



flippingmom
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10 Flipping Tools

10 FLIPPING TOOLS

There are 10 online tools or websites that has helped me a lot in my business which I've grown to love and can't live without. They save me a lot of time, make my work easier in some ways, minimize risks, build trust with my clients, makes communication easy and best of all most are FREE. There are in no particular order, but are all equally beneficial to my business.



1. Gmail: www.gmail.com

I've used several email accounts including hotmail and yahoo and gmail is the creme de la creme of them all. I have 5 gmail accounts for personal, blog and business and it works great. One particular feature that saves me a lot of time

is the attachment. When I receive several pictures as attachments I don't have to click on all the attachment to download them. All the pictures appear on the page with the email. It also has an excel and word document that works really well for my seller and buyer lists. I can make changes to the list, save it and update anytime and anywhere. The document feature is a favorite of mine. I can save any document (either received through email or scanned), have access to it anywhere in the world. store all my documents in one place for easy access, make changes, updates and share it with anyone with the click of a button. The calendar feature is a tool I don't use as often as I should, but it's a great way to communicate with my VA. She can check it every morning to see what I need her to do and when even before I wake up from bed. If we don't communicate on the phone for days, I know work is still getting done. This service is FREE.

2. Google Maps:

www.googlemap.com

This is a great time saver.

Before I found out about google map, I followed every lead literally and ended up being disappointed when I pulled up to the driveway of a house, and found the exterior was in a really bad shape and the neighborhood had a lots of boarded up houses. Since

finding this great tool, when I get a lead on a house, the first thing I do is do a google map search to see a picture of the house and the neighborhood. I was on the phone with a seller and while getting information about the house for sale, I said “Is it the house with the red awning”? She freaked out. She was like, how do you know, are you in front of my house right now? We had a good laugh and it gave her some confidence I knew what I was doing. Most of my buyers are looking for brick houses, so when I get a lead, I can look it up on google map to see what the construction of the house is even before speaking to the homeowner and if it doesn't fit my criteria, I consider other options or I just move on from it. This service is FREE.



3. Google Voice:

<https://www.google.com/voice>

I just recently got 2 google voice accounts and I don't know how I ever

lived without them. Prior to that I used a different service that charged \$22 a month for 2 local phone line, but I had to cancel my service when I found that google voice went above and beyond my expectations. First of all it's free. Free is always good and I love

free. My favorite features are the caller ID and the transcribe feature. I set up a special email for my voice messages, so when I get one it is transcribed into words and I don't have to listen to the recorded message on my phone. My VA can get to listen to the voice messages and pull up as much information as possible such as comps, maps and property information about the property before I even speak to the homeowner. This service is FREE.

4. Online Tax Records:

Since I've been wholesaling I'm yet to find a seller that knew exactly how much they owed in back taxes. The amount is always less than was recorded by the state. This is usually the second tool I use once I'm interested in wholesaling a property. I have learned not to go by what the seller tells me when it comes to how much they owe in back taxes. Before finding out about this tool, I worked really hard on a deal only to find out a few days before closing that the seller owned more on back taxes than what we agreed on paying for the house and we ended up not closing on that deal. I've also used it to build trust with seller, because when I tell them how much they owe in back taxes and they sound like they are in shock, I take the time to walk them through the website while they are on their computer and show them how much they owe and they always thank me for doing that. I also give them tips on how to reduce their taxes and wave late fees and interest. After this exercise, they are more flexible with price and trust everything I say. I get this information using my county website. This service is FREE for my county.



5. Realquest:

<http://pro.realquest.com>

This is one tool I can't live without. I use it extensively for my targeted marketing which includes absentee owner list for potential sellers and buyers, free

and clear list and also to filter my probate list (to find out who owns a property and who does not) before sending out a letter. The number one selling point for me is the comparables and property details. It's pretty close to accurate and since I don't have direct access to the MLS it comes very handy. I use zillow, appraisal, cyberhomes, etc for comps, but realquest seem to be the most accurate for my area. I also love the foreclosure feature, because it tells you what phase of the foreclosure process a house is going through using color codes. They charge a monthly fee and I am allowed to download 5000 addresses a month.

6. Craigslist: www.craigslist.com

If you've been reading my blog, you can tell I'm the queen of craigslist for both personal and business use. Sometimes after closing on a house, we find things like furniture and household items that the previous homeowner left behind that my buyers are not interested and want to throw them in the dumpster. Being the thrifty queen that I am, I look for valuable items, sell them on craigslist and give the clothes away to Salvation army. Last week, while my husband was away, I decided to put up the item that have been piling up in the garage for sale on craigslist and within 48 hours, they were all sold for \$580. For business, it's a great place to post houses for sale to cash buyers and wholesalers who might want to JV (joint venture). I also post ads everyday looking for seller and buyers and directing them to my websites. It's a great way to have sellers contact me by listing their house for sale on my seller website and also to build a buyer's list. There are other free classified ad websites, like kijiji, backpage, oodle, vast, postlets etc, I post my ads and houses for sale, but I get the most traffic and phone calls from craigslist bar none. This service is FREE.





7. click2mail: www.click2mail.com

This is an amazing tool for postcards. I use it to mail out postcards to absentee homeowners and free and clear homeowners. It takes a little while to create the postcard, but this is the perfect “set it and forget it” of mailing tools. Once you have a postcard created, all you have to do is upload your list to click2mail, mail merge the names and addresses onto the postcard and you are ready to mail. I subscribed to their newsletter, and I get discounts all the time. A little saving while sending out about 1000 postcards does not hurt.

8. Samsclub.com: www.samsclub.com

This is my favorite wholesale store. If you don't have a membership with Sam's club, definitely consider it. I buy all my business supplies from this store, which includes yellow papers (600 sheets for \$5.46), envelopes, stamps, a huge pack of red pens, for my yellow letter marketing. No store that I know of can compete when it comes to price and the service is superb. Shipping is free and I get my products within 2 days of completing my order. As a side note, I love going to Sam's club for a taste fest with my family on Saturdays. My 2 year old thinks it's the best thing next to the playground, dora, spongebob, pb&j, playing dress up.... and needless to say, we end up buying a lot of food, but it's so worth it. Yum!



9. Social Networking Sites;

Facebook and Twitter:

www.facebook.com,

www.twitter.com

To be honest, I just jumped on the facebook and twitter bandwagon in April this year or

there about, and have grown to appreciate all the potential benefits I could get from it and have found that it's a very valuable tool for sure. I don't use it as much as I should, but I created a page, for flippingmom.com as a venue to communicate with my readers, so if you've been reading my blog and you like what you see feel free to click on the "like" button on your right, I also created a group for flippingmom.com and I'm in the process of creating a page just for my investment property buyers only. Be sure to follow me on twitter for cool more tips and befriend me on facebook :)

10. Bank of America:

www.bankofamerica.com

I have a business account with bank of America and I use it to track my expenses and bills, but another thing I use it for that puts a big ol' smile on my face is for closing. Since my title company has a Bank of America account, my check is transferred to my bank account easily and I get it within 2 hours of closing.



If you have some other cool tools you want to tell us about, please feel free to add it to the comment section, so we can all learn from it.

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