

5 Tips To Scale Your Wholesaling Business Part 1

Hi, there. In this video, I'm going to show you the five things that you need to do right now to scale your wholesaling business to seven figures. Let's dig right in...

The first thing that you have to do when building your wholesaling business is hire a team. One of my favorite marketers, Dan Kennedy, used to say, "A business is not a guy in front of a laptop," and that is so true in real estate. You got to help your business grow by helping other people explode their income.

Number two; you've got to create processes and systems in your business. You got to document everything from how to talk to a motivated seller to how pay your bookkeeper.

Step 3; you've got to commit to a CRM, that's a Customer Relationship Manager, a place where you can keep track of all your leads.

Step 4; you've got to become a marketing machine so that your sales team has people to call every single day.

And finally, Step 5, you have to keep, and manage by the metrics. You've got to know exactly what's going on in your business by the numbers.

So that's it guys. Those are the five things that you need to do. In the next five videos, I'm going to dig deep in to each one of those points so you can have a full grasp of how to scale your business to seven figures. I'll see you guys on the next video.

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