

Script as Mentioned for Making Offer

You: "Mr./Ms. Seller, I am going to put this offer in a letter and send it over to you. I know that this is important to you and I want you to have my offer in writing. This way, you can look it over thoroughly at your convenience, and if it makes sense to you, we can go to the next step. Also, if you have any questions, I will be right here to answer them. There's no rush."