + We handle all of the walkthroughs, pictures and we run a report on the numbers and market to find the best possible option for your project.
  + We then send a full breakdown of the property and the numbers to you for approval. Once approved we will submit an offer. Our goal is to submit 2-3 offers at a time to be sure we lock one down for you and don’t worry we have 5 days after a property is accepted to withdraw our offer at no penalty.
  + We aim to have a property under contract within 2 weeks.
* Once we’re under contract we will complete a scope of work and help lock down a contractor for your project.
* Once the property is closed the rehab will begin which typically takes 3-4 months and we will provide a report 2x a week with an update from the GC, pictures and videos of the property so you know the status weekly.
* After the rehab we will bring the property to market and sell the property for you and our average turnaround is 60-90 days.
* With everything included from start to finish the average timeframe is 6-8 months.