

#2: Who Can Help Me Find It?

Identify the People
Who can connect you to
Properties that meet your
Criteria

1. Owners (Sellers)

- FSBOs
- MLS Listings
- Expireds
- Builders/Developers
- Absentee
- Landlords
- Wholesalers
- Owners in an Area

2. Intermediaries (Gatekeepers)

- Bank Officers
- Loan Officers
- Attorneys
 - Probate
 - Bankruptcy
 - Eviction
 - REO Trustees
 - Divorce
- REO\Pre-Foreclosure
- HUD Officials
- Accountants
- Courthouse Clerks
- Administrative Assistants
- Information Providers

3. Leads Network (Referrers)

- Resources
- Allied Resources
- Advocate
- Core Advocates