The background of the entire page is a collage of US dollar bills. A prominent feature is a green seal, likely the Federal Reserve seal, which is partially visible on the right side. The bills are slightly blurred, creating a sense of depth and focus on the text.

CASH BUYER PACK

**FOR REAL ESTATE
WHOLESALERS**

TTP

by BRENT DANIELS
THE #1 COLD CALLING COACH
FOR REAL ESTATE WHOLESALERS

CASH BUYER PACK

Tips for Growing Your Cash Buyer List

➤ Add 100 contacts to your list ASAP! This will allow you to:

1) Wholesale most of your deals without having to cut your price because you only have a few cash buyers, and...

2) Trade UP your list!

Trading up your list is where you share your contacts with another wholesaler, and they share their contacts with you. This is the fastest and easiest way to grow your list to 500, and then to 5,000 contacts.

➤ Join any LOCAL real estate investor or flipper or wholesaling Facebook Groups and post the following:

“Hey Everyone, please help – can you recommend any investor-friendly escrow agents? I’m looking for someone who’s good at closing WHOLESale deals. Thanks!”

As-soon-as you get a deal under contract, call each escrow agent and say:

“Hey, I just put an amazing OFF MARKET PROPERTY under contract in (LOCATION)... and I was wondering... who do you know that buys flips or rentals in the area... someone who’s cool to work with, super ethical, and will make the transaction go smoothly for everyone?”

Call those cash buyers, tell them who referred you to them, add them to your list, and wholesale your deal.



- As-soon-as you get a deal ender contract, use [TTP Data](#) to pull a list of cash buyers and flippers nearby... and then... skip trace and call them and say:

“Hey, I just picked up an amazing OFF MARKET PROPERTY close to one you flipped/rented in (LOCATION)... and I was wondering if you would be interested in another great deal in the area?”

This approach works like CRAZY because most cash buyers are looking for more deals around properties they’re currently rehabbing, or recently flipped or rented.

I made a quick video showing you exactly how to pull these kinds of lists using TTP Data, [you can check it out here.](#)

If you’re not already using TTP Data, you can [try it FREE for 7 days.](#)

- Find out when and where your local foreclosure auction is, go see who’s bidding... and then... AFTER the sale, approach them and say:

“Hey, I’m out there in the market every day being super proactive looking for OFF MARKET PROPERTIES and I wanted to know if next time I find a great opportunity, if you want me to let you know about it?”

The most active cash buyers are at the foreclosure auction.

- Network and connect with other real estate investors at your local REIA, and find an experienced wholesaler (who you’re comfortable with) and ask them to mentor you for a SHORT while.



Here's how that works: you split a few deals with them in exchange for them helping you evaluate deals, and maybe even helping you wholesale to their list (at which point you can adopt their cash buyers as your own).

Mentorship is SUPER valuable and totally worth getting from the right person!

- Look for rehabs in progress while you're Driving For Dollars (dumpsters in the driveway are a dead giveaway).

Go talk to the general contractor or the owner, open the conversation by using the same script I gave you for talking to bidders at the foreclosure auction.

If the general contractor is NOT the owner, they'll usually put you in touch with the owner because more deals equals more work for them.

- If a cash buyer is a JERK, take them off your list. Good cash buyers (and there are lots of them) will pay a fair wholesale price for your deals, move quickly, and close reliably without any big problems.
- Find people on LinkedIn in your local market whose job title is listed as "real estate investor." Send them a request to connect, contact them, and add them to your list.

When I first started growing my list, I found ONE cash buyer on LinkedIn who I ended up selling a total of 50 properties to and making \$1 million in assignment fees from.

- Get on Zillow or Realtor.com and search local listings filtered by the keyword "remodeled" (see images below)... and then... look through



and find ones that are flips (they'll usually be staged)... call the listing agent and say:

"Hey, congrats! Your remodel in (LOCATION) looks amazing... are you looking to pick up any more OFF MARKET PROPERTIES in the area?"

