

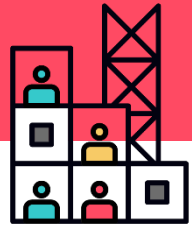


BUILDING A TEAM

Hiring a Real Estate Agent



SCRIPTS



6 QUESTIONS TO ASK A REAL ESTATE AGENT

1. Do you personally own any rental property?
 - a. How many?
 - b. Where are they located?
 - c. Single-family? Multiunit?
2. How many rental property investors do you work with?
3. How long have you been working with rental property investors?
4. What do you enjoy about working with investors, as compared with owner-occupants? Why did you decide to focus on working with investors?
5. What factors do you include in your cap rate analysis?
6. What do you think are the qualities of a good rental property?
 - a. (Note: this is a good way to size up how much time they've spent thinking about this topic, and whether or not they're appreciation hounds.)