



Finding Awesome Real Estate Deals with Oversized Post Cards

Jassen Bowman

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Finding Awesome Real Estate Deals with Oversized Post Cards Jassen Bowman

Includes the following 2 audio CDs with members only website access. In "Finding Motivated Sellers to Find the Best Real Estate Deals" topics covered: What is a motivated seller, Why are motivated sellers important for professional real estate investors? (all about finding deals), Why are motivated sellers so motivated? (all about how people become motivated and clues on where to look), How to find motivated sellers?, Cheap Ways vs Easy Ways, My favorite cheap ways, My favorite easy ways:, How do you turn motivated sellers into property purchases?, finding their selling motivators, the interview, being on the right side of the desk, offering a solution to their problem, you have to identify their problem, Lead flow - 800 info lines, property information sheet, Maximizing followup for long term potential and superior profits. Approximately 63 minutes. In "Buying Houses with Oversize Post Cards" included topics: Why you need to run your real estate investing business as a BUSINESS, Why everything in real estate investing starts with motivated sellers, Deciding whether or not you REALLY want to be in this business, Why you need a record keeping system for effective followup with motivated sellers, Setting up your 24 hour recorded information line, Using oversized post cards to find motivated sellers, Getting your oversized post cards printed, Using a professional mailing firm, Costs associated with oversized post cards, What to say on your oversized post cards, How your message "speaks" to your market, How long should your sales copy be? The short vs long sales copy debate., How to test, track, and tweak your marketing, The importance of having a call to action in your marketing, One hit versus multi-hit marketing. Approximately 66 minutes.

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