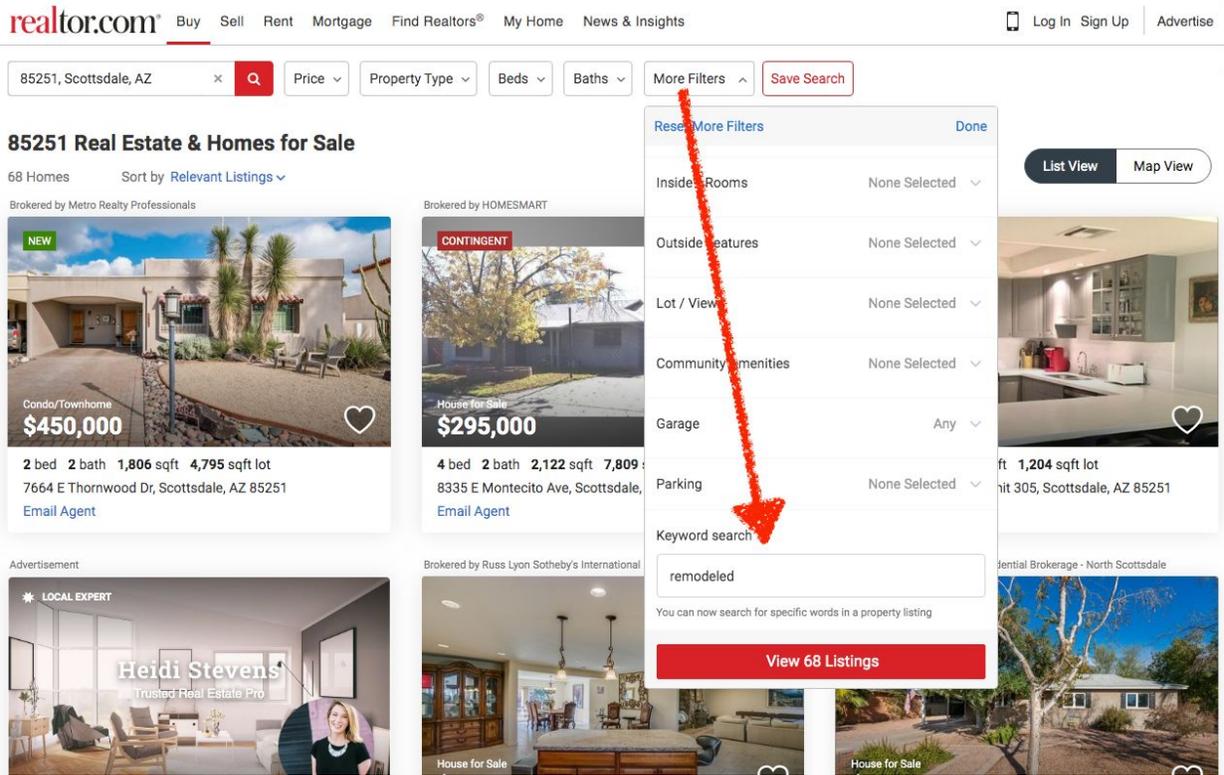
If the listing agent is NOT the owner, they'll usually put you in touch with the owner because more deals equals more listings for them.

The screenshot shows the Zillow website interface. At the top, there are navigation links: Buy, Rent, Sell, Home Loans, Agent finder, Zillow logo, Manage rentals, Advertise, Sign in or Join, Help. Below the navigation is a search bar with the address 85251 and a search icon. To the right of the search bar are filter tabs: For Sale, Price, Beds & Baths, Home type, More: 1, and Save search. The main content area is divided into a map on the left and a list of properties on the right. The map shows a neighborhood in Scottsdale, AZ, with various property listings marked with red dots and price tags. The list of properties includes:

- Property 1: \$795,000, 3 bds, 3 ba, 2,128 sqft, 4341 N 68th St, Scottsdale, AZ 85251. For sale by owner.
- Property 2: \$223,000, 2 bds, 2 ba, 1,200 sqft, 7930 E Camelback Rd UNIT 305, Scottsdale, AZ 85251. Condo for sale.
- Property 3: \$547,500, 3 bds, 2.5 ba, 2,130 sqft, 8314 E Minnezona Ave, Scottsdale, AZ 85251. House for sale.

