

# Wholesaling (Quick Flips)

## What do I do if I don't know how to virtually wholesale?

Virtual wholesaling is the same as wholesaling locally with the one exception being you're not there in person to see the property and build rapport. If the seller tells you the house is in better condition than it's in, as soon as you market it to buyers, the buyers will give you feedback that it needs more work than the seller said so you can then go back and negotiate a lower price. As long as you are actively listening to the seller on the phone and invest the time into building rapport, you can connect enough over the phone to negotiate a good wholesale deal. Everything else is the same; you still need to learn the local market conditions, the areas to target, build your buyers list, and the discount needed to make a deal happen.

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