

**Real Estate Investment Training for the New Millennium  
1<sup>st</sup> Follow up Tele-seminar by W. Roger Salam  
Wednesday, June 28, 2006**

**Tele-seminar Hand Out**

**GOAL = Do at least \_\_\_ deal in the next \_\_\_\_\_ days.**

**Mission = Find \_Motivated\_ \_\_\_Sellers\_\_\_\_\_ &  
\_\_\_\_Profitable\_\_\_\_\_ \_\_\_\_\_Deals\_\_\_\_\_.**

**What Makes A Deal?**

**1. \_\_\_65\_\_\_ % \_Motivation\_\_\_\_\_**

**2. \_\_\_25\_\_\_ % \_\_\_Financing Terms\_\_\_\_\_**

**3. \_\_\_10\_\_\_ % \_\_\_Location\_\_\_\_\_**

**Single Greatest Time Waster = Dealing with \_\_\_Unmotivated  
\_Sellers\_\_\_\_\_**

\_\_\_\_\_.

**Motivated Seller**

**Motivation = \_\_\_Compelling Reason\_ + \_\_\_Time Crucnh\_\_\_\_\_**

**Situation = \_\_\_Tons of Equity\_ or \_\_\_No cash needed  
Immediately\_**

## **90 Day Fast Track to Success Plan**

**1. Review the 90 day Plan and fill it out completely (download it from [www.MultimillionaireMaker.com](http://www.MultimillionaireMaker.com) Login: Homeland Password: Capital)**

### **Dial for Dollars Effectiveness:**

- 1. We \_\_Sort\_\_\_\_\_ not \_\_Sell\_\_\_\_\_.**
- 2. Looking to eliminate \_\_\_Unmotivated\_\_\_ \_\_Sellers\_ .**
- 3. Person who is \_asking\_ \_\_Questions\_ is in \_Control\_\_\_\_\_.**

### **Go over the FSBO Script**

### **Dial for Dollars Action Plan:**

- 1. Gather up Sunday Classified for past 3 months**
- 2. Sign up for [www.Landvoice.com](http://www.Landvoice.com)**
- 3. Take the numbers from the paper and collect at least 50 and put on to separate list**
- 4. Set up blocks of 2 hrs in your calendar for at least 3 times/week**

## **Bandit Sign Action Plan:**

**CASH for HOUSES**

**!-800-123-4567 x123**

**24 hrs. Message**

- 1.**
- 2. Call 1-866-SIGN-GUY ask for Rob or Dan and tell them that you're my student and order at least 250 signs (preferably 500).**
- 3. Put out at least 50 signs per week (Make sure you've investigated local ordinances controlling use of signs in your area and that you're comfortable using this deal-finding technique)**
- 4. If you get good results, be more systematic about putting signs consistently in chunks of 8 areas and rotate them once a week. I'll give you some additional distinctions once you get past this.**

## **Classified Ad Campaign:**

### **1. Sample Ads:**

#### **A. Cash for Houses**

**Call 813-123-4567 Now**

**B. Call the newspaper in your area and ask for annual contract and place the ad. If you do it for the year, you're committed.**