

BROKER/OWNER
Conference & Expo


April 19-21
Mohegan Sun Resort
Uncasville, CT

Session Title: Find Hundreds of Hidden Landlords
Presented by: Rhianna Campbell





Host

RHIANNA
CAMPBELL





RHIANNA CAMPBELL

-  In 2004, I started my real estate career in mortgage loans.
-  During mortgage crisis, I built a profitable real estate business.
-  In 2018, sold a multimillion dollar real estate business.
-  Today, I am focusing on my work with real estate entrepreneurs to transform their companies into viable investments so they can have the control & freedom they want.







My Goal
 Help to Elevate the Business of
 Property Management

Broker-Owner Mastermind

Group of our peers who want to
 consistently and effectively work **ON**
 their businesses.






WHAT MAKES YOU MONEY?

1 Increase doors

2 Increase fees


Goal:

Increase doors



What you'll discover today

- How to use **Software & Online sources** to find leads for your real estate business.
- How to define your search criteria to identify **Leads** that need your services.
- How to capture the data you need to launch a **Full Force** marketing attack!
- How to put together a **marketing campaign** so that you can stay **top-of-mind** and be the first call when the prospect is ready to make a move.



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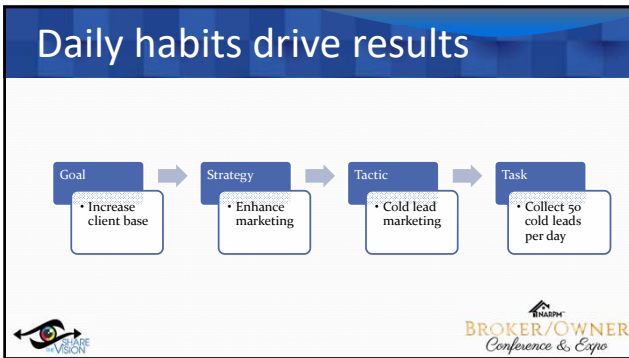
QUESTION

If you are spending most of your time **FIREFIGHTING** how much time are you spending **ON GROWING** your business?

Marketing is a **psychological game** and you must stay **top-of-mind** to win!

Phone Number	Email Address	Mailing Address
Cold call (use a VA)	FB or Google Ads -> Website	Postcards
Text message campaign (DNC)	Email Drip Campaign	Mailers
	Messenger Communication	
	Monthly newsletter	

Staying **top-of-mind**
requires **consistency**.



Prospecting Software

- Remine
- Realeflow
- Privy
- State public records
- Netronline.com
- BeenVerified.com

Logos:

Off-Market
\$886,412
\$679,100 est. equity

1489 MONROE ST NW
WASHINGTON DC 20004
Owned by Richard Kozior for 23.8 years

Key Stats

Occupancy Status	No Occupants
Corporate Ownership	No
Absentee Owner	Yes
Mailing Address	3820 LUCIA CRIST MADISON WI 53703
County	District of Columbia
Subdivision	COLUMBIA HEIGHTS
Neighborhoods	Northwest Washington, Columbia Heights
APN	2877 0565, 28770565, 2877 0565
Legal Description	SQUARE 2877 LOT 0565 NENGD, COLUMBIA HEIGHTS
Census Tract	002802

Building Features

Year Built	2007
Total Sq Ft	2529
Tax Living Area	1686
Bedrooms	3
Full Baths	2
Half Baths	2
Basement Type	Unspec/Partial Basement
Basement Sq Ft	843

Structure

Construction	Masonry
Stories	2
Roof Type	FLAT
Roof Cover Type	Metal

Most Recent Tax

Tax Year	2020
Tax Amount	\$6,267.62
Assessed Year	2020
Assessed Land Value	\$438,800.00

Richard Kozior
Buy Score: High
(773) 275-7001
Email: gcybeborg@aol.com
Email: rkozior@hotmail.com

Gay Cioff
Buy Score: Medium
Other: (202) 362-5075

Elan Dalton
Buy Score: Low
Unavailable: No information available for this contact.

Elan Dalton
Buy Score: Low
Unavailable: No information available for this contact.

Kozior Richard W
Ownership Status: Owner



Can you start to see just how **powerful** a consistent **marketing strategy** can be? And why the **best** in our business are using it to get ahead?

TO RECAP

Steps to Create a Lead Gen Machine

- Identify potential prospects using software and online sources.
- Capture personal data, including email, phone numbers, & mailing addresses. Set up a full-force marketing campaign using personal data.
- Consistency will help you stay top-of-mind so you are the first call when the prospect is ready.

#1

Taking the time to work **ON** your business is the #1 problem.

In past meetings, PMs have asked me what can I implement TODAY to get the most bang-for-my-buck?

I want to help you identify **ONE FASTEST WAY** to increase your profits in the next 30 days!



Profit Accelerator

Call
SCHEDULE NOW @

PathToMoreProfits.com
