Closing Table Coaching

REAL ESTATE WHOLESALING RESOURCES

Your Wholesale Starter Reading List

Use the pages on this website in the order that supports your current learning stage.

1. Understand the complete workflow

Read: From Seller Conversation To Wholesale Closing. Find it at /episodes/what-type-of-closer/. Map seller qualification, research, buyer checks and closing.

2. Organize seller lead generation

Read: Build A Seller Lead Pipeline For Wholesale Opportunities at /episodes/content-marketing-leads/. Pick one lead source and one follow-up routine.

3. Review your wholesale website

Read: 9 Website Essentials For Real Estate Wholesalers at /episodes/website-must-haves/. Review the separate seller and cash buyer journeys.

4. Research a property carefully

On /blog/, open What To Research Before You Make A Wholesale Offer. List verified facts, assumptions and questions for qualified local professionals.

5. Get specific about cash buyers

On /blog/, open the cash buyer criteria guide. Use the cash buyer checklist on /freebies/ to record preferences and funding questions.

6. Turn learning into an action

My next task: _____ Review date: _____

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