

# the SALESTEAMLIVE



## FREQUENTLY ASKED QUESTIONS

*Close your eyes and imagine being able to automate your marketing. Picture yourself sitting back and listening to your phone ringing with motivated sellers and buyers calling you! Open your eyes. This is no dream. When you outsource your marketing to SalesTeamLive, this is your daily reality! Our Done-For-You Marketing Campaigns harness the power of SalesTeamLive's Virtual Marketing Team. We handle all the work required to drive a continuous stream of motivated sellers and buyers directly to you. This is no simple task. If you've tried marketing on your own, you probably know this all too well. SalesTeamLive is your personal, Virtual Marketing Team on steroids, and is available to you at a fraction of the cost of doing it on your own. There is no company anywhere in the United States that is better equipped to help you achieve your dreams. Even if you could do this on your own, you couldn't do it for less!*

- Q1: I'm still confused. What is a campaign?**
- Q2: This is too good to be true. So what is the cost?**
- Q3: What's included in the setup fee?**
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- Q21: How do I prescreen my leads? Can you do that for me?**
- Q22: Do you provide websites that I can drive sellers, buyers and private money lenders to?**
- Q23: What if I'm brand new and not ready to start making money?  
Can you direct me to the best training and coaching programs?**

*Answers to the*

# FREQUENTLY ASKED QUESTIONS

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## Q1: I'm still confused. What is a campaign?

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Our Done-For-You Marketing Campaigns harness the power of SalesTeamLive's Virtual Marketing Team. We handle all the work required to drive a continuous stream of motivated leads to your business.

### **Here's how it works:**

Our Done-For-You Marketing Campaigns start with our list providers, who build a unique list for a given market. Our copywriters then create the best message for that market, and select the most appropriate media (postcards, letters, etc.) to deliver the right message.

Through extensive research and testing, we've learned how to mail and how many times to send mail to each targeted market (this is known as Drip Marketing). SalesTeamLive offers all this -- at a fraction of the cost of doing yourself!

We've partnered with large nationwide print and mail houses, and our volume-buying power means you'll enjoy the lowest costs. Our Virtual Marketing Team manages your list and ensures the validity of each address before mailing - even if the owners have moved.

A truly unique aspect of our Done-For-You Marketing campaigns is that they empower you, the real estate entrepreneur, to measure your marketing return on investment (ROI) on each of your campaigns. The ability to quantify your ROI is one of the value-packed features that allow SalesTeamLive to best serve as your Virtual Marketing Team!

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## Q2: This is too good to be true. So what is the cost?

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SalesTeamLive does all the work and a lot more that is impossible to do on your own, especially at such a low cost. It would typically take a real estate entrepreneur hundreds of hours to do what we can do in less than an hour. As Julia Jordan says: "SalesTeamLive will typically reduce your time-to-money by at least 90 days."

### **Four Done-For-You Marketing Campaign Special Offer**

Only \$6,000 One-Time Setup, plus \$600/month for Support + Super Low Mail Cost

.....or for the newer investors just getting started:

### **Two Done-For-You Marketing Campaign Special Offer:**

Only \$4,000 One-Time Setup, plus \$400/month for Support + Super Low Mail Cost

Both offers include our Postcard and Letter lowest-price mailing guarantee. If you can do everything we can, including the list of names and addresses, then we'll beat the price. Our total mail costs currently are \$0.45 per 4" x 6" yellow postcard -- including the list of names and addresses -- \$1.29 per yellow letter, and \$1.59 for the special 60-90 Day Mortgage-Late letter. At these incredible prices, you get the total package:

Magic Words that attract Motivated Sellers and Buyers to YOU,

**PLUS** - 1st Class Postage on all mail, with a Live Stamp on all Letters

**PLUS** - Property Address checked across four databases for accuracy PRIOR to mailing

**PLUS** - INSTANT email notification of all recorded Vacant Properties

**PLUS** - Personalization with Prospects Name and Address and Investors information

**PLUS** - Handwritten font used on the Yellow Letter and Envelope in blue ink

**PLUS** - EXCLUSIVE! Local cancellation mark on Letters (enhances opening rate of letter)

**PLUS** - We supply most lists, included in the price, or we'll upload your list for Free!

**PLUS** - We use a Free 800 number for each Campaign to Track your Response Rate!

**PLUS** - We pay for the 800 number setup and all incoming minutes!

Of course, we know that you need more than just Great Marketing to be a successful Real Estate Entrepreneur, so we've included all the learning you need to know how to negotiate, close, finance and then sell (or cash-flow) your properties - a set of packages sold separately for over \$4,700 - all Included at No Extra Charge - We even pay the Shipping!

