

Real World Exercise:

Your task is to identify and locate potential prospects for investing in vacant houses in your local area using the system

Instructions:

1. Take a camera or smartphone and a notepad with you and drive through different neighborhoods on different routes to work, store, or other activities.
2. Look for vacant houses and note down their addresses.
3. Research the properties to determine the reason for the vacancy (e.g. divorce, foreclosure, etc.)
4. Identify potential Bird Dogs in your area who can drive through neighborhoods in search of vacant properties on your behalf.
5. Establish clear guidelines for your Bird Dogs, including only qualified properties that genuinely appear to be vacant and have no "For Sale" sign, properties must be in designated acceptable areas or not in designated unacceptable areas, photos must be clear and attached to a property information sheet, leads must be delivered as soon as possible after they are collected to ensure timely action, duplicates are not acceptable, and payment will be made within a day or two of delivery.
6. Contact potential sellers to negotiate a deal.

At the end of the exercise, submit a report detailing the number of potential prospects you identified, the reasons for the vacancies, the number of Bird Dogs you recruited, and the outcome of your negotiations with potential sellers.