

***Tele-Seminar Notes for
Dwan Bent-Twyford***

**The Most Current and Most Effective Strategies for Getting 80%
of Your Short Sales Accepted at 50% of the value**

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.

1. Understanding the Science Behind Successful Shortsales

Why there's so much money in shortsales (50% of ARV)

How to get to THE decision maker

What to say to them so you DON'T come across as an investor

Your 3 Offer Packages (most people only send 1 pkg. Dwan has 3 consecutive pkgs. she can send, and it's why her numbers are so high)

2. Short sales by the numbers...The Steps of the Process. (if you already do short sales now, pay attention here. She'll be covering some things that will take weeks and months off the process, a whole lot of aggravation and better results)

3. Really cool and innovative ways to get GREAT Deals coming to you, week after week. (guarantee you've never heard these anywhere)

4. What to say to prospective sellers and how to quickly determine if this is a good deal and they're ready to act now!

5. What about Equity?

-How to do No-Equity wholesale deals?

6. The Question of Profit: How to get:

The bank to accept 50% of the ARV (and you keep all the profit)

Rehabbers to purchase the property and you still keep 10% of ARV for your self.

7. The **biggest mistakes** investors make when doing short sales. (even seasoned pros)

8. What's NEW in Dwan's world of Short Sales, that's made these staggering numbers so possible.

9. Specific Reasons why EVERY investor could add Short Sales to their "tool box" to pay down mortgages, to buy properties cash, to purchase personal luxury items, or you name it:

The Complete Short Sale System

www.WeDoShortSales.com

- For newbie investors
 - For investors not doing any short sale or wholesale deals now
 - For investors who buy and hold and need more positive cash flow and a way to pay down rental property mortgage.
 - For Investors who want quick cash with the least amount of headaches and time spent.
- For investors who do short sales or wholesaling now, but spend more than 2.5 hours on a typical deal or make less than \$10,000 average per deal.