### **FREE Bonus #1 valued at \$1,782!**

Marketing Mastery Training Collections Volume 1-6 with 36 audio CDs, 18 online support sites, 18 training transcripts. Individual Volumes in this collection (listed in detail below) are regularly priced at \$297 EACH, but you can get the Entire Package totally FREE of charge!

**Vol. 1: Super DIRECT MAIL Secrets for Finding Deals**

**Vol. 2: Generating Monthly CASH while Building a Fortune**

**Vol. 3: Power Negotiation & SALES Strategies for Investors**

**Vol. 4: ATTRACTING Buyers and Sellers on a Shoestring Budget!**

**Vol. 5: Profits without You! How to SYSTEMIZE, Delegate & Outsource**

**Vol. 6: Creating and Presenting OFFERS Sellers Accept!**

**FREE Bonus #2 valued at \$1,997!**

Richard Roop's Instant Marketing Tools including software CD with over 60 templates and Free Bonuses, plus a site update and seven additional training CDs.

**FREE Bonus #3 valued at \$194!**

Two-month subscription to Marketing Mastery Training Calls.

**FREE Bonus #4 valued at \$149!**

Billion Dollar Mindstorming™

**FREE Bonus #5 valued at \$595!**

Marketing Plan Review Program

NOTE: For Owners of Vol. 1-6 or Instant Marketing Tools: If you already own Volume 1-6 and the IMTG then you will receive Gary Boomershine's "Secrets of the Short Sale" system which is valued at \$1,497

Remember the 30 day Money-Back Guarantee you heard on the call? Well, we've decided to **UPGRADE** our Guarantee to - 30 Day Money-Back Guarantee from when you join. That's right - **Test Drive SalesTeamLive for 30 Days Risk Free** - all you pay for is your mail cost - \$0.45 for 4" x 6" yellow postcards, \$1.29 for the yellow letter, and \$1.59 for the special 60-90 Day Mortgage-Late, yellow letter. Only at SalesTeamLive can you find "No Minimum Mail Order Size"! Order one or 10,000 per day and you'll pay exactly the same low price.

**That's right. If you're not fully satisfied with our Done-For-You Marketing Service at the end of 30 days, we'll refund your Set-up Fee. So where's the risk?** Well, we're going to make your decision even easier. If you do cancel within 30 days, we'll let you **KEEP ALL THE BONUSES - valued at more than \$4,700- FREE** as our THANK YOU for trying us out.

You probably think we're insane to make such an incredible offer, but that's how confident we are in SalesTeamLive -- and how confident our business partners Richard Roop and Dan Doran are in the value of our **Done-For-You Marketing Service**. We know you will benefit from **SalesTeamLive** being your **Virtual Marketing Team**.

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### Q3: What's included in the setup fee?

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The set-up fee includes everything you need to get your marketing jump-started and Done-For-You. First, we provide you with a license to use Richard Roop and Dan Doran's marketing copy, a critical element to generating the best postcards, handwritten letters and other media messages - all of which already have been proven effective. You can choose from any combination of available campaigns, and always can add more when you're ready.

You also get access to our powerful Marketing and Prospecting Software Tools that we spent millions of dollars to build and perfect. Our Support Team will help launch and manage all of your marketing campaigns. Net-net: For a small setup fee, you'll be ready to launch your marketing and never again lift a finger to get sellers or buyers to call you.

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## Q4: What's included in the monthly fee?

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For this incredibly low price -- about the cost of two Starbucks coffees each day -- SalesTeamLive becomes your **Virtual Marketing Team** and delivers the day-to-day marketing services that you would have to hire up to three full-time employees to handle.

