

# FSBO Scrubber Task Sheet

## **Description:**

A FSBO Scrubber will search and locate For Sale By Owner listings in your area to offer a Lease Purchase Option to homeowners. Scrubber must input FSBO listing into online system to track and lease out homes for a commission. Must follow up with interested homeowners to get signed Lease Purchase Option agreement.

## **Source of FSBO Listings:**

Websites, Places and locations where you can find For Sale by owner listings in your area. Search the web for "For Sale by Owner" to find more...

- Zillow
- Craigslist
- FSBO.COM – For Sale By Owner
- Trulia

**Our Lead Generation Process: *There are 2 Phases to this system; Sellers & Buyers***

## **Phase 1: Sellers**

- **Step 1:** Search source for local FSBO listings in your area.
- **Step 2:** Select & Input FSBO Listing into online system for tracking.
- **Step 3:** Use online system to text Homeowner message: *see text message below*
- **Step 4:** Respond to Homeowners with online texting system to setup Lease Purchase Option for their home... *See Details below*
- **Step 5:** Get a Signed Lease Purchase Option agreement signed to secure your commission. Repeat process...

## **Phase 2: Buyers**

- **Step 1:** Select website to place Lease/Purchase homes for sale in your area.
- **Step 2:** Use online system to reply/text buyers info for houses
- **Step 3:** Setup Home viewings & lease signing with buyer using online system
- **Step 4:** Commissions are paid upon a signed buyer lease option agreement

## Online Management & Tracking System

- [HPRealEstateInc.com/scrubber](http://HPRealEstateInc.com/scrubber) – Management & Tracking Sys User Login  
- Call 404-692-3019 for username & password
- [Leasebin.com](http://Leasebin.com) – Buyer website for Jacksonville FL
- [TheLeaseFactory.com](http://TheLeaseFactory.com) – Buyer website for Conyers GA

## Resources: websites and text messages to send to sellers and buyers

### Websites with FSBO Listings

FSBO.com  
Trulia.com  
Zillow.com  
Craigslist.com

### Websites to post Lease Purchases

FSBO.com  
Trulia.com  
Zillow.com  
Craigslist.com

## Text messages to send to homeowners with house For Sale By Owner

**For Sale By Owner Listings -** I saw you house on “ [zillow/craigslist/fsbo.com](http://zillow/craigslist/fsbo.com).”  
You wouldn't be interested in leasing it for a year or so and then selling it would you?

**Lease Option Listing -** You will simply post the house information and wait for buyers to respond using online system to track and manage.

**Wait for reply...**

***If Yes...***

Great,  
I will send over our company information about our lease purchase program and how it works. I look forward to working with you.

***If No..***

Thank you for your consideration.  
If anything changes, please get in touch with me as soon as possible.

<p><b><u>Next Step 1:</u></b></p> <p>- Forward over document with details filled in for homeowner to review.</p> <p><i><b><u>Lease Option Proposal</u></b> – select this letter template to forward over to homeowner.</i></p> <p><i>- Get signed Lease Option agreement from homeowner</i></p> <p><b><u>Next Step 2:</u></b></p> <p>- Post house on our website to make it available to buyers online. <a href="https://hprdeals.com">https://hprdeals.com</a></p>	
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