**Direct Mail How To**

**1) Pull List**

**Listability.com** offers a way to pull lists of potential absentee owners (sellers)

Criteria used: (absentee owner, LTV under 69%, price 0-$120K, purchase date 1900-2011, Single Family, Zip codes of our choice)

<http://www.listability.com/>

**Vacant List** offers a way to pull lists of potential sellers of vacant homes

Criteria used: single family, vacant, privately owned, vacant, owned free and clear, have different billing addresses than property address

[www.TheWholesalersToolbox.com](http://www.thewholesalerstoolbox.com/)

Or email request for this one to [thewholesalerstoolbox@gmail.com](mailto:thewholesalerstoolbox@gmail.com)

**Listsource.com**criteria used: (absentee owner, LTV under 69%, price 0-$120K, purchase date 1900-2011, Single Family, Zip codes of our choice)

<http://www.listsource.com/homepage/index.htm>

**2) Create and Mail Postcard to List**

Then once I have the list, you can use**our direct mail center** to send out the mail. We have been using what looks like handwritten postcards located in the postcard template section (**SEE ATTACHED**).