The 'Days On Zillow' filter is highlighted with a red arrow pointing to the 'Any' dropdown menu. The search results also show a 'Price cut: \$5,000 (Jan 23)' for the third property.





➤ As-soon-as you get a deal under contract, text any new cash buyer you find (who's NOT already on your list) the following message:

"Saw you do deals in (LOCATION), I have a wholesale property for you to check out:

Zip code: (ZIP CODE)

(STREET ADDRESS)

(BEDROOM/BATHROOM) house, (SQUARE FEET) sf

Price: (PRICE)

OFF MARKET

Let me know if you want it – (YOUR NAME)"

Make sure to CALL them too! Texting and emailing should always be in addition to Talking To People, not instead of.



- For more info on growing your cash buyer list, check out the following videos I made:

[Best Cash Buyers!!!](#)

[Massive Deals from Cash Buyer Lists!!!](#)

[Cash Buyer Hack!!!](#)

[EXPLODE Your Cash Buyer Database!!!](#)



**DISCLAIMER:
DO NOT USE THE
FOLLOWING
ASSIGNMENT
AGREEMENT
WITHOUT REVIEW
AND APPROVAL BY
YOUR REAL ESTATE
ATTORNEY**



Assignment Agreement

Property Address:

Date:

Escrow agent is hereby instructed and directed that the Assignee(s) in the above referenced escrow is/are _____, and you are hereby instructed to treat said assignee(s) in all respects as though they were the original purchaser(s) to said escrow.

PURCHASE PRICE & ASSIGNMENT FEE: Assignee understands he will pay \$_____ for the property located at _____. This price does not include an assignment fee total of \$_____ to be paid to _____. This assignment fee will be paid through escrow by the assignee.

ESCROW & EARNEST: Assignee will deposit \$5,000 as non-refundable earnest money, in the form of a cashier's check or wire, to be delivered to _____ (the "Escrow Agent") by _____. The assignor will use the funds from the earnest money deposited by assignee as earnest money deposit to the first and original purchase contract and or predecessor assignment of contract. This Assignment does not transfer any earnest monies that the Assignor may have on deposit. Any earnest funds that the Assignor deposited with _____ will be credited back to Assignor upon receipt of Assignee's earnest funds.

CANCELLATION: If Assignee fails to execute and return this agreement to the assignor by _____ this agreement shall become VOID. If Assignee fails to deposit earnest funds by _____ at _____ this agreement shall become VOID with the Assignee having no further rights or interest in the contract.

CLOSE OF ESCROW: Assignee agrees to close escrow on or before _____. If the COE does not occur before 5:00 P.M. on _____ then this assignment is considered null and void and all rights transfer back to the Assignor and Assignee forfeits their non-refundable earnest deposit.

The undersigned Assignee(s), jointly and severally, hereby accept the appointment as Assignee hereunder, and indicates that he has received, read and approved the contract controlling this transaction and any other related documents thereto, and accepts the obligations and rights imposed and granted thereunder.

Unless stated otherwise, assignee cannot advertise or promote the property for sale, or reassign to a different party prior to the Close of Escrow. If assignee does promote the property for sale or reassign to a different party prior to the Close of Escrow, this agreement shall become VOID immediately. Principle buyers only.

Assignee's Initials



Assignor reserves the right to continue to offer Property for sale until this assignment has been fully executed by both parties & earnest money has been deposited to Title by assignee.

ASSIGNOR ACKNOWLEDGES THAT THERE WILL BE A 1099-MISC FILED WITH THE INTERNAL REVENUE SERVICE IN THE AMOUNT OF THE ASSIGNMENT FEE (IF ANY), UPON DISBURSEMENT TO ASSIGNOR AT CLOSE OF ESCROW.

ASSIGNOR:

ASSIGNEE:

By: _____ Date _____
Its: Member

By: _____ Date _____
Its: Member

Assignee's Phone #: _____

Email: _____

Assignee's Mailing Address:

