Mortgage Broker Discovery & Qualifying Email

Note - Keyspire has several preferred mortgage brokers for you to work with depending on your market and investing strategy. Contact your Coach or Member Services to be connected with an investor-savvy Mortgage Broker. If you wish to qualify your own Mortgage Broker, this script can assist you.

Hello (Mortgage Broker Name),

My name is (Your Name). I am a real estate investor with (Your Company Name) and am interested in purchasing investment properties in (City Name). We are looking for a Handyman that is experienced with rental properties, and is receptive to building a business relationship.

If this is of interest to you, that's great! We would like to have you work with us and have some questions for you to start:

- 1. Do you offer pre-approvals? If so, what conditions are attached to the pre-approval?
- 2. How long is the rate guaranteed?
- 3. If rates decline, how low can your final rate drop?
- 4. How many mortgages have you arranged in your career?
- 5. How many properties do your top 3 real estate investment clients own?
- 6. Can you give me references?
- 7. Where does the majority of your business come from?
- 8. Can you tell me about your educational background and experience in the industry?
- 9. What systems or procedures do you have to look after my mortgages if we move ahead?

Thank you for taking time to develop a relationship with us. We look forward to doing business with you!

(Your Name) (Company Name) (Company Address) (Phone number) (Email Address)

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