

REIvault Sales Ninja

Success BLUEPRINT: Lead Qualification & Follow Up using Sales Ninja



First off, I'm excited to share with you REIvault Sales Ninja, designed specifically for you or your Sales Team to quickly become a Sales Ninja, converting Seller Leads into highly Profitable Deals...

This video is more technical in nature. You'll definitely want to watch the "Sales Ninja Webform Overview" video **first** and that might be all you really need!

This video is on the **BLUEPRINT for Success**.

This training video drills down into the details, the workflows and the automation we've built into REIvult Sales Ninja to automate everything as part of our "No Seller Left Behind" strategy...

If you're not an REIvault Member using our "shared services" and expert team to do all your marketing, systems and lead processing, make sure to check us...

Either way, you should find this video and the supporting materials helpful. Make sure to download the PDFs and documents provided which you can print out or refer to later when needed.

Let's go ahead and get started!

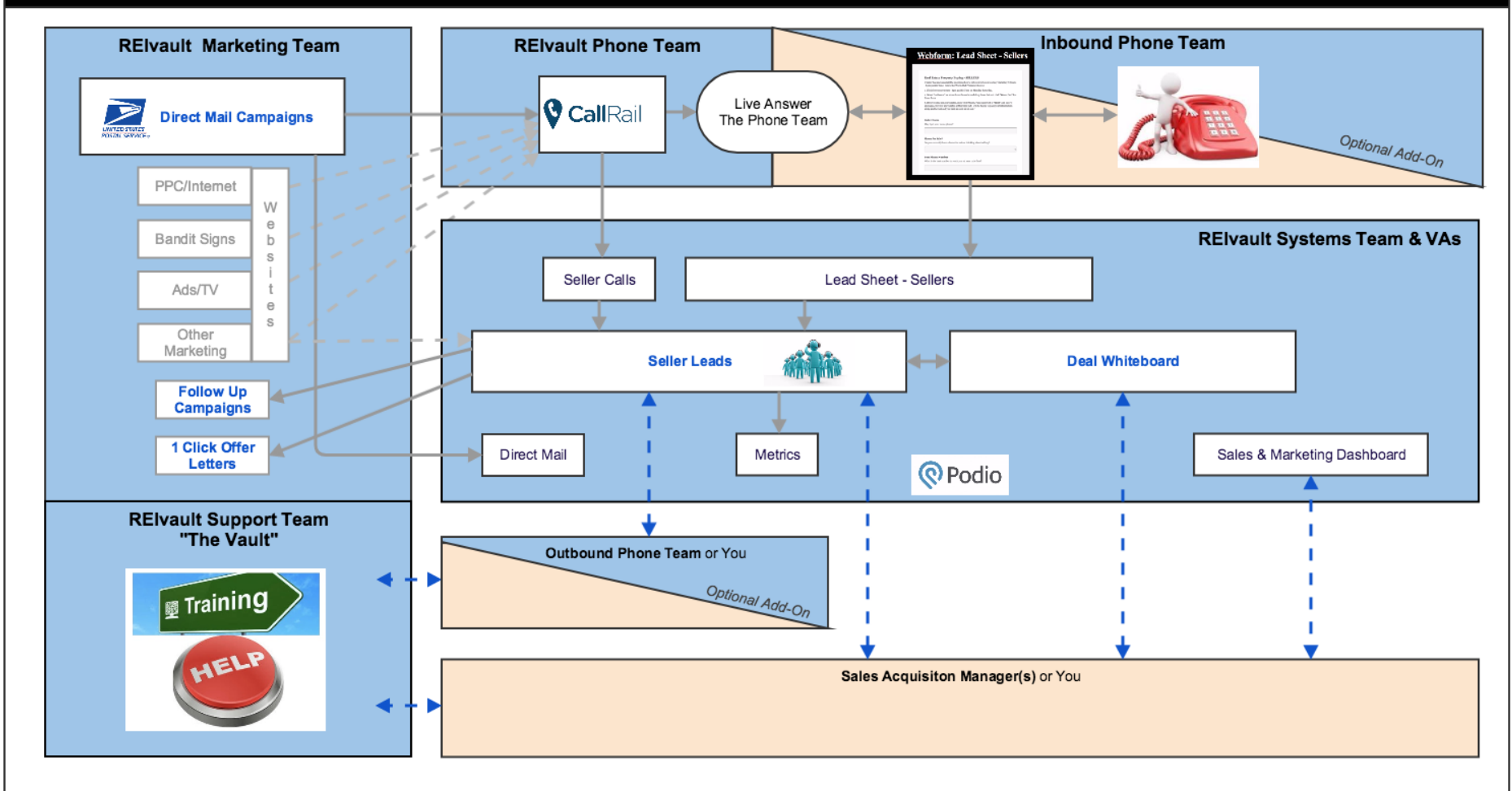
Overview

- Sales Ninja was built to Convert Leads into Profitable Deals
- Remove the “Mystery” on what to say, when to say it and what questions to ask a Seller
- This was built by experts and a ton of research from other top experts and top producers
- Easy to train a VA turning them into a “Sales Ninja” ISA
- Fully integrated with REIvault Podio to automate everything
- Support Inbound ”Live Calls”, Hang Ups, Follow Ups, and Outbound Cold Calls
- Can also be used with REIvault Sales Ninja PRO Team or MojoDialer or Five9, etc.

Let's first look at the **BIG PICTURE** of the
Marketing and Sales Process...

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"BIG PICTURE" Marketing & Sales Process using RElvault



There are 5 Main Scenarios when talking with Seller Leads
in the “Lead Processing” function

The Key Objective of the “Lead Processor” (the Sales Ninja)
Sales Function is to Qualify, Screen, Follow Up, and
Schedule Appointments

Essentially, the phone team to find the YES and MAYBE
Motivated Sellers NOW or someday in the near future!

More Specifically...

