



Fax this completed form to 1-800-800-6126 or subscribe online at [www.patlive.com/SSF](http://www.patlive.com/SSF)

**Customer Information:**

Subscriber Name \_\_\_\_\_ SS/Fed ID # \_\_\_\_\_  
Mailing Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
E-mail Address \_\_\_\_\_ Fax \_\_\_\_\_  
Home Phone \_\_\_\_\_ Business Phone \_\_\_\_\_

**Service Selection:**

**Short Sale Services**

(processing code: PME)  
~~\$24.95 Setup fee~~  
5.9¢ per automated minute

Monthly Fee is:

- \$24.95 for an 888/877 Number
- \$29.95 for an 800 Number

**Live Receptionists**

~~\$120.00 Setup fee~~  
\$1.00 per Live Receptionist minute  
5.9¢ per automated minute

Monthly Fee is:

- \$79.95 for an 888/877 Number
- \$84.95 for an 800 Number



**PATLive Voice Broadcasting**

~~\$19.95 Setup fee~~

- Package 1**  
\$10.95 Monthly Fee  
9.9¢ per automated minute  
Included Minutes: 100
- Package 2**  
\$24.95 Monthly Fee  
9.9¢ per automated minute  
Included Minutes: 400
- Package 3**  
\$89.95 Monthly Fee  
4.9¢ per automated minute  
Included Minutes: 2000

**Live Receptionist Script Information:**

Your callers want to:  Buy a home  Sell a home  Escape Foreclosure  
Caller information should be sent by:  Email after each call  Email once a day  Fax after each call  Fax once a day  
Will you receive more than 50 calls per week?  Yes  No  
Are you planning television or radio ads?  Yes  No  
Please provide the name or business name to use when calls are answered: \_\_\_\_\_

**Payment Method:**

VISA  MasterCard  Discover  American Express  
Credit Card # \_\_\_\_\_ Cardholder's Signature \_\_\_\_\_  
Expiration Date \_\_\_\_\_ Name As It Appears On Card (please print) \_\_\_\_\_

**Customer Signature:**

Customer Signature \_\_\_\_\_ Date \_\_\_\_\_

Your signature indicates consent to the terms of agreement found on [www.patlive.com](http://www.patlive.com) or requested from PAT at 1-800-775-7790.



# Cory Boatright's Live Receptionist Scripts

These are the scripts Cory Boatright recommends for his Short Sales Fundamentals program. Each time a call is received, PATLive's highly-trained Receptionists will read the script, ask a series of questions, pre-qualify callers, and e-mail or fax the leads directly to you. To modify your script after your account is set up, simply call PATLive!

## **PATLive will answer your calls using either your name or your business name.**

Hi! Thank you for calling (ABC Realty). Are you calling to buy a house, sell a house or need Foreclosure Assistance? My name is Pat and I just need to get a few questions answered so we can assign a representative to work with you.

### **Foreclosure Script Questions:**

1. What is your first and last name?
2. What is the address of the property including City, State, Zip, and County?
3. Do you have an Email address?
4. What are the two best numbers, including area code, that you can be reached?
5. Are you the owner of record on the property?
6. Do you want to try to keep the property or sell it?
7. What do you think the property is worth?
8. How much do you owe on your 1st mortgage?
9. How many payments are you behind?
10. How much do you owe on other liens or mortgages?
11. Have you been served legal papers yet? When?
12. Do you have a sheriff sale date set? When?
13. Have you filed Bankruptcy?
14. Is the house vacant, owner occupied, or rented with a tenant?
15. Is the house listed with a Realtor? For how long?
16. How did you hear about us?

### **Selling Script Questions:**

1. What is your first and last name?
2. What is the address of the property including City, State, Zip, and County?
3. Do you have an Email address?
4. What are the two best numbers, including area code, that you can be reached?
5. Are you the owner of record on the property?
6. Is it a house or mobile home?
7. What is your asking price?
8. What do you think the house is worth?
9. How many bedrooms, baths, garages?
10. Your guess of square footage?
11. What is your reason for selling?
12. Does it need repairs? If YES ...briefly explain:
13. Is it vacant, owner occupied, or rented?
14. Is it currently listed with a Realtor? For how much?
15. How much is left owed on 1<sup>ST</sup> or 2<sup>ND</sup> Mortgages?
16. Are you behind on any payments? How many?
17. Are taxes and insurance both paid with your payment?
18. If we offered you cash and closed quickly, what is your best price?
19. Is that really the price you can do? Lower prices mean a faster sale!
20. Could you sell us the house if we took over payments?
21. How did you hear about us?

### **Buying Script Questions:**

1. What is your first and last name?
2. Do you have an email address?
3. What are the two best numbers, including area code, where you can be reached?
4. Tell us which area you would like to live.
5. What price range house are you looking for?
6. How many BEDROOMS and BATHS would you prefer?
7. How many square feet do you like?
8. In your own words, how does your credit look?
9. When do you want to buy?
10. What is the maximum monthly payment you can afford?
11. How much do you have for the down payment?
12. Could you get more down payment money if you absolutely needed it?
13. How do you pay rent now? check, money order, cash, or other
14. Have you been recently pre-qualified to buy a house?
15. How did you hear about us?

### **Call Closing:**

Thank you very much! Someone from our Team will be contacting you very shortly after they review your information.

**Fax the front side of this form to 1.800.800.6126.**  
**You may also subscribe online at <http://www.patlive.com/signup/SSF>.**

***Thank you for using PATLive!***