

Tele-Seminar Notes for
Dan Doran
“The Marketing Man”

**How to Use a Team of Trained Door Knockers to Bring You 3-5
Pre Foreclosure Deeds Per Week**

1. The Pros and Cons of door knocking for pre foreclosure deeds:

Pros:

Cons:

2. What is your strategy for setting up a “PLAN for CASH” and how does Door Knocking fit into that?

Long term:

Short term:

3. The Door knocking process...Step by Step...

- Where to get the leads:

- Deciding which properties to target:

- Door knocking techniques:

- What to say at the door:

- What to do if they're not home:

- How to leave there with the deed in hand:

4. You've got the deed....Now what?

5. Getting a team together to knock doors for you:

- Where to find these door knockers:
- How to train them:
- What about Turn over:

6. Workability of this strategy in various types of markets:

7. What kind of results are people getting, how long to get up to speed, get deeds and get cash?

8. Dealing with competition from direct mail, other door knockers, other investors, etc.

9. Paying your door knockers:

- How much
- Flat fee or percentage of deal
- How to pay them at closing

10. The fastest way to get a team working leads for you:

For More Information About Dan's Door Knocking System and Training Program to go: www.DoorKnockingTips.com