Script: "What if…"

When to use this:

- In any negotiation situation

Scenarios:

- **When giving an offer to the vendors** (e.g. $580k) and the vendors reject it:
  "Can I ask you what if the buyer came back and went to $582k? What would happen then?"
- **When setting the reserve with the vendors** (e.g. $600k):
  "Can I ask you what if the bidding stops at $550k? What would happen next?"
- **Negotiating with buyers** - e.g. buyer makes an offer of $550k on a property that's on the market for $575k:
  "What if the vendors came down to $570k, what would you do then?"

Why is it powerful?

- By asking "what if…?" you bring forth hypothetical scenarios that allow you to understand buyer / vendor's true expectations without any pressure.

Corresponding video on Real Estate Gym:

https://realestategym.com.au/membership-dashboard/scripts-dialogues/what-if/