

SCRIPT FOR APPROACHING A JV PARTNER

Hi _____, this is _____, calling from _____

How are you?

That's good. I'm just calling about _____(address) that I was talking to you about the other day.

I have done extensive research on the area and the property. The figures are looking good and the property is looking promising. I can send you a copy of my findings if you'd like to have a look?

Judging from my research, it appears this property could generate great profits!

At this time, I don't have the funds for the deposit to purchase this site, but I do have the borrowing capacity to take out the loan, as well as complete all the ground work and research.

Would you be interested in a win/win investment venture that is mutually beneficial?

I would love to meet u with you to discuss this further. Or, if you are happy to sign a non disclosure agreement, I can send you my business plan and all of the research that I'm sure you would be interested in seeing?

Basically, in simple terms, if you were to provide the investment in the form of the deposit, I can contribute the bank loan to complete the purchase, and at the end of the project, we will split the profits we make 50/50.

I anticipate that this will be a _____% return on equity for you.

How does that sound?

Would you like to grab a coffee and discuss this further?