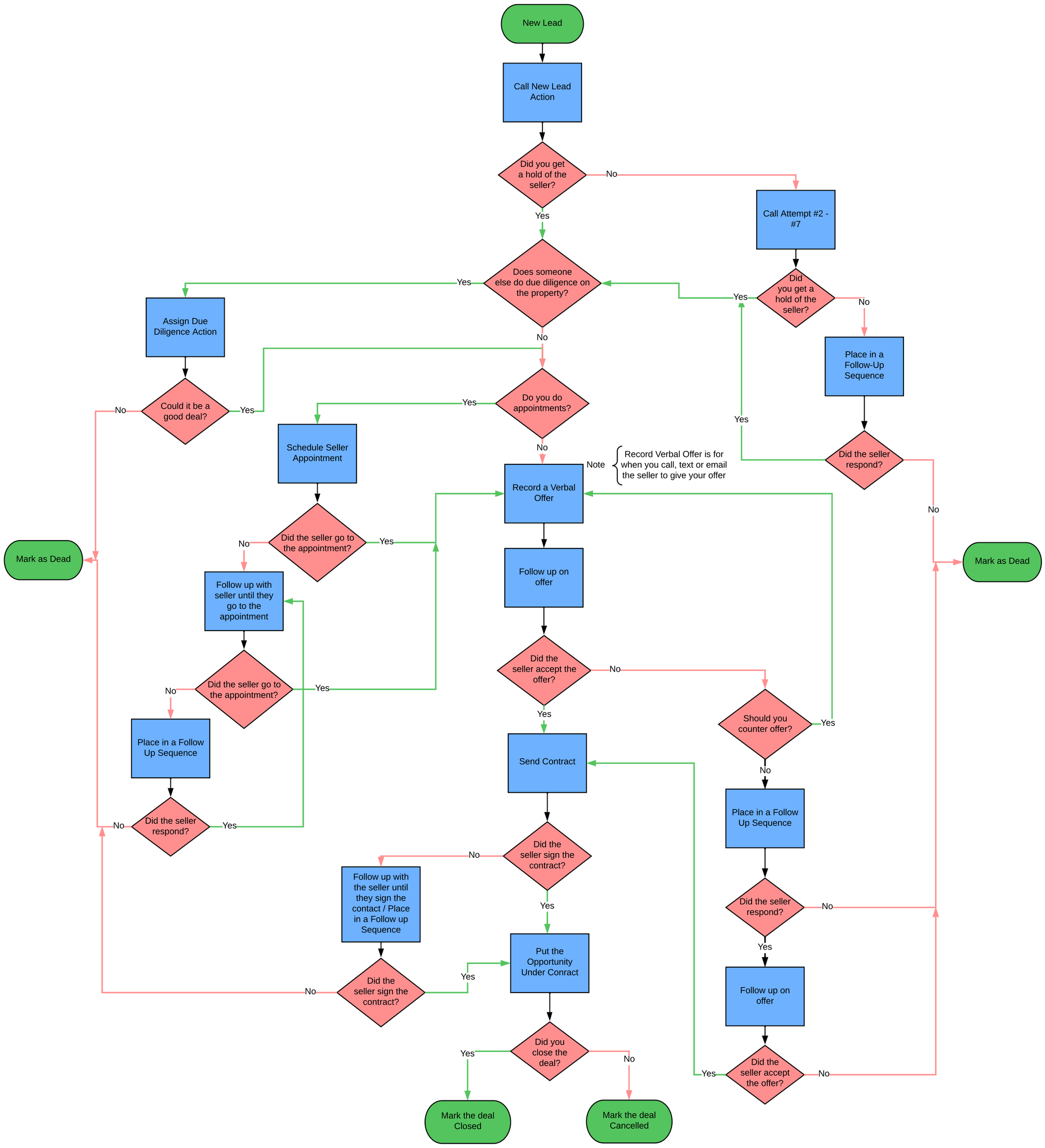
New Lead
Call New Lead Action
Did you get a hold of the seller?
No
Yes
Call Attempt #2 - #7
Does someone else do due diligence on the property?
Yes
No
Did you get a hold of the seller?
Yes
No
Assign Due Diligence Action
Place in a Follow-Up Sequence
Could it be a good deal?
No
Yes
Do you do appointments?
Yes
No
Yes
Did the seller respond?
No
Schedule Seller Appointment
Record Verbal Offer
Note
Record Verbal Offer is for when you call, text or email the seller to give your offer
Mark as Dead
Mark as Dead
Did the seller go to the appointment?
No
Yes
Follow up with seller until they go to the appointment
Follow up on offer
Did the seller go to the appointment?
No
Yes
Did the seller accept the offer?
No
Yes
Should you counter offer?
Yes
No
Place in a Follow Up Sequence
Send Contract
Place in a Follow Up Sequence
Did the seller respond?
No
Yes
Did the seller respond?
No
Yes
Did the seller sign the contract?
No
Yes
Follow up with the seller until they sign the contact / Place in a Follow up Sequence
Put the Opportunity Under Conract
Follow up on offer
Did the seller sign the contract?
No
Yes
Did you close the deal?
Yes
No
Did the seller accept the offer?
Yes
No
Mark the deal Closed
Mark the deal Cancelled