



FINDING “MOTIVATED SELLERS” CHECKLIST

1. Select Area _____
 - ✓ Convenience
 - ✓ Cash Buyers
 - ✓ Rental Demand
2. Define Target Property
 - ✓ Type _____
 - ✓ Bed/Bath _____
 - ✓ Price _____
3. Pull List (Look for problems like vacant houses, absentee owners, financial distress, personal distress)
 - ✓ ListSource.com _____
 - ✓ Listability.com _____
 - ✓ FindMotivatedSellers.net _____
4. Set Up Recorded Message (<http://rei.solutions>)
 - ✓ Phone Number _____
5. Send Mail
 - ✓ Yellow Letter _____
 - ✓ White Letter _____
 - ✓ Postcard _____

LIST SOURCES

- TriggerDirect.com
- ALCMilestones.com
- USProbateLeads.com
- Lists.NextMark.com
- ArchAgent.com
- ListSource.com
- Listability.com
- REISource.com
- PropertyShark.com
- HomeInfoMax.com
- FindTheSeller.com
- USLeadList.com