This includes, but is not limited to:

Management of your Campaigns: From two to more than 12 (see our Feature Sheet for a comprehensive list of services we perform for each campaign).

Free Access to **SalesTeamLive's** Web-based Marketing and Prospecting Tools for marketing tracking and management. These are the same tools used by your SalesTeamLive Virtual Marketing Team.

A unique toll-free 800 (or local) number to track each campaign's response rate.

For the average customer, SalesTeamLive saves more than the cost of this small monthly fee simply by reducing the waste you would likely generate on your own through sending mail to duplicates and out-dated addresses.

And should you ever have any questions, SalesTeamLive offers regular Customer Support hours each business day: 11:00 a.m. to 8:00 p.m. Eastern Time; 10:00 a.m. to 7:00 p.m. Central Time; 9:00 a.m. to 6:00 p.m. Mountain Time; 8:00 a.m. to 5:00 p.m. Pacific Time

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## Q5: Do you include any free mailings in the monthly fee?

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No. Mailing quantities, budget and needs vary dramatically among our clients. For a small monthly fee of a few hundred dollars, you'll get your Virtual Marketing Team worth thousands of dollars, you'll also receive all the benefits of the lowest cost mailing service available. Whether you mail one piece, 1,000 pieces, or more than 10,000 pieces of mail per month, your low monthly fee will stay fixed for your campaigns.

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## Q6: What is the cost of the mail?

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SalesTeamLive offers the lowest mailing costs, GUARANTEED. If you can do everything we can, including the list of names and addresses, then we'll beat the price.

There are many hidden costs that most people forget to budget, like list quality, checking deliverability and change of address against the U.S.P.S databases; the paper, printing, phone numbers and minutes for tracking response rates.

With SalesTeamLive, you can have it all done for you -- at a lower cost. The savings alone will more than cover the costs of the set-up and monthly fees over and over again.

4"x6" Yellow Post Cards	\$0.45 each with No Minimum Order Size
8.5x11 Yellow Letter	\$1.29 each with No Minimum Order Size
8.5x11 60-90 Day Late Yellow Letter	\$1.59 each with No Minimum Order Size

These costs INCLUDE the LIST of names and addresses (where available) to be used for your mailing -- and the POSTAGE.

In addition, we'll give you a \$.05 Mail Credit when you provide your own list. Should you decide to take us up on this offer, please be sure to notify SalesTeamLive via email to [Support@SalesTeamLive.com](mailto:Support@SalesTeamLive.com) prior to submitting your own list.

SalesTeamLive also allows you to simply import your list on your own with the powerful Prospecting and Marketing Tools provided to you FREE as part of our service. You will not find a more powerful complete solution anywhere in the United States.

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## **Q7: How much should I realistically budget per profitable deal?**

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Real estate entrepreneurs should budget from \$1,000 to \$1,500 in mailings for each profitable deal in most areas of the United States. In many cases, this might result in less than a few hundred dollars; however we recommend conservative planning for success.

After doing this for many years, our experts have determined that it always is wise to plan to spend an average of at least \$1,000 – \$1,500 regardless of the marketing approach you opt to deploy. To budget any less is a recipe for cash flow disaster – please, take heed from the experts.

To help you to more efficiently forecast your costs, SalesTeamLive provides you with a powerful estimating tool that helps you determine the best campaigns in your market, number of deals desired, and an optimal starting budget.

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## **Q8: Are there any other hidden costs?**

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No.

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## **Q9: Is it really true that SalesTeamLive is less expensive than doing it on my own?**

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Absolutely. Better yet, we guarantee it! If you can do everything we can, including the list of names and address records, then we'll beat the price.

There are many hidden costs that most people forget to budget, such as list quality, checking deliverability and address changes against four U.S.P.S. databases; the paper, printing, phone numbers and minutes for tracking response rates.

With SalesTeamLive, you'll have it all Done-For-You at a lower cost. The savings alone will more than pay for the costs of the set-up and monthly fees over and over again

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## Q10: What campaigns should I use in my area?

