

Build Leads & Call Leads

Walk-through Videos

Typically, you were probably used to looking up leads one at-a-time, and maybe getting 20-30 calls done in 8 hours because of the interruptions.

By doing this training below, you can get up to 100 calls a day at a minimum in less than 2 hours. So you can focus the remaining 6 hours on working deals into contracts.

You should plan to start the skip tracing process [steps A & B] on a Sunday for the entire week, that way you have your entire week planned for.

A. [Build & Export 100 Leads List](#)
[Login @ MyREIPro.com](#)

We use the Lead Provider MyREIPro in this video to Export a 100 lead list so that we can then look up all 100 of those leads phone numbers in the Skip Tracer in the next step.

B. [Scrub the List & Import it into a Skip Tracer](#)
[Login @ BatchLeads.io](#)

Similar to how you wash a car, you are scrubbing away all of the dirt that is useless to you, in this case: we are scrubbing away every useless data point we don't need in the list. So that when we put it in the skip tracing software, we ONLY give the data it needs to bring you back a whole bunch of phone numbers.

Once you import your list, it should take about 24 hours

C. [Download and Hit List](#)

D. **As you are going through the list.** Save each number that is ready to sell or close to selling in this format “[First Name] Property Seller 123 Main” - this way you can easily hit them back up later with a follow up and it's a whole lot easier than trying to remember if a certain name was tied to a property or not.