**Mortgage Broker Prospecting Script**

**Introduction:**

"Hello [Client's Name], this is [Your Name] from [Your Company Name]. I hope you're doing well. Oxbridge has over 1,100 agents and brokers in Australia. Thank you for your recent enquiry for one of our properties with Oxbridge. I wanted to reach out to discuss some exciting opportunities we have regarding mortgage options that could potentially benefit you."

Establishing Rapport:

"I understand that navigating the mortgage market can be overwhelming, but that's where we come in. Our team specialises in finding tailored solutions that fit your unique needs and financial goals." We can also find some great deals for cash backs

Highlighting Expertise:

"With over [X years/months] of experience in the industry, we've helped countless individuals and families secure the best mortgage deals possible. Whether you're a first-time buyer, looking to refinance, or interested in investment properties, we have the knowledge and resources to guide you through every step of the process."

Explaining Benefits:

"Our mortgage options come with a range of benefits, including competitive interest rates, flexible repayment terms, and personalized advice to ensure you're making informed decisions about your financial future."

Addressing Concerns:

"I understand that you may have questions or concerns, and I'm here to address them. Whether it's about eligibility criteria, documentation requirements, or anything else, feel free to ask—I'm here to help."

Call to Action:

"If you're interested in exploring your mortgage options further, I'd love to schedule a consultation at your earliest convenience. Together, we can discuss your goals and how we can help you achieve them through our mortgage services."

Closing:

"Thank you for considering [Your Company Name] for your mortgage needs. I look forward to the opportunity to work with you and help you achieve your homeownership dreams. Have a great day!"

**Introduction:**

"Good [morning/afternoon/evening], [Client's Name]! This is [Your Name] calling from [Your Company Name]. I hope I'm not catching you at a bad time."

**Establishing Rapport:**

"I wanted to touch base with you because I noticed that you've been exploring mortgage options recently. I understand how overwhelming it can be to navigate the market, and I'm here to make the process as smooth as possible for you."

**Highlighting Expertise:**

"At [Your Company Name], we pride ourselves on our expertise and personalized approach to mortgage brokering. With [X years/months] of experience in the industry, we've helped countless clients like yourself secure the best possible deals tailored to their specific needs."

**Explaining Benefits:**

"Our mortgage solutions offer a range of benefits, including competitive interest rates, flexible repayment plans, and access to a wide network of lenders. Whether you're looking to buy your first home, refinance an existing mortgage, or explore investment opportunities, we have the knowledge and resources to assist you every step of the way."

**Addressing Concerns:**

"I understand that you may have questions or concerns, and I'm here to address them. Whether it's about the application process, eligibility requirements, or anything else, please don't hesitate to ask—I'm here to help you make informed decisions."

**Call to Action:**

"If you're interested in learning more about how we can help you achieve your homeownership goals, I'd love to schedule a complimentary consultation at a time that works best for you. Together, we can discuss your financial objectives and devise a plan to turn your dreams into reality."

**Closing:**

"Thank you for considering [Your Company Name] for your mortgage needs. I look forward to the opportunity to work with you and guide you through this exciting journey towards homeownership. Have a wonderful day!"