**Questions to ask to turn leads into prospects and clients**

1. Have you considered flipping a home or buying a rental?
2. Have you considered an alternative like Air BnB or Residential Assisted Living (RAL)?
3. What is holding you back?
4. What is your biggest fear?
5. Is time your biggest challenge?
6. Is $ your biggest challenge?
7. Is knowledge your biggest challenge?
8. Have you ever worked with a Certified Residential Investor Agent?

If you knew you wouldn’t fail would you move forward with your own investing? It usually comes down to time, money and/or knowledge. Education, information and action is the formula to success. I am a Certified Residential Investor Agent. I am trained to guide you with a plan to succeed in Real Estate investing. It is clear and simple:

1. Determine what you have to work with and what you need.
2. Explore the different Purchasing Strategies
3. Explore the different Investment Strategies
4. Determine the right area for you
5. Determine the right properties for you
6. Determine the right sellers for you
7. Market to them for you
8. Perform due diligence with you
9. Connect you and seller
10. Close on the property and star making $

There are 3 steps for you to start:

1. Interview and Qualify
2. Agreement
3. Take action

If they are not ready to commit, ask: “If you and I were having a conversation one year from now, what would have to have occurred in the year for you to feel like it was successful? When would you like to start working on it?” Great. Let’s set a meeting to accomplish the 1st step where we will determine the 1st 3 steps above:

1. Determine what you have to work with and what you need.
2. Explore the different Purchasing Strategies
3. Explore the different Investment Strategies

What is the next best day and time for you?

Now follow the step in the “Interviewing and screening prospects”

If they are not ready, willing and able now you will need to nurture them. Every marketing campaign has a built in nurturing campaign with it.

PS. Assuming you’re using Realeflow and the letter campaign to get listings: When you get a response and go on appointment, to get every listing watch “The Greatest Listing Technique I’ve ever seen” video.