

QUALIFYING CASH INVESTOR QUESTIONNAIRE

NAME: _____ BUSINESS: _____
PHONE NUMBER: (office) _____ (cell) _____
EMAIL: (business) _____ (personal) _____
WEBSITE: _____ OTHER _____

1. Where are you investing? (City, County, Zip Codes, etc...)

2. What type of properties are you buying? (SFR, Duplexes, Mobile Homes, Multi-Family, etc.)

3. Do you buy for yourself or do you wholesale?

4. What property characteristics do you look for? (Beds, Baths, Sq. Ft., etc.)

5. What is your maximum purchase price?

6. What is your average repair budget? Are there repairs you avoid? (Foundation, Mold, Termites, etc.)

7. How do you finance your deals?

8. What % do you purchase properties? What is the maximum %?

9. What is the minimum amount of equity you expect to make per property?

10. How many properties can you handle per month?

BANDIT SIGNS and CRAIGSLIST VIRTUAL BANDIT SIGNS

"Thanks for calling my ad/sign. I'm still negotiating with the seller but I should have the property locked up soon. What interested you in this deal? So I'm assuming you're an investor, correct? I come across great deals like this ALL THE TIME. I might have a couple other deals that fit your needs. Walk me through what you looking for and I should have something for you in the next week or so..."

[Continue the conversation by asking questions 'Qualifying Cash Investor Questionnaire']"

WE BUY HOUSES

"I saw that you buy houses, is that correct? Great, I'm a real estate investor too. I wanted to touch base and see if you currently have anything for sale. Sometimes I can find great deals through other investors. Do you have anything available?"