

## How to Find A Real Estate Attorney For Wholesaling:

1. Go to yp.com and type in “your city” and “real estate attorney”
2. Several pages of real estate attorneys will come up.
3. Start with the last page and work your way forward. We like to work with the smaller attorneys so we get personalized service and more flexibility.

When the receptionist answers the phone just say “Hi my name is “name” and would like to speak to a real estate attorney. Is someone available?”

Side note\*\* We only work with attorneys that do real estate closings only, not an attorney that does divorce, lawsuits, bankruptcies, etc. So when filtering the yellow pages be sure to notice what the attorneys specialize in.

Once you have an Attorney on the phone follow the script below:

Hi my name is “Your Name” and I’m a real estate investor in “Name of city”. I’m currently looking for a real estate attorney in the area and I have a few questions for you to see if we would have a good fit.

Attorney will say: “ok, what would you like to know?”

“Well what I do is make multiple very low offers every week, many times I get 2 offers accepted at the same time, but I may only have the cash to close one of those deals. But the other deal is still under contract at a very low price. So I have several other investors that want any deals that I can’t close myself. In that case I generally assign the contract or double close.”

“You do handle assignments of contracts and double closes correct?”

If the attorney says yes, then proceed. If no, thank them for their time and move to the next call.

If yes say “ok, great. When I double close a deal I like to do the first transaction dry, meaning, the second transaction funds the first.”

“That is how you handle double closes as well, correct?”

If yes great you can do a dry double close and transactional funding isn’t required. If no, keep calling because you may find an attorney that can do them dry. EVERY ATTORNEY DOES THINGS DIFFERENT!

Now go to the Real Estate Attorney Lead Sheet and ask the rest of the questions.