Courthouse Strategy

1. Go to the court house to get information on short sales and foreclosures, the Executor, and the Attorney involved also. Call them with a Mike Ferry sort of survey script

3. Follow up with them until they get listed with you or someone else.

4. Call each and every Estate Attorney in town asking them if they needed a powerful agent like you for their customers.

5. Start off going to surrounding cities to develop your database to get more business.

6. Function with your coach to consistently invent and tweak your systems for this to flow smoothly.

7. Begin building a Sphere of Real Estate Attorneys, paralegals, trustees, and so on.

8. Call entire Sphere every 90 days starting with your top fifty.

9. Create a specialized eBook about what you could do for a client, and the differences between a normal sale and a Short Sale.

10. Never give up, this takes time!

Notes:

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