

Prospecting for Leads

1. Telephone
2. Face-to-Face
 - Walking/Driving Area
 - Seminars & Investment Clubs
 - Community Events
 - Courthouse Proceedings
 - Probate
 - Foreclosure
 - Estate/Tax Sales
 - Bankruptcy
 - Evictions
 - Divorce
3. Research
 - Newspaper
 - Public Postings (HUD, Foreclosure, etc)
 - Multiple Listings Service (MLS)
 - Internet
 - Business Publications
 - Paid Investor Prospect Listings