



Tim & Julie
HARRIS®
REAL ESTATE COACHING

Short Sale Direct Assignment, Buyer, and Seller Lead Sources 15 Total Sources

***Secret:** The BEST ways to generate Short Sale listing leads are to use the marketing and lead generation plans and system on this website, in the Lead Generation section. If you need help implementing any of the lead generation items we teach, simply use the Live Chat button on your screen, or go to www.FreeCoachingCallsForAgents.com and ask for help.*

***Secret:** Many of you don't have a **lead generation issue**, you have a **lead follow up issue**. Before you spend more money and time on lead generation, take a look at your follow up system and ask for help with this if you're not sure how to systematize your Lead Follow up. Are you using scripts? Do you have one system for tracking leads?*

Harris Real Estate University recommends but does not endorse these companies. We cannot guarantee that they are accepting agents from your area, and we have nothing to do with how much they charge you or what they pay you. Your agreements are with each company, NOT with Harris Real Estate University.

Companies on this list are companies we know to be giving leads or assignments to agents, and whom many HREU students have had success with. Be sure that you do not just email them, or just sign up on line. The best success comes from directly calling and speaking with someone and having them walk you through their specific system. Each of these companies is a bit different, so make sure you understand what you're signing up for. Some are fee, some are free, and many have free trial periods.

***Secret:** If you already have 10+ Listings, then your least expensive, BEST Lead Generator is: www.1800HomeHotline.com*

1. Dignified Transition Solutions (DTS)

www.dignifiedtransitionsolutions.com/

Phone: 855-594-6170

Email: info@DignifiedTransitionSolutions.com

www.facebook.com/dignifiedtransitionsolutions

“Dignified Transition Solutions is a privately held and operated organization providing analytics and loss mitigation solutions to the lending and financial

services industry. Led by a team of seasoned executives, we have developed data analytic tools allowing clients to identify homeowners requiring unique financial solutions. Our innovative loss mitigation programs deliver tangible results with effective options for pre-empting foreclosure.”

2. **Titanium Solutions – Update – This company is no longer in business.**
3. **The Short Sale Specialist Network** (There are three levels of membership.)
Phone: 877 737 4903
www.TheShortSaleGuide.com
Superstar Interview: <https://www.youtube.com/watch?v=eZeTX0gLBEA>
4. **Bank of America**
www.equator.com/home/index.cfm/solutions/real-estate-agents/
*You must have successfully completed a short sale with Bank of America, using Equator, and you're automatically included on their Preferred List.
5. **Foreclosure Radar**
(Currently covering: CA, AZ, NV, OR, WA, with more coverage coming soon.)
Specifically this map:
www.foreclosureradar.com/coverage
info@ForeclosureRadar.com
www.ForeclosureRadar.com
www.foreclosureradar.com/register
6. **CHASE (Coming soon.)**
7. **Do BPO Assignments.**
(Most BPOs are pre-foreclosure owners, i.e.: listing opportunities assuming you FOLLOW UP.)

Here are some HREU Student favorite companies:

(For a huge list plus coaching: join the BPO Cashflow Class by calling us at 866 422 9497. This is a great way to add serious weekly cash to your business.)

BPO Companies:

First American REO Servicing
www.corelogic.com/reoservices/

FARRV/Corelogic
www.farvv.com/

GOODMAN Dean
www.goodmandean.com/

Green River
www.ivsbpo.com/

Integrated Asset Services (IAS REO)
<http://www.iasreo.com/>

PCV/Murcor
<http://www.pcvmurcor.com/>

PMH Financial
<http://www.pmhfinancial.com/pmh-agent-registration.html>

8. Contact your local banks and credit unions.

Ask to help owners who wanted to re-fi but couldn't. These homeowners are most likely short sale sellers now. Ask to put your information in the lobby of each branch.

9. Tiger Leads

Phone: 888 844 3744

<http://www.tigerlead.com>

Info@TigerLead.com

<http://www.tigerlead.com> / <http://www.tigerlead.com/product/search/>

“TigerLead is an industry leading real estate technology company that provides real estate professionals with a complete internet solution for generating, capturing, cultivating, and managing homebuyer and home seller leads. TigerLead provides our clients with the tools to convert serious homebuyer leads into closes and home seller leads into listings. Even in a challenging real estate market, our clients have generated over \$5,000,000,000 in home sales.”

10. Agent Machine (You must apply for this)

25% referral fee if they accept you. No monthly fees, no set-up fees.
www.AgentMachine.com

“Our network is a private invite only network of real estate agents from leading national and boutique brokerages. We work exclusively with real estate agents in the top 5% of the industry.

We are always looking for superlative agents and from time to time openings become available in our network. To apply for our network, please fill out the

following application and we will contact you when an opening becomes available in our network.

There are no monthly fees and agents cannot pay to join”

Application link: agent.agentmachine.com/referral?site=1

11. The Red X

(Expireds, FSBO, NOD Leads)

www.TheRedX.com

“Real Estate Data X-Change, Inc. (REDX) leads the industry with innovative lead generation products, unmatched data quality, and original real estate solutions so agents can make more money, work more productively, and help more homeowners in less time. We specialize in expired, for sale by owner, and foreclosure lead generation solutions for real estate. Professionals rely on our superior data, real estate marketing products, and our hunger to constantly build and improve our technology and services.

Whether you are new to real estate marketing, a veteran, national brokerage or boutique, we have the best real estate solutions. We are the largest provider of expired, FSBO, and pre- foreclosure leads in the United States. Give us a call or sign up now to start increasing your listings today.

Real Estate Marketing Data X-Change, Inc or REDX is often mistyped as RED X, RedEX, the red ex, or RED "X", however the correct spelling is typed in all capital letters as REDX.”

Sign up: www.theredx.com/signup/index.html

12. Boomerang Leads

<http://boomerangleads.com/>

info@boomerangleads.com

Phone: 410 415 3237

“Having a **free real estate website** that produces real estate leads increases the number of closings a brokerage produces, as well as offers the potential to make more money per transaction and a competitive advantage to win listings and impress sellers.”

13. ZBuyer

Sign up here: zbuyer.com/lp_agent.aspx

www.ZBuyer.com

- Sellers find us through Google, Yahoo, Email, & Banners

- Sellers give us their information online via our many websites
- 1000 to 5000 sellers get in touch with us each day
- Based on our metrics only **four** members* are allowed per county to contact a seller
- On average, each of our sellers are contacted by only one person
- zBuyer sellers are highly motivated

14. Zillow

www.Zillow.com

Phone: 888 957 2706

Sign up: <http://zillow.com/agentwebsite/Register.htm>

<http://instantteleseminar.com/?eventid=8136165>

zillow.com/agent-websites/

15. Trulia (About \$40/month)

<http://www.trulia.com/truliapro/?src=000022>

<http://www.trulia.com/agents/>

- Get your listings in front of motivated home buyers
- Put your photo and contact information on all your listings
- Receive weekly traffic reports and send them to your clients