SELLER CALL SHEET

Contact Information

Facility Name: _____ **Address:** _____

Date: _____ **Lead Source:** _____ _____

Contact Person: _____ **Cell Phone:** _____

Owner Name: _____ **Work Phone:** _____

Email: _____ **Website:** _____

Script

Hi, my name is ____, and I am in the area just calling owners to see if they are interested in getting an offer. I am trying to buy my first facility and get my foot in the door into this industry.

Tell me a little bit about the facility - how long have you had it, and how have you been managing it?

Did you build or develop the facility, or did you purchase the facility?

Would you be interested in getting a free analysis on your property so that when the time comes that you want to sell your property, you'll have an idea of how much it's worth?

What is the price you are looking for?
We can come up with an offer, but essentially if you don't give us a price, it could be a lower offer than expected, and we don't want to do that because we like to create fair offers. If you have a price in mind, or if you have been offered something and turned it down, can you tell us what that number is so we have something to start with?

Unit Mix

Unit Size	# of Units	Unit Sq. Ft.	Total Sq. Ft.	Monthly Rent	Gross Monthly Potential	Gross Annual Potential
x						
x						
x						
x						
x						
x						
Total:						

Facility Information

Asking Price: _____

Annual Reported Income: _____

Total Facility Sq. Ft: _____

Total Property Sq. Ft: _____

Vacancy Rate: _____

Property Taxes: _____

Utilities: _____ **Insurance:** _____

Other Reported Income: _____