

Buying Names of People Who Hold Notes

Names run about 50 to 65 cents per name depending how many you buy at a time. When you buy a list, follow the same steps you would had you gotten the names from the courthouse yourself. Don't mail more than 10 or 15 pieces at a time or you will not be able to follow up with them in a timely manner. You should mail 1000 letters *only* if you can follow-up on all of them within a week.

If you want to buy a list, use the following criteria to order your names:

- First lien deeds of trust or mortgages
- Private Mortgagee
- The property should be single family residential only
- The deed or mortgage should be over 12 months old
- The original balance should be over \$50,000

The following is a list of companies that provide list services. They are familiar with seller-financed notes and are very reputable.

_ DataQuick	888-604-3282
_ DMG	888-282-2122
_ InfoUSA.com	800-321-0869
_ AccurateLeads.com	800-685-4787

Be sure and check the terms of the list company and abide by them. Some companies will only allow you to mail to that list once. They put in dummy names to make sure you do not violate the terms of the agreement. However, they provide

the telephone numbers with the list and you can call the note holders as much as you want. Personal contact is what is going to get the sale for you!