

Module 1C

Team Development



Title Company

Investor friendly

- Accepts simultaneous or double closings (“Wet” and “Dry” closings;)
- Allows use of end buyer’s funds for closing (not necessary, but a plus;)
- and it is comfortable with creative financing (options, assignments, etc.);)
- Issues different types of title policies (“Hold-Open” or “Pass Through”;))
- Responsive title searches (expedited – 2 days or less;)
- Experience in dealing with judgments, liens and lenders for revisions;
- Small shops are best.



Real Estate Agent

Agent who is assertive and willing to learn

Examples of need:

- For running comps and BPOs;
- Research of high cash sales areas;
- Listing on MLS when needed.

How to locate this type of agent:

- Recommendations;
- Local real estate investors meetings;
- Ads on Craigslist;
- Internet sites – blogs, forums.



Real Estate Agent

How to get an agent on board

- Reciprocate with leads that don't work for you;
- Short sales that have to be listed;
- Pay for some initial searches - \$20+ (last resort.)

Smaller real estate companies (not franchises) are best.



Other Team Members

- **Virtual Assistant**
- **Local Assistant**
Local tasks, prepare paperwork, etc.
- **Negotiator** – for Short Sales and buying Notes
Flat Rate or Percentage of Sale Price (10% +)

