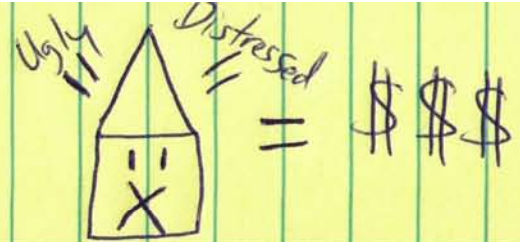


5 Steps to Build
a Wholesale Business
From Scratch...

* **FLIP** *



* **CRUSHERS** *

#1 **Locate Prospects**

Find motivated Sellers!!



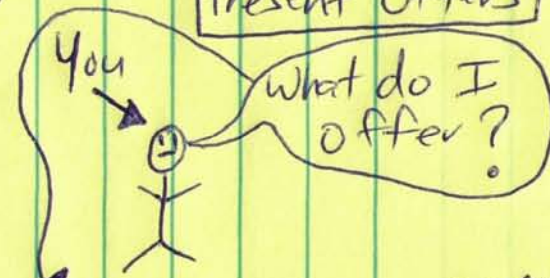
Mail yellow
letters
to homeowners

#2 **Prescreen Prospects**

Suspect or Prospect??



#3 **Construct and Present Offers**



$ARV \times 70\% = MAO$
Minus Repairs

SW - Some will
SW - Some won't
SW - So what
NEXT!!!

#4 **Follow Up**

Seller Says *Will Make You Fortunes!!*
No = Not now!

30 Day Follow up → Seller says I'll think about it
60 Day Follow up → Seller says we have a DEAL!

#5 **Sell Fast**

Find Buyers!!

You + Deal + Buyer = \$\$\$
You + Deal - Buyer = ☹️

Cash your **BIG FAT** check
and do another DEAL!!!

CASH BUYER ONLY!
Must Sell 3/2
Market Value: 100K
Price: 50K
XXX-XXX-XXXX