

Tele-Seminar Notes for
Norm Reid Interviews Brian Dickerson

Secrets of Fast-Cash Through Wholesaling
Advanced Strategies

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.

We're going to do that focusing on these 3 primary areas:

1. How to find SCREAMING wholesale deals and identify the "RIGHT" deals to maximize profit.
2. How to increase the value of a property in a day WITHOUT doing any work.
3. ADVANCED STRATEGIES to flip your deal FAST, even to retail buyers.

The "Inefficient Business Syndrome that is killing most wholesalers out there, how to identify it and what to do about it.

A better definition of wholesaling using these 3 statistics:

- How much is your minimum, average and above average net should be p/deal
- How much time YOU and or people in your organization, spending on ONE deal
- How many wholesales deals are easily realistic to do every month like clockwork

The Strategy ...

What are the mechanics that allow investors to make \$15,000 to \$30,000 per wholesale deal on a \$150,000 to 200,000 property

Adding Value to Deal without Touching the property: How, Why...

The Process...

Getting “Screaming” Deals coming to you so you can ‘cherry pick’...How to Do it....

Sequential Marketing?

Advertising?

Cost of marketing & Advertising...per deal?

A better, more efficient way to handle this flood of potential deals you’ll be getting in when you use the above marketing strategies?

Step 2: Adding Value to the Deal

How to add value to a property without doing any work

Adding to Property Value

Adding to the value of the ‘deal’

Adding to perceived value

Step 3: Building a better quality, more responsive list of buyers (wholesale & retail buyers lists)

Marketing the Property to your Buyers List

Beyond just emailing property specifics

Creating an “investment-in-box” for your wholesale buyers

The ‘group offer’ approach to selling out your deal for top dollar in 1 day

Step 4 is Getting it Closed

Unique deal structuring methods for your wholesale & retail buyers

Structuring the deal for wholesale buyers (rehabbers)

Structuring the deal for retail buyers

**To Get More Valuable *Information on this*
Fast-Cash Through Wholesaling Advanced
Strategy, Visit**

<http://www.BetterWholeSaleSystem.com>