

# FIND REALTOR<sup>®</sup>s CALLING OFFICES

"Hi my name is \_\_\_\_\_ I'm an investor looking for a referral for the top investor Realtor in your office, is the Broker or Office Manager available?"

I'm looking for a Realtor who:

- 1) Works with other investors
- 2) Understands investment criteria
- 3) Invests themselves

"Do you have anyone in your office that fits this criteria?"

## [Conversation with Realtor]

"Hi my name is \_\_\_\_\_, I was referred to you by [broker/office manager/receptionist] and they mentioned you work with other real estate investors and invest in your own deals as well, is that correct?"

- 1) We are looking to Buy, Fix & Sell properties we can make a minimum 10% NET PROFIT, after rehab.  
Is that typical with other investors you work with?
- 2) I'm looking for 3 bed/Starter homes, in low end neighborhoods around 1500 sq/ft in fast moving areas.  
What areas do you suggest?
- 3) Search criteria
  - Vacant
  - Needs work and/or updating
  - Motivation (one of the following)
    - On the market for more than 30 days
    - Recent price reduction
    - Back on the market
    - Cash only sale
  - No short sales
- 4) Looking for 20-30 listings as well as any pocket listings
- 5) Need the full listing including "Public Remarks" & photos

"I'm a hard worker, I'll break the list down to the best 4-5 and email and/or call you by 10:30 am tomorrow."

"Will you have time to show houses on Saturday morning?"(9:30-Noon)