

How to Find a Real Estate Agent

There are two companies out there that like to work with real estate investors and are actually trained to work with investors. Remax and Keller Williams are two companies that are owned by real estate investors and teach their agents how to work with real estate investors. To find a good agent, you can go to Remax.com or KW.com. You are looking for an office, not an individual, so once you get to their website click on "Find an office". Then, type in the city and state or zip code and a list of offices will come up. Write down five to ten offices and numbers and just practice calling them. When you get the receptionist on the phone you will want to let them know you want to speak to a real estate agent that works with investors. The receptionist will know which agent in the office works with investors so let her do the work of finding your agent.

When the receptionist answers the phone, say, "Hi, my name is _____. I am an investor and I am looking to speak to a real estate agent that works with investors. Ask if there is someone available that you can speak to.

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Once the agent gets on the phone say, "Hi, my name is _____. I am an investor planning to buy property in the area and I am looking for a local real estate agent to work with. My strategy is to buy fix and sell a property. I want to turn a \$20,000 to \$25,000 profit. This is not a long term strategy as I want to be in and out of the deal quick".

Don't say anything about assigning a contract, double closing, or any other specifics. All they need to be concerned with is how you are going to lock the contract up.

Questions to Ask:

1. Where are the hot spots right now?
2. Where are most of the investors active?
3. What part of town are the investors making all of the money?

Let them lead you to the areas based on their expertise.

Once you have discovered where the hot spots and hot properties are; now your intention is to ask the agent to send you some listings of properties that meet those criteria to look at.

*Starter homes in Hot Areas

*Listed as-is or needs work

*Vacant

*Price Reduced

Try to get listings that same day. Say, "Hey, I am a very serious investor and I would like to put some deals together fairly quick. Is there any way you can email me some of those listings meeting those criteria today and we can go from there?"

Thank them for their time and let them know we will be in touch!