

Advanced Seller Data Services

Exclusively serving note investors and brokers since 2004

15685 SW 116th Avenue
Suite 136
Tigard, OR 97224

Phone: 1-800-992-4536
Fax: 503-549-0589
e-mail: sellerdata@comcast.net

Ten Keys to a Killer Note Seller List:

1. The list only contains seller carryback note holders

Many lists often contain people who never held a note or banks and private lenders who would never sell their loans. We double check to make certain a seller carry-back note or contract was created.

2. All note seller addresses are updated as the note holder moves

15% of the population moves every year. Unless the list provider gives you the new mailing address, **15% of the list become invalid for every year** old the list is. A list of three year old notes can have 45% (3 x 15%) seller addresses that are not deliverable.

3. The list is updated to US Postal Service mailing standards

Most addresses copied from documents do not meet USPS standards for mailing. Misspellings in street names, missing or extra numbers and bad directional prefixes all lead to return and undeliverable mail. All of your addresses must be run through certified USPS software. The software converts the addresses so over 99% are deliverable before they are sold to you.

4. Duplicate names are eliminated

You waste money when note sellers receive two mailers at the same time, plus it tells note sellers you are unprofessional and can not manage your list. How can they trust you with their note? See tip #4 in **Proven Marketing Methods** about the necessity of developing trust.

5. Paid off notes are eliminated to the best of the list provider's ability

You will never make money on notes that have already paid off. Don't waste money mailing to people you know will never call. We eliminate all notes we are aware of that paid off.

6. Second position notes are eliminated unless specifically requested by note finder

Most investors will not purchase second position notes. Unless you have a reliable investor for seconds, don't waste money chasing these notes. (**Hint: if you find an investor for seconds in this market you can make a fortune since none of your competitors can touch seconds right now**)

7. User can easily identify and specifically target the best note holders

Mail the note sellers you can make the most money from multiple times to increase the chances they call you when they need to sell their note. Mailing your best note holders every two months works very well for experienced note brokers.

8. The list contains all vital details about the sale and the property

Good lists will provide you details about the property and transaction. When a note seller calls, you sound professional because you sound like you already know most details about the note holder, loan, property and buyer.

9. The list provider does not make promises they do not keep

Some list providers claim their customers have exclusive rights to contact a seller. This is an outright lie to inflate the price of the lead. All seller carryback transactions are public record and they can not prevent other people from contacting them at a lower price.

Competition is not as fierce as many people perceive. See our report [Proven Strategies for Finding Profitable Seller Carryback Notes](#) for more information.

10. The list provider is not part of a larger firm where seller carrybacks are “junk” and miss many transactions

Most companies collect data on real estate sales to provide the information to title companies, mortgage companies or Realtors. They are looking to supply huge volumes of data to large markets. When they find a seller carryback note they put the record in a “bucket” for resale to our niche industry. Because they are not focused on locating seller carrybacks, [they miss many good notes](#) and throw many non-note transactions into the “bucket” where unsuspecting note finders purchase them. We only focus on seller carryback transactions and find 10% to 20% more valid notes in most counties over our competitors.