THE STEPS TO A LEASE PURCHASE ASSIGNMENT

1) Find your initial target market.

Don’t be all over the map. Find your area and become THE expert in that area, and hit it hard.

Mailings, cold call, more mailings. (Scraper if you are in the Mastermind Family)

Call agents that have houses for lease, FSBO, FRBO.

2) The seller calls you or you make contact with the seller. Discuss the basics of the lease purchase. Hit the bullet points.

* Top dollar
* No haggling
* No commission
* Buyer takes amazing care of the property, even getting a home warranty thru Old Republic Home Protection
* Most buyers get permanent financing within 12 months.
* Cash flow each month.
* Very hands off for the seller, no tenant calls etc.

3) Send e-mail #1 with attachment. How does a Lease Purchase Help

4) Put numbers together and send e-mail #2 with Seller Price Sheet.

5) Call the next day to confirm they have reviewed the numbers and see if they have questions.

6) Put the contracts together and send e-mail #3. Contracts with pre-drafted e-mail.

7) Call seller to answer any final questions.

8) Go see the house for pictures and get contracts signed. If house is already on the internet just pull pics form internet.

9) Post property to Leasing to Buy (If you are in the Mastermind Family) and other sites. Get a sign in the yard!

10) Take calls and when appropriate show the property.

11) Get earnest money. Usually $1k to $2k.

12) Let the owner know what is going on and get with buyer to arrange move in.

13) Meet buyer to sign contracts and get cashiers checks for remaining money.

14) Get money due to seller to them.

15) Thank John Jackson for everything he has taught you. (Send gift if so desired!)