



Seller Financing for Sellers

Make More When You sell your home!

- Course Outline -

INTRO LESSON:

Introduction To Buying A Home with Seller Financing

- Why You May Be Having Trouble Selling Your Home?
- What is Seller Financing
- The Seller Finance Center Mission
- Your Instructors
- Benefits to Seller Financing
- Maximizing Your Return When Selling
- Wealth Creation Example
- Why Seller Financing Is Not Used More Frequently
- Why Buyers Would Consider Seller Financing
- Course Summary

LESSON 1:

Finding Seller Finance Buyers

- Realtor Listing Systems
- Craigslist
- Private Listing Systems
- Realtor or No Realtor
- Other Considerations

LESSON 2:

Understanding the Numbers

- Simple Loan Example
- Down payment Considerations
- Understanding Interest Rates
- Different Types of Loans
- Fixed Interest Rate Loans
- How The Different Loan Elements Interact
- Understanding Balloon Loans
- Buyer Loan Considerations
- Seller Loan Considerations

LESSON 3:

Ensuring the Buyer Can Afford The House

- Buying vs. Renting
- Evaluating the Buyers Financial Means
- How You Fully Validate a Buyer – Do It Yourself
- How You Fully Validate a Buyer – Use a Loan Originator

LESSON 4:

First Contact And Making Offers

- Understanding Buyer Motivations
- Evaluating Different Financing Scenarios
- Mapping Scenarios to the Buyers Means
- Creating A Financial Offers
- Summarizing Your Different Offers
- The Letter of Intent
- First Contact With The Buyer
- Explaining Seller Financing
- Overcoming Objections

LESSON 5:

Negotiating Terms

- Negotiating Terms: Tips & Tricks
- Negotiating Repairs
- Escrow Accounts
- Loan Servicing
- Closing Costs
- Buyer Limitations
- More on Overcoming Objections
- Negotiation 101
- Summarizing Using The Term Sheet

LESSON 6:

Contracts, Due Diligence & Closing

- Signing A Binding Contract
- Key Contract Terms
- Seller Financing Addendum
- Due Diligence
- Inspection & Repairs
- Working With A Title Company or Lawyer
- Understanding Closing Documents
- Loan Servicing Setup
- Your Closing

LESSON 7:

Managing Your House And The Loan Over Time

- Monthly Payments
- Escrow Accounts Shortages & Surpluses
- Avoiding Monthly Payment Surprises
- Home Insurance
- Tax Considerations
- How The Buyer Pays Off A Balloon
- Why They Can't Get a Bank Mortgage
- Credit Repair

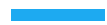
LESSON 8:

Advance Topics

- Understanding Wrap Around Mortgages
- Insuring With A Wrap Loan
- The Due On Sales Clause
- Understanding Liens
- Foreclosures
- Principle Pre-Payments

Appendix and Toolkit

(This section will provide you with valuable templates & tools readily available for you to use)



Appendix and Toolkit	
Inspection Guide	Seller Financing Checklist
Letter of Intent	Seller Wealth Generation Estimate
Mortgage Checklist	Term Sheet
Overcoming Buyer Objections	Understanding Mortgage Closing Documents
Buyer Brochure	



Ready To Get Started?

Take Our **FREE** Training Below

ACCESS NOW