

4 STEPS TO HUGE COMMISSIONS IN COMMERCIAL LOANS

1. Go to Loopnet (follow steps below)

- Goto <http://www.loopnet.com/>
- Get a Free Account
- Search for Distressed Properties - Use ADVANCED Search, and then see Distressed Properties (lower right hand corner)

2. Send Email to Listing Agent (see right side of ad to submit email like the one below)

Please send me additional information about this property. You can reach me at
affiliate_Name@gmail.com.

3. When the listing agent replies to your inquiry, send them either **one** of the emails below:

PICK AN EMAIL BELOW (SELECT THE ONE YOUR PREFER OR SEND YOUR OWN)

NOTE: Consider using a higher compensation amount. I suggest \$900. \$1500 will be paid to you and \$250 will be paid to the broker, it is suggested that you give the broker a portion of your cut to bring them to \$900. It is up to you!

EMAIL #1

Hi Broker Name,

Our law firm would like to offer your distressed property clients free consultations. The law firm specializes in short sales and other settlements.

If they decide to retain the firm, you would receive a \$900 marketing payment, plus monthly payments.

Whether they use the firm or not, the property can still stay listed. If you are interested to learn more, please let me know.

Thanks!

EMAIL #2

Hi Listing Name, thanks for replying. I wrote you because this listing is designated as a distressed property.

Because commercial properties can take a long time to sell, our law firm is offering listing agents an opportunity to hedge. Our nationwide law firm is now offering Free Attorney Consultations to all qualified commercial clients.

If any of your clients retain the firm, we can pay your company (via our marketing management company) \$500, plus monthly.

It all starts with a Free Consultation. Our law firm negotiates/restructures and litigates for commercial clients. The best part is that this does not keep you from listing the property.

You could even consider offering Free Attorney Consultations to all new clients* as a way to make your service more attractive.

Please let me know if you would like to learn more.

*Note: The clients that this would work best with are distressed sellers.

EMAIL #3

Hi Listing Name, thanks for replying. I wrote you because this listing is designated as a distressed property.

Because commercial properties can take a long time to sell, we offer a service that offers the listing agent an opportunity to hedge. We offer a loan restructure service that enables commercial borrowers with income properties/businesses to reduce their loan payments and/or obtain new loans.

How it Works:

While the property is still listed, the borrower receives a free consultation from our nationwide law firm. After the consultation, the borrower may decide to retain the law firm to either negotiate with their lender or sue their lender.

If the borrower retains the firm, we would compensate the listing agent via a marketing fee. If you have properties listed with the criteria below, please send them over for a free consultation.

- The Property Must Also Have Mortgage Debt

If you would like to learn more, please let me know.

4. If you do not hear back from them in a day or so, call them...
Remind them of the email you sent.

Hi Listing agent, this is affiliate name. I sent you that info about our company restructuring commercial loans. I would like to add you to my contact list. This does 2 things, it allows me to pay you xx% per deal, and I can also share the company's website and full program description with you.

Tell the agent they can get started today by telling their sellers that they may be eligible for a loan restructure, and that the consultation with the law firm is FREE.

TIPS:

Make sure you have read the following pages thoroughly before talking to the agent:

http://www.solutionfocusedfinancial.com/comm_affil.html

SPECIAL TIPS:

Commercial Litigation (\$10,000)

Affiliates will receive \$1,500.00 per file and monthly income of about \$300 - \$400 per month. If your referral comes from a realtor, we will pay the realtor \$250 flat, it is suggested that you also compensate them. Remember the property can stay listed the entire time negotiations are underway.

Alternative Option – You can offer a Commercial Audit if the Borrower decides not to use our firm, but would like a Commercial Audit to help them with negotiations or BK.

Commercial Audits (Start at \$3,500)

Affiliates will receive 30% commission and the company will pay the listing agent 10%. It is your choice whether to pay the listing agent more than 10%. For example, you could offer 5% of your commission to bring them to 15%