

**Tele-Seminar Notes for**  
*Norman Reid Interviews*  
**RICHARD ROOP**

***"How to Master the Art & Science of Marketing  
for Real Estate Entrepreneurs"***

*What's Working Best NOW to Attract Motivated Sellers & Qualified Buyers*

**Note:** You can copy/paste this text into Microsoft Word or other text editor program and be able to type your notes right into the spaces provided. Click the T (for text) on your PDF reader then copy & paste)

**Following are the primary topic areas we will cover, however within these topics we will cover much more. Be sure to take some notes.**

**1.** How to Recognize super profitable deals... you may be missing out on right NOW. (regardless of how long you've been doing the biz, there are some keys here many investors just don't use)

**2.** Marketing strategies you can employ that will make it easy to generate more profit from every campaign and every deal.

**3.** Underutilized methods my students use to attract 30 to 60 more sellers leads... every month.

**4.** Strategies for creating a consistent, predicable flow of buyers and sellers calling you. (it's not what you may think)

**5.** How you can stop the common “boom or bust” monthly cash flow challenge and get your deal flow and steady cash flow consistent and predictable.

**6.** How to systemize, delegate and outsource all the stuff you don't want to do so you can spend more time on the real money-making activity....Marketing!

**7.** Ways you can maximize the value of each lead... by converting more of them into cash.

**8.** Fund all your deals... never using any of your own money or credit (yes...this has to do with marketing)

9. The best and most profitable ways to create automated systems for prescreening leads... and occupying houses fast.

10. What's working best NOW to bring in more buyers and sellers.

**Richard Roop's Marketing Mastery for Real Estate  
Entrepreneurs See details at:**

**[www.MarketingWithRichard.com](http://www.MarketingWithRichard.com)**