The person or team responsible for...
Converting Leads into Deals into Profits

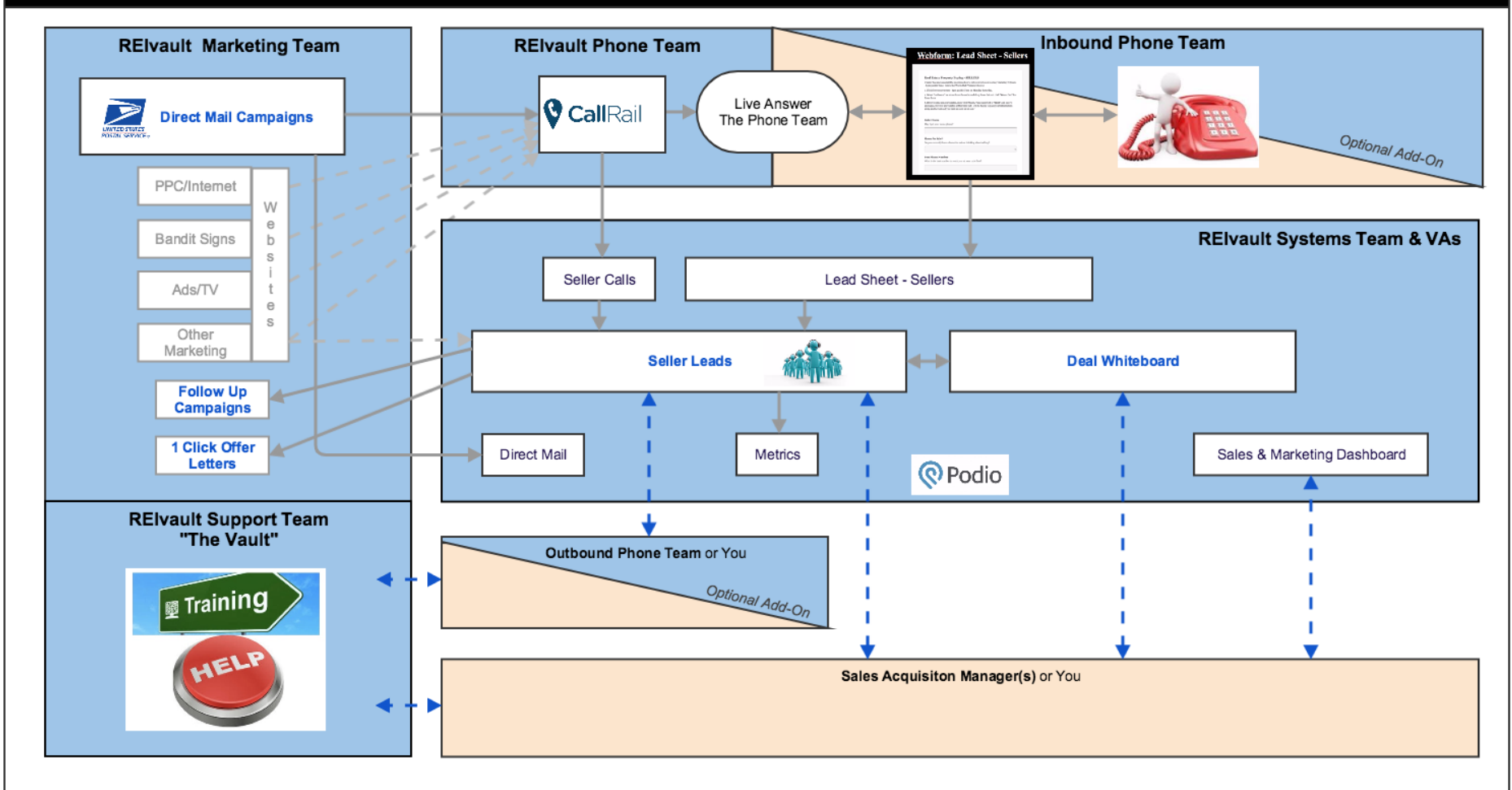
5 Scenarios

1. Taking Live **INBOUND** Calls directly from your marketing (direct mail, websites, etc.)
2. Calling back **EXISTING** Leads who have left a voice message
3. Calling back **HANG UPS** who called, but did not leave a message
4. Following up with **EXISTING** Leads that have not yet converted into Deals
5. Making **OUTBOUND** Cold Calls from an acquired list (Craigslist, FSBOs, phone list, etc.)

Let's now walk through the details on how this is done,
preferably with a trained "Sales Ninja" Team

