

Tele-Seminar Notes for
Norm Reid Interviews
Andy Heller

How to Buy Low...Rent Smart...and Sell High

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. Best Sources for Properties WAY below value:

Finding Below Market Property

Foreclosure Market

Pre foreclosures

Post foreclosures

**Dealing with REO Agents

2. Buying Properties from REO's (real estate owned by banks)

Why these are a bargain

How to deal with REO agents

3. How this eliminates the 'emotional' buy from distressed homeowners

4. How to work with REO agents so they'll send you a steady stream of awesome deals instead of even bothering to list them!!!!

5. How to submit offers to REO agents that get accepted at the price you want.

6. Andy's formula for "Renting Smart"

The 3 problems for conventional landlords

- *high holding costs*
- *re renting fix up costs*
- *repairs & maintenance*

7. How to get people in at absolutely unbelievable terms

How to get and position yourself for the right terms

- *Locked in sales price*
- *Term 3 years*

8. Key Strategy #3...Selling High

How high is high?

How to generate an Automatic sale with no marketing or prospecting

9. Six Profit centers that guarantee more profit on (just about) every deal

1.

2.

3.

4.

5.

6.

**See Andy's 3 Part Formula System that Generates
Awesome Results in Today's Market**
www.LearnFromAndy.com