

# Marketing and Lead Gen

## What do I do if I am getting calls but the sellers are not very motivated?

If a seller states in a message left, or in conversation that a) the reason they are selling or B) a deadline they have to sell by. That's usually a true motivated seller. How many calls are you getting? What post card are you using? Call your outgoing message and listen to it together. Make sure it's working properly. Then watch the video training how to have a conversation with a live seller. For the unmotivated sellers, you will typically need to follow up 5 or more times until you have built enough rapport or the seller's situation has gotten to the point where they are willing to sell at a discount.

Unique solution ID: #1688

Author: admin

Last update: 2016-05-19 06:22