

How to Send Me a Buyer

The agent kit from Dan Friel

The two sentences to say

BUYER ALREADY HAS A BANK PRE-APPROVAL

"Before you sign anything, let my lender guy Dan take a look at the numbers. He shops 160+ lenders and he'll tell you straight if your bank's deal is good."

BUYER WAS TURNED DOWN

"Don't give up yet. Dan does a same-day second opinion in writing and he's saved deals other lenders walked away from."

When to send someone

- ✓ Turned down
- ✓ Pre-approved by a call center and can't get anyone on the phone
- ✓ Self-employed
- ✓ Using a VA loan
- ✓ Needs down payment help
- ✓ Buying a condo
- ✓ Unsure what they can afford

How to Send Me a Buyer

What happens in the first 24 hours

- 1 You text me their name and number.
- 2 I call them the same day.
- 3 I send you a text confirming I reached them.
- 4 Within one business day, you both have a written read on what's possible.

What I will never do

- ✗ Call your client without you knowing.
- ✗ Quote a rate before I've seen the file.
- ✗ Go quiet.

Dan Friel

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