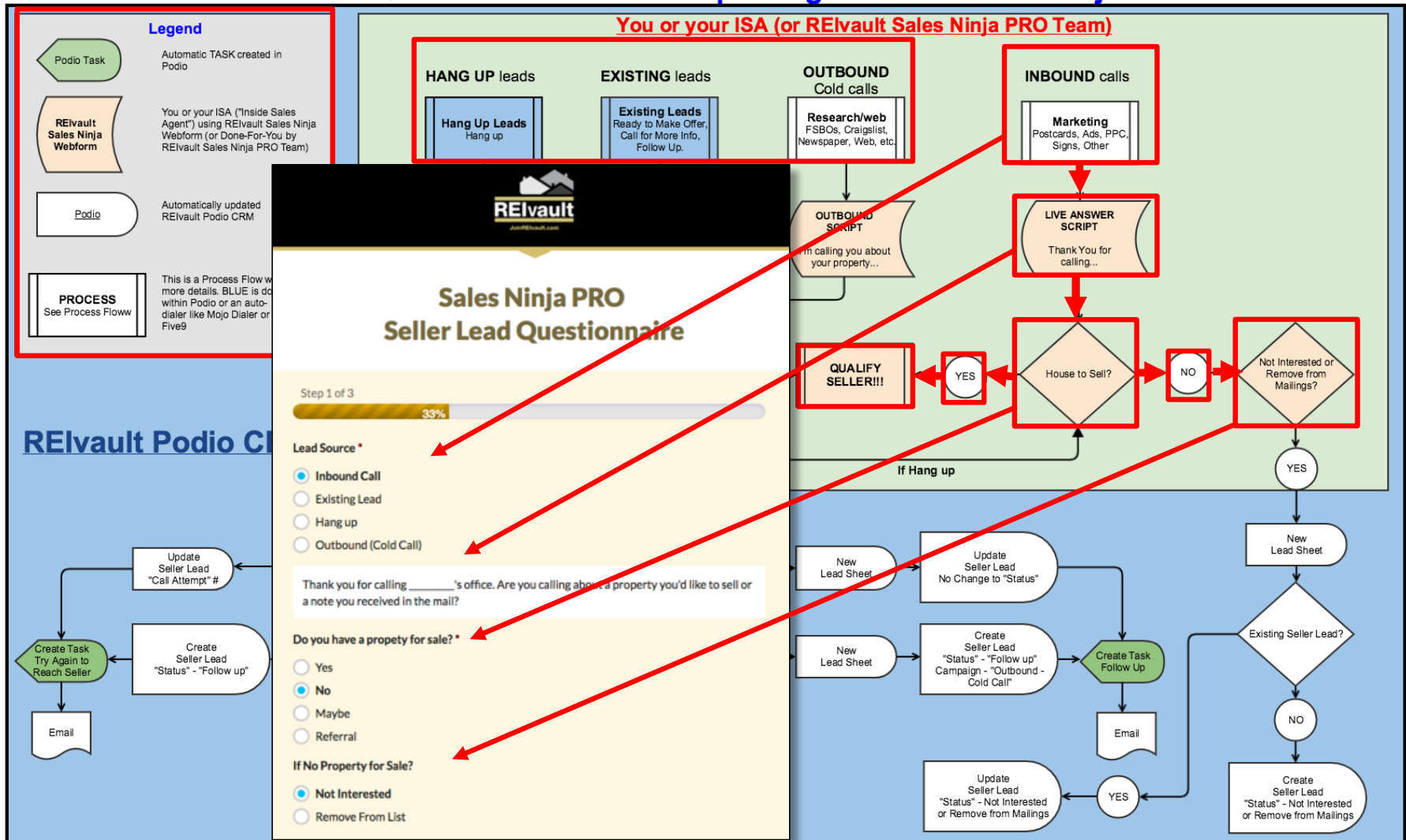
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"BIG PICTURE" Marketing & Sales Process using RElvault



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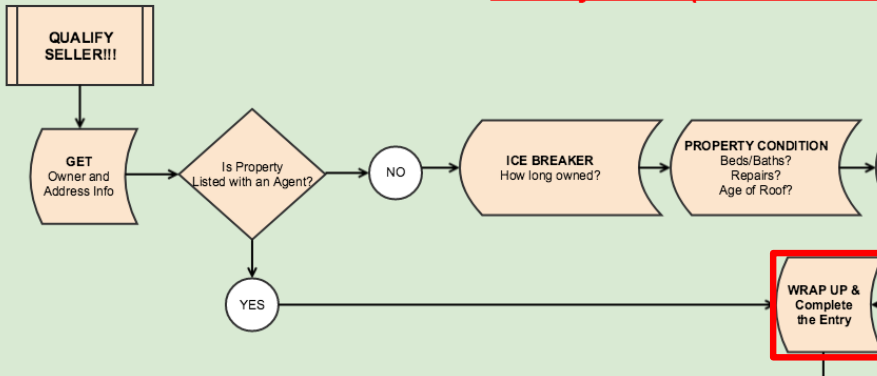
Lead Qualification & Follow Up using RElvault Sales Ninja



BLUEPRINT

Lead Qualification & Follow Up using RElvault Sales Ninja (cont'd)

