



REO QUICK START PROGRAM

If you want to find the silver lining in today's challenging real estate market, then you'll want to take advantage of our **REO Quick Start Program!**

If you would like to increase your listing inventory with major banks and lenders, our REO Quick Start Program is just what you need.

Would you like to know which banks to apply to? Our REO Quick Start Program has over **70 Banks** that will get you started to becoming an REO Agent. And, once you have been approved, you will be on your way to getting listings from those banks!!

That's not all you will get!! You will also receive a list with **over 500** names and direct contact information for Asset Managers and Pre-Marketers!! These contacts will assign you the properties and we will teach you how to work with them.

And, not only will you receive the **REO Bank List**, but we will help you get started by working with you to make sure that you are getting your REO systems up and running. One of our Implementation Specialists will work **one-on-one with you every step of the way!!**

The REO Quick Start program will focus on these 4 areas to get you started towards being a successful REO Agent/Broker.

Applying to be a REO Agent - This step of your program will help you get started by showing you how to go to the REO website and apply to become an REO Agent/Broker.

Securing REO Listings - This is the step of your program where you will implement the systems to secure REO Listings. This portion involves the implementation of phone calls and emails.

Follow up Systems – This step in your program is the implementation of the Follow up Action Plan. It is recommended that you build the action plan in your contact manager so that you can easily stay on track with your phone calls and email drip campaigns. You will also start utilizing Scripts that we provide to get the best results on your calls.

Tracking Systems – This step in your program is the implementation of tracking systems that will help you keep track of your REO listings. This is easily done by utilizing your contact manger.

It is important to remember that you are responsible for your success. By practicing your scripts daily and scheduling time to make your daily calls to your REO Banks and Asset Mangers, you will build an awesome REO business. The key to success with REO's is to be consistent with your prospecting and follow up. If you discover that a REO Bank is not accepting applications from agents, put a reminder for 2 weeks and check the REO Banks website again.



Here is what others are saying about our REO Quick Start Program:

"My business is 100% REO and when I began coaching with Corcoran in 2007, my commission income for 2006 was \$590,000. I finished 2007 with commission income of more than \$2.5 million. For 2008, I am looking to double this and know that I can do it with the help of Corcoran Consulting & Coaching. I highly recommend the coaches and technical support staff at Corcoran Coaching to get your business on the right track. They can help you determine the direction you want to go and how to get there. They work within your parameters and customize the plan to fit your needs. They do not make you fit into some "cookie cutter approach to success." As the other companies I used. I found that this was and still is the best money I ever invested in my business."

Linda Vane, CRS, GRI, NRBA
The REO Experts
www.FamousServices.com/

"I wanted to update you with my progress regarding your REO Quick Start Program. After starting with your program at the beginning of February, 2008, I was excited to delve into the BPO/REO business. I completed "phase 1" of the program in a few days (registering with dozens of banks via their web site). I was skeptical of the anticipated results, but within days, I received approvals from several banks and in under 2 weeks, I received my first BPO order! I am now excitedly working on "phase 2", and can already forecast the potential to double my income once again! I already brag that you've helped me double my income 3 consecutive years in a row! Let's make 2008 the fourth!"

David Eigarsh, CRS
The Eigarsh Team
RE/MAX Hometown
www.Eigarsh.com

"Since I did not have previous REO experience, my experience as a property manager and investor really came in handy - it tipped the scale. To prepare for the interview for my 3rd interview, I used the Corcoran Sellers prequalification script - modified it a tad - but started my interview with the Corcoran Script - I had her at hello (that's her words!). Also, they want to see your activity and marketing - I brought my ads, sold them on my 1-800 Hotline system - my brochures, etc. In the last 4 months I have received 21 listings - I have 7 on the market and 1 pre-market. I have been successful at selling the homes FASTER with the sprucing up allowance - therefore, they give me more homes to sell! So I have sold 14 listings from my REO division and most are closing this month!! I am going to have my best year ever in 2008."

Roxie Shkaberin
Roxie the Realtor & Team
RE/Max Associates Plus
www.RoxieTheRealtor.com

To Get Started Today Call 1-800-957-8353!

Info@CorcoranCoaching.com www.CorcoranCoaching.com
(p)800-957-8353 (f)618-207-4806