Develop Marketing

Seller Calls

Fill out interview form

Develop

Lists

Return call

Run comps system

To Vena for Review

No interest

File for Follow-up in 30 days

We’re interested at their price/terms

We’re interested at different price/terms

Set Appt for Drew

Call Seller with alternate price/terms

*Yes to new terms*

*POLICY: return calls w/in 1 hour during business days, by 10 am following business day when call comes evening/weekends*

Thank seller & suggest alternatives

*Call forwards to answering service*

*Seller says no*

Drew gets contract?

*NO*

Proceed to closing checklist

*YES*

*Typically done by assistant or VA, lists can also be purchased*

Record where the call came from for marketing tracking purposes

This flowchart shows how the work of completing a wholesale deal flows between you and your assistant or VA. Segments in yellow are the parts that other people