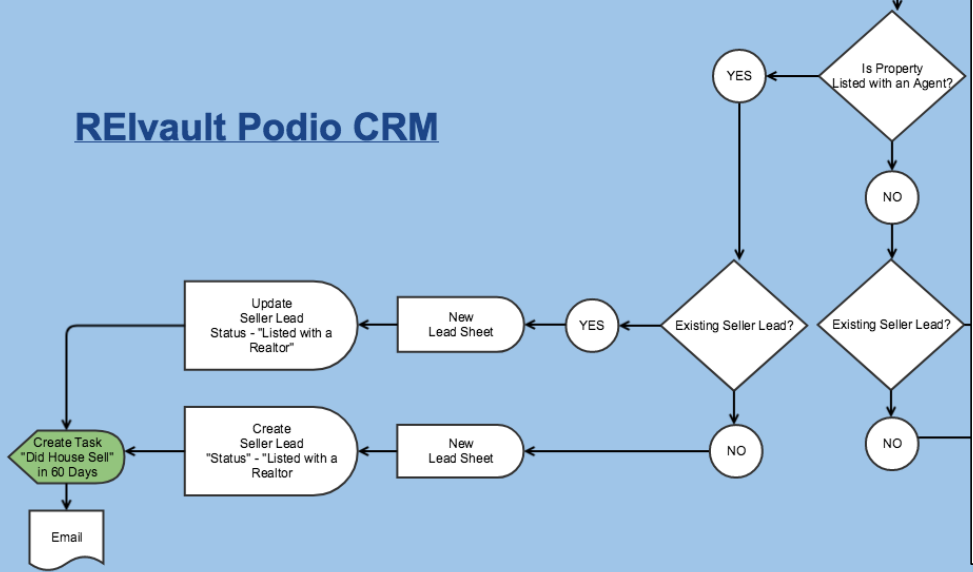
You or your ISA (or RElvault Sales Ninja PRO Team)



SELLER LEAD QUESTIONNAIRE

SUMMARY			
DATE: 08/08/2017	SALES VA: Tanya	SOURCE: Inbound Call	Direct Mail
OWNER'S NAME: Jeff Bishop		LEAD STATUS: New Lead	
ADDRESS: 1904 Center Street		HOUSE FOR SALE? Yes	
CITY: Miami STATE: Florida ZIP: 33021	IF NO:		
CELL PHONE: 954-781-1290	APPOINTMENT SCHEDULED? Yes		
EVENING PHONE: 954-239-1701	FOLLOW UP DATE: 08/09/2017		
EMAIL ADDRESS: jeff.bishop@gmail.com	FOLLOW UP TIME: Evenings best		
NOTES: motivated			
MOTIVATION & PRICE			
HOW LONG OWNED? inherited about 9 months ago	ASKING PRICE? Motivated. Make me an offer.		
WHY SELLING? Inherited. Need the money	SELLES EST. VALUE? not sure		
TIMEFRAME FOR SELLING? ASAP	IS LISTED W/ AGENT? No		
OCCUPIED/VACANT? Vacant	APPROX. RENT? \$1800 a month		
HAVE YOU TRIED ANYTHING ELSE TO SELL THE PROPERTY? no.			
MORTGAGE: Free & Clear	MORTGAGE BALANCE/LIENS: no mortgage	TAXES: \$700 a year	
PROPERTY CONDITION/DETAILS			
BEDROOMS: 3	AGE OF ROOF? original 30 yrs		
BATHROOMS: 2	KITCHEN/BATH UPDATED? no		
REPAIRS NEEDED? Yes	FOUNDATION ISSUES? not sure		
REPAIRS: Needs work	EST. REPAIR COST: not sure. \$15k+		
ANYTHING ELSE WE SHOULD KNOW ABOUT PROPERTY: inherited property			
SPECIAL FEATURES: no			
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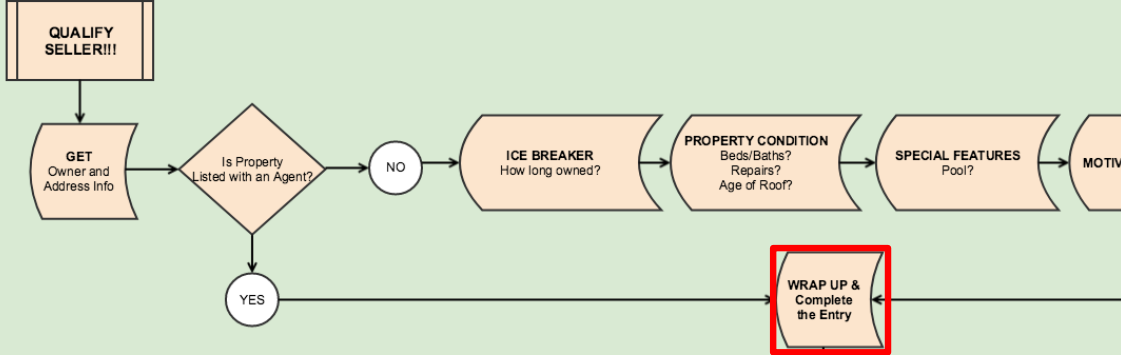
RElvault Podio CRM