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During the startup process with SalesTeamLive, you'll receive training and a special worksheet that will help you determine what campaigns work best in your area, and for your specific business. What would take you months to figure out on your own will be Done-For-You in a few brief moments, including an estimated budget to help you measure your effectiveness and return on investment (ROI).

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## Q11: Where do I get the lists for these campaigns?

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Whenever possible, SalesTeamLive will provide the lists for you, included in the super-low mailing cost. Imagine the work you would have to do to obtain your own list -- where to get it and how to negotiate the best price. The list alone typically costs from \$.15 to \$.25 for each name and address, plus a minimum-quantity order and a hefty annual monetary commitment.

There are some "specialty lists" that you may need to get on your own, such as Probate, Divorce and Pre-Foreclosure (available in some areas). National providers for these lists simply do not exist, which makes these markets highly attractive to savvy real estate entrepreneurs. In this case, SalesTeamLive offers you a \$.05 per-record mail credit. Should you decide to take us up on this offer, please be sure to notify SalesTeamLive via email to [Support@SalesTeamLive.com](mailto:Support@SalesTeamLive.com) prior to submitting your own list.

SalesTeamLive also allows you to simply import your list on your own with the powerful Prospecting and Marketing Tools provided to you FREE as part of our service. You will not find a more powerful complete solution anywhere in the United States.

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## Q12: What if I have my own list of names and addresses?

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SalesTeamLive offers you a \$.05 per-record mail credit if you have your own list of names and addresses. Should you decide to take us up on this offer, please be sure to notify SalesTeamLive via email to [Support@SalesTeamLive.com](mailto:Support@SalesTeamLive.com) prior to submitting your own list.

SalesTeamLive also allows you to simply import your list on your own with the powerful Prospecting and Marketing Tools provided to you FREE as part of our service. You will not find a more powerful complete solution anywhere in the United States.

In addition, SalesTeamLive offers Customizable Campaigns that allow you the flexibility of customizing every part of a campaign: market (list), message, media, multiple (number of pieces in the series), month (frequency between the pieces), and the money (having SalesTeamLive track the response rates for you).

You will not find a more powerful complete solution anywhere in the United States. Additional fees may apply.

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## Q13: How long does a campaign last?

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Simply put: Our Done-For-You Marketing Campaigns last forever. Each campaign has a specific set of pieces that go out over a set period of time. However, SalesTeamLive is constantly updating and adding new records to the list to keep your phone ringing under any market conditions. Better yet, you can switch to other campaigns as needed.

We are experts at getting your phone to ring with quality leads, and we keep your marketing running day after day, month after month, year after year.

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## Q14: Can I add more campaigns?

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You can add more campaigns whenever you like. You'll pay a setup fee and a monthly fee for each additional campaign and we offer discounted campaign bundle all the time. It's common for our top customers to simultaneously operate from six campaigns (for newer entrepreneurs), to more than 12 campaigns (for real estate professionals who typically exceed 10 deals each month). SalesTeamLive is the totally scalable Done-For-You Marketing option for real estate entrepreneurs of every stripe!

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## Q15: Can I switch campaigns from one to another?

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SalesTeamLive allows you to change your campaigns four times per year. We strongly encourage a newer real estate entrepreneur to run a campaign for a minimum of three months. If a campaign is not working however, we'll change it for you.

SalesTeamLive prides itself on superior customer service and measured results. We know that a real estate entrepreneur who produces tens of thousands or hundreds of thousands of dollars in net profit each month provides us with killer testimonials and referrals, which is how we grow our business and can offer you more services for less money.

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## Q16: What if other people are in my area? Do I get exclusivity?

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There are more than 100,000,000 single-family homes in the United States, scattered across 3,400 counties and 41,000 zip codes. With only 500-plus SalesTeamLive clients, **there is simply no competition. What's most important is knowing how much money it will cost you to generate profitable deals.**

We're currently developing new exclusive campaigns where the list size in rural geographical areas is very small, such as Bankruptcy motions for relief of stay or dismissal. In the near future, these will be offered exclusively to SalesTeamLive clients by zip code and/ or county at an additional fee. If you're interested in these exclusive campaigns, ask your SalesTeamLive account manager for details after you sign up.

