



## 25 Easy Ways To Find Wholesale Deals

1 Design a Marketing/Advertising Campaign to make yourself stand out from the rest of the crowd (i.e. your competition). The better your campaign the more response you will get. Make sure it solves the problem of the homeowner that NEEDS to sell their property quickly. Solve motivation.

2 Wrap Your Automobile and/or use magnetic signs on both sides and the back. I have done this and have made thousands of dollars just driving around. It seriously works.

3 Contact all the Short Sale Companies, i.e. real estate agents that advertise that they do short sales as well as all of the investors that say they do short says. Tell them to call you as soon as they get a short sale approval so that you can provide them an offer and close quickly for cash.

4 Build Your Bird-Dog Team and design your program in such a way that you can pay them handsomely for their good finds. That will be the way to get them onboard and then you'll probably want/need to provide a decent training system to keep them going and getting results.

5 Call all local Estate attorney's and build relationships with them to offer to buy their clients probate homes. Don't forget that you can wholesale anything (just like houses) so don't be shy about offering to buy some or all of the contents of the home as well. This will make you stand out from the crowd.

6 Buy HUD Homes by building a relationship with an experienced HUD agent that will bid on properties for you.

7 Connect with Churches in the areas you want to buy and let them know you buy houses cash if any member of their congregation needs to sell. And, let them know that you are more than happy to make a donation to the church for any closed referrals they provide you.

8 Contact local Funeral Homes and let them know that you buy houses cash, in all areas and in any condition and that you will pay them for any closed leads they provide you.

9 Buy your local Code Enforcement Department list and send a post card to all sellers who are in violation.

10 Buy your local Code Enforcement Department list. Map the properties and then go out and drive the neighborhoods with the most trouble and try to make a connection with an owner or neighbor that can connect you with the owner. This is a more "manual" approach but if done in conjunction with other actives that take you or your bird-dogs out into the neighborhoods, it can be very productive.

11 This is simple. Get deals from other wholesalers and co-wholesale. You won't make as much per deal but you can make money fast using this approach. (Let me remind you...it's all about your buyers list.)

12 Contact local Bankruptcy Attorney's and let them know that you buy houses for cash and will pay them a referral fee if they send you leads on properties that you buy.



13 Contact Foreclosure Defense Attorney's by sending them postcards offering your services to buy their clients homes that are facing foreclosure.

14 Contact local Divorce Attorney's and build a relationship to let them know that you can buy their clients homes and pay them a referral fee for any property you buy.

15 Contact local Real Estate Attorney's let them know you buy houses cash and ask them to think of any clients they have that maybe are trying to sell. Also ask if they loan money because many real estate attorneys are also private money lenders. Cha-ching.

16 Get a list of Expired Listings from the MLS and send them a post card offer to BUY (not list) their property. This is a very good source for motivated sellers for real estate investors to work. It doesn't work well for most real estate agents and that's who you are going to get the list from. When you talk to them and ask them about it, they will tell you the list isn't any good. You're not trying to list the property, you're offering to buy it. It works. Just get the list.

17 Contact all the local Receivership companies that are acting in the capacity of a receiver and offer to buy the properties they control.

18 Bus Stop benches are used to help brand your company. To make this work you need a big impact and that means 1 doesn't cut it. You need a minimum of 12 bus stops in a "general" area targeting the neighborhoods you want to buy in.

19 Attend local Estate sales, connect with the heirs and offer to buy the properties they don't want. These are sometimes great "bulk deals" and you can often times work out great price and terms to flip many properties at once.

20 Give the Mailman a business card / flyer and let them know you pay referrals for house leads that you buy.

21 Flyers" Put your business cards and flyers in stores, laundry mats, restaurants, barber shops, beauty salons and everywhere else people go close to where you want to buy houses.

22 Send Direct mail to absentee owners, absentee owners that have a lot of equity, absentee out of state owners and absentee owners that recently evicted their tenants. I just gave you 4 goldmines.

23 Get the addresses of distressed houses and send Direct mail to the "tax mailing address" of those properties by driving for dollars around neighborhoods you want to buy in.

24 Harvest the MLS (multiple listing service) searching by neighborhood, estate sale, fixer upper/handyman special, must sell, aged listings, etc., etc. Think of as many "distress" symbols as you can and have your real estate agent search both the public and agent remarks for keywords.

25 Just plain get out there and make sure people know who you are and what you do...Network and ask for referrals. Don't be shy or you'll be broke.