BLUEPRINT

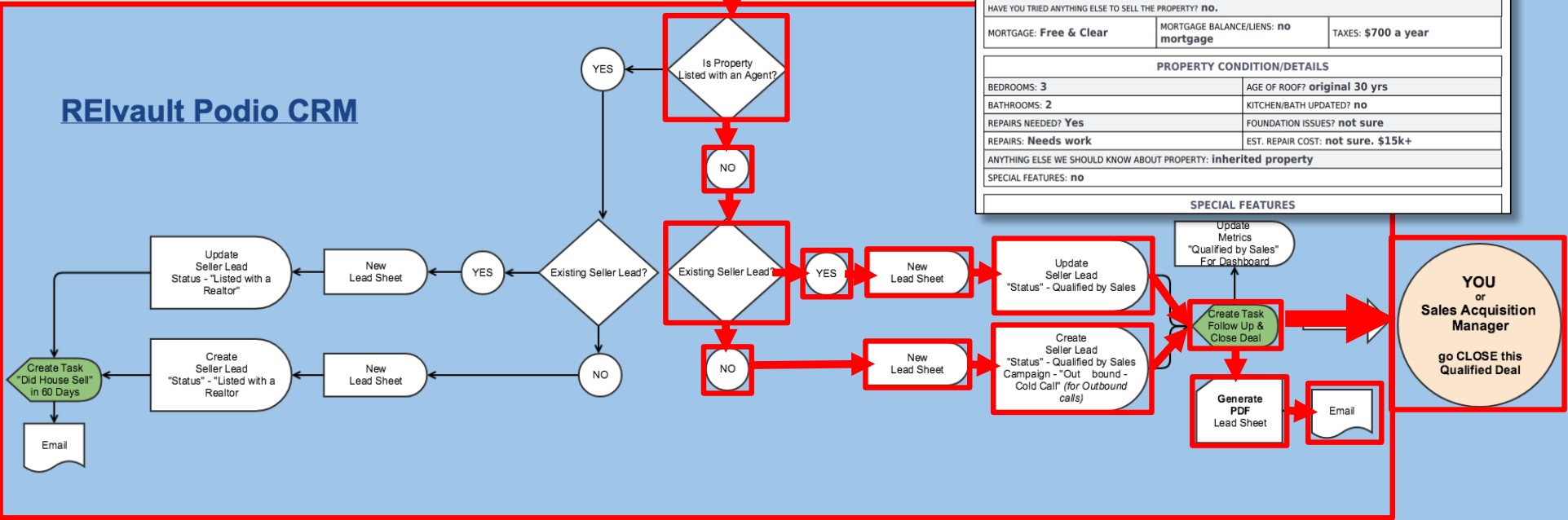
Lead Qualification & Follow Up using RElvault Sales Ninja (cont'd)

You or your ISA (or RElvault Sales Ninja PRO Team)



