

Tele-Seminar Notes for Norm Reid Interviews
Bill Twyford

**How to Do More Deals, in Less Time,
Speaking to Less People**

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.

The Formula: *How to Spend Less Time on Every Deal*

How to do (almost) everything over the phone

How to incorporate FedEx, Faxes & Couriers

How to quit wasting time driving all over town visiting homeowners & properties...

Seller Motivation: *How to only work with sellers who are a '10' (on a motivation scale of 1-10)*

How to increase deal flow and 'cherry pick' ONLY the super-motivated ones

How to FIND the "Motivation" in Homeowners and cut to the core

How to drastically speed up the process so you can close more deals in less time

How to Do Almost Everything Over the Phone –

Process for closing deals over the phone

What to say to get people to Trust you on the first phone call

The exact word-for-word scripts to use when talking to: Sellers, Buyers, Banks & Attorney's

Being the "Go-to" Person When it Comes to Answers, Solutions & Getting Deals Closed

3 things that will help you get better results from everyone you talk to

How to position yourself to be the pro, the expert and the one people want to deal with

As We Go through the above segments, Bill will also be addressing:

- What types of properties work best if you want to be in a position to close more of the deals
- How do you locate the non publicly listed properties to go
- Approaching Homeowners: What to say and how to say it that will totally disarm them and allow you to get down to business?
- What do you do with the "automatic" objections people give you and how to blow past them
- Write this down word for word: What to say to the bank over the phone in two sentences that will render them speechless, have them think you're a pro and willing to discuss the short sale:

If you want to spend a lot less time, closing more deals, speaking to fewer homeowners, banks and spending less time driving all over town looking at properties, learn from Bill Twyford, the undisputed master at getting more deals done in less time.

Check Out
www.ClosingMoreDeals.com