

THE FLIPPING NINJA[®]

Craigslist Email & Text Templates to Close Deals Quickly

What to email/text to say to sellers

- Responding to free posts
- Responding to free posts (larger/hot items)
- Making an offer on a killer deal.

Negotiating

- Email to Show Interest
- Email to go for the deal/kill right away

How to counter offer

- What a seller sends you back
- How to counter offer.
- You can say no.

Why Craigslist Communication is Crucial

- Standing out from other bidders
- Craigslist manners
- Be cautious

Craigslist Email & Text Templates to Close Deals Quickly

- Email Script
- Text Script

Craigslist Email Scripts:

What to write when emailing sellers on Craigslist

Scripts/templates/foundations when POSTING an ad:

- Greeting
 - Detailed item description (condition, make, brand name, features/benefits, what's unique about it, etc)
 - Measurements
 - Contact info (call/text/email)
-

Responding to FREE postings (general):

Hi there,

I'd like to pick up your _____ if it is still available.

I can come anytime – just give me a time and place that works best for you.

My number is 123-456-7890 in case you want to call/text me.

Thanks!

Responding to FREE postings (larger items, use this if it's a HOT item that may go fast or an item that you know has a giant profit potential. You want to be ready to pounce):

Hi there!

If your _____ is still available, I'd like to pick it up. Have a truck and can come right away.

Let me know when would work best for you and I can be there.

Thanks!

123-456-7890

Mentioning that you have a truck and can come right away shows that you'd make the transaction go as smooth and quick as possible.

Making an Offer (send this out to all sellers. If it's a KILLER deal, don't even try and negotiate price, just go straight for the kill and purchase the item at their asking price):

Thanks for getting back to me. I've been watching for that lawn mower for awhile and I'm seeing it sell in the \$800 to \$900 range on eBay and in other cities on Craigslist. I know you are asking \$1300. If you have any interest in selling it for \$875 cash, let me know because I'd be interested in coming to see it.

Negotiating Funnel (this is a favorite of mine to use when looking to really fill your inventory quick. You might be browsing dozens of ads on Craigslist here and just looking for items to flip – this is a powerful funnel. Your focus here would be quantity – sending these emails out to as many sellers as possible to get as many deals as possible):

Email #1 (expressing interest, asking intelligent questions, and making sure they have your email address and know you're an interested buyer):

Hi there!

I came across your CL ad for your Yamaha Keyboard and may be interested.
A couple questions:

1. How long have you owned it for?
2. Would it come apart so that it'd fit into a medium sized sedan?

Thanks!
Your Name
123-456-7890

Email #2 (Making an Offer. Send this out to all sellers. If it's a KILLER deal, don't even try and negotiate price, just go straight for the kill and purchase the item at their asking price):

Hi there,

Thanks for getting back to me. I've been watching for that keyboard for awhile now and I'm seeing it sell in the \$200 to \$400 range on eBay and in other cities on Craigslist. I know you are

asking \$600. If you have any interest in selling it for \$300 cash, let me know and I can pick it up ASAP.

Thanks!

This shows the seller that you're ready to buy with cash, but you also have other options and it won't be the end of the world for you if they don't accept. The seller may accept your offer, or may counter it. They may even become upset or offended by your offer. Be polite and calm, don't let it affect you. They may respond with a counter offer like:

A.J.,

Thanks for your interest in my keyboard. I'd like to get at least half of what I bought it for (which was 800). If you can do 400, it is yours.

Seller

Now this is your call if you want to accept this, or try and counter again, maybe with 350 or 375 for example. You might say something like:

Hi Mr. Seller,

How about this – let's agree on 375 cash and I'll be there in an hour.

If they come back with a counter offer that's too high for what you're willing to pay or they turn your offer down, respond with:

Hi there,

Thanks for the quick response. Unfortunately, I will have to pass on this. The maximum I can pay at this time is 375. If anything changes, please let me know and I'd be happy to come take it off your hands!

Thanks

Name

A lot of times these people will end up contacting you down the road and possibly accepting your offer. Other times they'll write you back with an even better offer if their situation might have changed and they need it gone ASAP.

Craigslist Email & Text Templates to Close Deals Quickly

Once you post something up for sale on Craigslist, as soon as someone contacts you about it, you want to close the deal as quickly as possible and prevent back and forth, endless emailing. Here's an email template you can use to respond to incoming queries about your posted items. Simply replace text in parenthesis with your info.

Email Script:

Hi (name of person if provided in email),

Yes, the (name of item) is still available. If you're interested in purchasing it, I'm available to meet (time/days/hours of when you can meet. **i.e. "anytime after 5pm weekdays, or this weekend"**). Can you meet at (name of location/store/public place/area/city)?

Feel free to call or text me as well at (put your cell phone number).

Let me know.

Thanks!

(your name)

Text Script:

Hi (name of person if provided in email),

This is (your name) from Craigslist. You contacted me about the (item).
If you're interested in purchasing it, let me know and we can setup a
time and place to meet. Thanks!