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## Q17: Is this right for me?

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This is an important question every real estate entrepreneur should ask. If you're committed to financial freedom and a lifestyle of extra time and more money, then real estate is one of the best vehicles to reach your goals. No other industry has produced as many multi-millionaires -- ever.

Just listen to others who are using SalesTeamLive with incredible success. To hear live testimonials from our current members, please visit: <http://www.salesteamlive.com/testimonials.aspx>.

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## Q18: What if this doesn't work for me? Do you offer a guarantee?

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SalesTeamLive offers a 100% Better than Money Back GUARANTEE:

That's right - **Test Drive SalesTeamLive for 30 Days Risk Free** - all you pay for is your mail cost: \$0.45 for 4" x 6" yellow postcards, \$1.29 for the yellow letter, and \$1.59 for the special 60-90 Day Mortgage-Late yellow letter. Only at SalesTeamLive can you find "No Minimum Mail Order Size"! Order one or 10,000 per day and you'll pay exactly the same low price.

**That's right. If you're not fully satisfied with our Done-For-You Marketing Service at the end of 30 days, we'll refund your Set-up Fee. So where's the risk?** Well, we're going to make your decision even easier. If you cancel within 30 days, we'll let you **KEEP ALL THE BONUSES** - valued at **more than \$4,700**- FREE as our THANK YOU for trying us out.

You probably think we're insane to do this, but that's how confident we are in SalesTeamLive -- and how confident our business partners Richard Roop and Dan Doran are in the value of our **Done-For-You Marketing Service**. We know you will benefit from **SalesTeamLive** being your **Virtual Marketing Team**.

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## Q19: How long will it take to get me up and running?

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SalesTeamLive has made it quick and easy to get up and running on our Done-For-You Marketing system. Setup typically requires a one-time commitment of less than one hour. What once took six months of coaching and an hour-a-day commitment from investors can now be done in less than one hour, and a few days of processing for your SalesTeamLive Virtual Marketing Team to implement. It's really that simple. We do all the work.

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## Q20: How do I work these different types of deals?

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With our partners, Richard Roop and Dan Doran, you will receive more than \$4,700 in FREE Bonuses that include some of the best training available for working the deals that result from these effective marketing campaigns. In addition, SalesTeamLive works with some of the best real estate gurus and coaches that can assist you to grow and expand your business over time.

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## **Q21: How do I prescreen my leads? Can you do that for me?**

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For a small fee, SalesTeamLive can set up a pre-recorded message line (including our proven audio message), and a live operator line (including specially-designed optional pre-screening questions).

It's really all up to you. We suggest that you have a professional message center (whether we set it up for you, or you set it up on your own), because of the high volume of seller and buyer calls you'll receive.

In addition, we have partnered with some of the best services in the business and, due to our economies of scale, we can pass the best possible pricing discounts on to you, the real estate entrepreneur. During the set-up process, we'll ask a few questions to determine what works best for you and your business.

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## **Q22: Do you provide websites that I can drive sellers, buyers and private money lenders to?**

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Yes. For an additional fee, you can receive some of the best Web sites in the business. During the set-up process, we'll ask a few questions to determine what works best for you and your business. If you have your own Web site, great. We will incorporate your Web address into your mailings.

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## **Q23: What if I'm brand new and not ready to start making money? Can you direct me to the best training and coaching programs?**

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If you're brand new to the business and are not yet ready to start making money, SalesTeamLive prides itself on providing new entrepreneurs with direction to some of the best training products in the business: homestudy courses, bootcamps, seminars, and more.

There are only three reasons why real estate entrepreneurs hesitate to sign up immediately: they're overwhelmed; they're procrastinating; they're afraid. STL removes these obstacles by driving motivated and qualified sellers and buyers directly to you.

Think about it: If you have 100 qualified sellers begging you to buy their houses tomorrow, will you be successful in making money? YES. It's called Forced Action. No other product or service can offer what SalesTeamLive can generate for you next week, next month and even next year. Remove these barriers and sign up today and seize the wealth and financial freedom YOU deserve.