

Skills Development



Skills Development Module 2

1. Choose the right area.
2. Start building a Buyers' List - choose only 2 or 3 ways to start from the "Favorite Ways" presentation in Module 2.
3. Remember to qualify them via phone or survey with the following questions:
 - What type of properties are they looking for? Single, Multi (2 to 4 units) or Larger
 - Which areas specifically?
 - How much do they want to spend? \$50k or below, \$50k to \$100k, \$100k to \$200k or over
 - Are they ready to buy now? Less than a month, 1 to 3 months, in the future.

Skills Development Module 2

4. Set as a goal to have at least a dozen names in your buyers' list before starting the next module.

5. Set up a database and follow up system

- GetResponse

