Step 1 – Find FSBO Emails, Addresses and Phone Numbers. Search FSBO Sites, Craigslist, Classified Ads, and Backpage.

Craigslist is a great tool to find people trying to sell their homes themselves; there are other "For Sale by Owner" sites out there as well. Only 11% of FSBOs price their home right, and 89% will probably need your help to selling. They just don't know this yet. Be helpful and patient!

Send an email to the owner and ask if you could bring a buyer if you have one. Write down the address. Drive neighborhoods and look for people with For Sale by Owner signs in their yards.

Get as much contact information as possible, and keep track of them all in a well categorized and labeled database. Be sure to get the addresses for future mailings!

Share your success and let me know you've completed this step.

Copy and paste this tweet onto Twitter:

I just completed Step 1 in my Top Pro For Sale By Owner Expert Certification @CarolMazur #realestate #topprogroup

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your FSBO systems in place!

Please go to step two of your Top Pro For Sale By Owner Expert Certification.

Search **f1** for additional real estate training tips.

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