**Calling Rental Ads:**

Call the rental ads: we are looking for burned out landlords, homeowners that want us to take over there payments and Buyers.

**Calling:**

When they answer –

I saw your ad about your property for rent, can you tell me about it?

**(After they talk ask them)**

Do you have other properties for rent?

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**(If they say No to “do you have other properties”… then it’s a homeowner that is renting because they couldn’t sell)**

**If No**: Ok, would you consider a long term lease with the option to buy at a later date?

If Yes: Great can I get some more information about the house **(move to the motivation sheet)** **(once you are done filling out the motivation sheet tell them you are going to do some research on the property and the area and you get back to them in the next few days.)**

**If No to the “long term Lease” question**: Ok I appreciate your time but I am looking for something I can buy one day.

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**(If they say Yes “do you have other properties”… Then they are a landlord, You will need to find out if they are a buyer or a seller)**

**If Yes “do you have other properties”:**  Great would you consider selling any of your properties?

**If yes “would you consider selling”:** Great could you send me some information on the ones you would like to sell so I can do some research on them and the area they are in to see if any of them would be a good fit for me.

Then give them your email address or set up a time to go see them.

**If No “would you consider selling”:** Ok, I understand so are you looking for any more great deals to add to your portfolio? We find great deals that have equity and produce cash flow that we just can’t buy and would love to send them to you to see if they meet your buying requirements.

**If they say yes**: then ask them if you can get some information from them and fill out **the Investor profile sheet..**

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