DIAMOND FARMING

PROBATE REAL ESTATE SYSTEM

PROSPECTING

PROSPECTING TOOLS

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

Download and install SLYDIAL onto your mobile device (cell phone) It's a small cost, a few bucks a month for unlimited usage. Use this app to leave voicemails as the 1st point of contact with the PR. If the number you're calling is a landline, you will skip this step and use script 1a - Cold Calling PR's

slydial®
voice messaging

Download and install google voice onto your computer and your mobile device. If you don't have a gmail email account, get one, it's free and google gives you access to a tremendous amount of tools you can use. You'll make calls using SLYDIAL and COLD CALLS with your Google Voice Number. Set up the voicemail with your probate expert voice mail.

Google Voice

Create a FREE ACCOUNT at mailchimp.com - You'll enter in the email address of the PR's you get in touch with and ad them to a drip system of information, branding and marketing. You will also set up a separate list in you mailchip account to market yourself to attorney's.

MailChimp

PROSPECTING SCHEDULE

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

1. SLYDIAL the 1st message to the PR's cellphone (if # on PTS is landline goto script 1a.
2. Field incoming vociemails
3. Return Calls using Return Call Script OR make Follow Up calls with Follow up Script.
4. Add every NEW PR contact email to your mail chimp account.
5. Weekly Follow Up Script.

PROSPECTING

1ST VOICE MAIL

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(USE SLYDIAL AND LEAVE THIS MESSAGE)

HELLO, (beat)

This message is for (PR NAME), this is (YOUR NAME) we have not met BUT

I came across a file down at the (COUNTY COURT HOUSE) with your name and contact info... as the potential (EXE/ADMIN) over the (DECEASED NAME) estate.

Please give me a call back, I'd like to ask you a few questions prior to your court hearing date on the (PR COURT DATE), again my name is (YOUR NAME) and I can be reached anytime at (YOUR PHONE NUMBER).

Thank you (PR NAME), I'm looking forward to speaking with you.

Bye Bye.

PROSPECTING
1a
COLD CALL

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(USE YOUR GOOGLE VOICE NUMBER)

Hi is this (PR NAME)?

YES.

Hi (PR NAME), this is (YOUR NAME) we haven't met BUT

I came across a file at the (COUNTY COURT HOUSE) with your name and contact info as the (EXE/ADMIN) to be, over the (DECEASED) estate.

Yes, and?

Well, I know you have been receiving plenty of calls from agents and investors about the home on (Subject Prop Address) in (Subject Prop City), am I right?

Yes you're right.

The team I represent has over 28 years of experience with real estate in probate, aside from (ATTORNEY) the estate attorney who I know will do a great job legally, I'd like to spend some of my time with you, explaining all the options available to you, as the potential (EXE/ADMIN). It's more than you think and I'll show you how to avoid any liability PLUS save the estate thousands of dollars.

When would be the best time for us to meet, is tomorrow good for you around 5pm or are weekends best?

PROSPECTING
VM
Follow Up Script

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(USE YOUR GOOGLE VOICE NUMBER - DON'T LEAVE A VM)

Hi...is this (PR NAME)?

YES

Hi (PR NAME), this is (YOUR NAME), I left you a voicemail yesterday, I came across a file at the (COUNTY COURT HOUSE) with your contact info, do you recall a voicemail like that?

I DO/DON'T

Great. The purpose for my call is to find out how I can best service your needs. My team and I have over 28 years of probate real estate experience and are willing to share with you all the options available to the estate, NOT just sell to an investor or LIST with an agent PLUS I'll show you how we can save you thousands of dollars.

When would be the best time for us to meet? Does tomorrow work or would the weekend be best?

PROSPECTING
VM
Returned Call

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(USE YOUR GOOGLE VOICE NUMBER - DON'T LEAVE A VM)

HI MY NAME IS (PR NAME) I'M LOOKING FOR (YOUR NAME)

Hi (PR NAME), this is (YOUR NAME), thank you for returning my phone call.

WHAT'S THIS ABOUT?

I understand you're the individual overseeing the (DECEASED) estate and I wanted to extend our 28 years of probate real estate experience to you, no cost or obligation - just 15 to 20 minutes where I can lay out all the options available to you at this time.

When would be the best time for us to meet? Does tomorrow work or would the weekend be best?

PROSPECTING OBJECTION HANDLERS

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(ALREADY HAVE AN AGENT)

I ALREADY HAVE AN AGENT

You already have an agent! GREAT! Is your agent charging the estate a commission?

YES.

Really! Well, because of our experience we are able to provide you with full service and not charge the estate any commission.

Really?

Yes, Really! When would be the best time for us to meet so I can explain to you all the options available to you?

PROSPECTING OBJECTION HANDLERS

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(CAN'T DO ANYTHING UNTIL COURT CONFIRMATION DATE)

I CAN'T SELL OR LIST UNTIL IM APPROVED AS EXE/ADMIN.

I understand you're scheduled for approval as (EXE/ADMIN) on (COURT DATE), correct?

CORRECT.

For over 28 years, we've helped estate in probate prior to this approval...I'm sure you're interested to know how to do this AND why selling the property during probate limits your liability, PLUS...I'll show you how to save thousands of dollars. Are You Interested in Selling The Estate Home?

YES.

Great! Are you looking for a retail purchase or would you prefer something quicker and all cash?

RETAIL/CASH

Fantastic! When would be the best time for us to meet, so I can show you how to get what you want, when you want it, for less money and no liability? Is tomorrow good or do weekends work better for you?

PROSPECTING OBJECTION HANDLERS

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(NOT SELLING)

I'M NOT SELLING THE ESTATE HOME

Great! I can appreciate that. Do you know anyone who has a home to sell or is looking to buy a home not on the market?

YES/ NO.

"You're now off probate and talking general real estate here."

PROSPECTING OBJECTION HANDLERS

DIAMOND FARMING
PROBATE REAL ESTATE SYSTEM

(WE WANT TO FIX IT UP FOR TOP DOLLAR)

I'M NOT DOING ANYTHING UNTIL AFTER I FIX IT UP.

Great! I can appreciate that. We have just the right program for you. We can front you all the money you need to fix up the property and oversee the construction for you, then sell the property at a fixed rate, saving the property thousands in commission and saving you time. Does this sound like something you would like to know more about?

YES

Fantastic! When do you want to meet, does tomorrow work or is the weekend best?

NO

Great, I can appreciate that. Anyone you know who wants to purchase a home off the market?