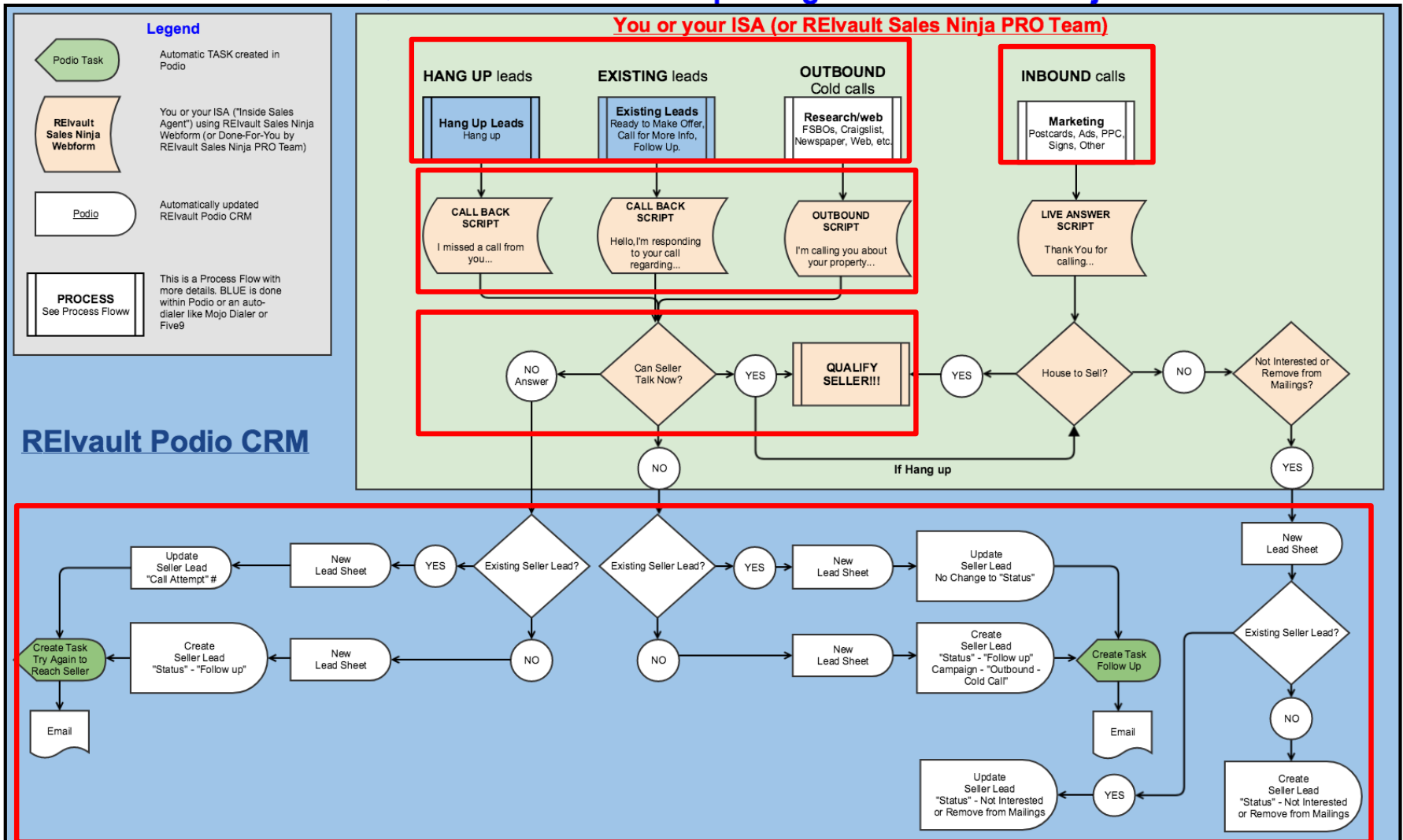
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RElvault Podio CRM



BLUEPRINT

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Summary

1. If you are an REIvault Member using Sales Ninja, this is all setup and Done-For-You
2. And, you can use our TEAM of trained Sales Ninjas to do all the phone work, taking the Inbound Calls, Qualifying, Following Up with Sellers, Scheduling Appointments, and calling Hangups... and even doing Outbound Cold Calling
3. If you're not an REIvault Member, check us out. There should be a link on this page or visit www.REIvault.com or JoinREIvault.com for more information and submit an application to join.
4. ...Or use what we've provided here and Sales Ninja PRO and watch how this can turn your Seller Leads into Deals and Profits

BTW... Make sure NOW watch the “Advanced: Tips and Best Practices Video” with some additional cool stuff you will want to know!