

AutoClose REI

Deal Closing Instructions/Steps

Off-Market: Dealing with Direct to Seller (DTS)

- Receive Warm Lead (Newleey, OfferBolt or WCL Agency)
- Call Seller and Verify Option to Sell?
- Seller Responds “No” (Call Next Lead)
- Seller Responds “Yes” (Exercise 4 Pillars for Confirmation)
- Send Option Contract (Get Signed Before Next Step)
- Send Buyer Information (Follow Skool Template)
- Buyers Response (If Yes, Send Skool Finder's Fee Contract)
- Buyers Response (If Not Interested, Find Next Deal)
- Schedule Buyers Inspection Date
- Receive Buyers Feedback (If interested, Schedule EMD)
- Receive Buyers Feedback (If Not Interested, Take Notes of Inspection)
- Offer Insights to Seller (Declined by Buyer-Provide Reasons)
- Offer Insights to Seller (If Buyer Accepted, Make Offer)

4 Pillars of Motivation

1. Asking Price
2. Reasons for Selling
3. Does The Property Need Repairs
4. Timeline to Sell