

Sample County Tax Lien Phone Script

This is a sample script that can be used during your communication with the county regarding tax lien sales. When you speak with them, be ready to take notes!

WHEN YOU CALL:

COUNTY: Hello, can I help you?

YOU: Hi! This is (your name), can I please speak to the person in charge of your delinquent property tax liens?

COUNTY: Yes, this is (their name), and I am responsible for delinquent taxes.

YOU: Yes, I am interested in purchasing tax liens there in (county name), and wondering if you could tell me when is the next scheduled auction for tax liens?

COUNTY: The next date is _____

YOU: Do you have a website where the properties available are listed? (yes or no)

YOU: Can you please tell me what the registration requirements are? (note details)

YOU: Do you have a mailing list or email distribution list that I could receive more information? (note details and provide your email address)

YOU: Can you tell me – what happens to the properties that do not sell at the auction – do you still offer them for sale? (note details)

YOU: Thank you for your time and information, would it be alright if I called you back with any questions I might have? Great – can I get your name again and direct dial number? (note details)

Get as much information as you can – **WITHOUT** being a pest or obnoxious! If the information is available online, don't make them repeat it all to you. On the other hand, you are looking to make a valuable contact there at the county. Make sure you are polite, friendly, and sound professional – that will get you more information than you'll ever know, AND you'll make somebody smile at the end of the conversation. A true win-win!