

Juggling The Day With A Deal

By Chuck And Sue DeFiore

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Doing deals with sellers is why you went into lease purchasing. Again, using organization and time management is very important here.

We find the biggest problem beginners have is that they spend too much time going out to look at property. We teach our students that you do not leave the office unless you are certain there is a deal. Remember, you are not a Realtor. You are not getting paid to look at houses all day, so you need to be sure before you leave your office there is a deal. The best way to do that is to ask all the questions when you do your telephone calling. We do it, and we expect our students to do so also.

To avoid wasting your time, look at your phone script and make it more complete. Add the questions that you need to ask so that you don't make a wasted trip.

When done correctly, the deals can very easily be assimilated into your normal work day. As you do your other work, you take calls from tenant buyers on your properties, give them the information on the particular property they are calling on, qualify them, get credit checks done, and show property on your time schedule, not theirs. Again organization and time management skills come into play along with re-vamping your materials to work more efficiently.

So, take a look to see what changes need to be made with how you deal with sellers, tenant buyers and working deals in your daily schedule. If you are unsure how to make changes ask for help. You can ask us, or someone else, just don't be afraid to ask for help.

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