



## HOW TO JOIN THE PA SERVICE

To use our services you have to be a member. Membership is free for those that join on our Full Service Monthly Lead Qualification package, on our Rapid Property Mentor scheme, or who use our Business Mentoring Service. For all other customers the joining fee is £45 which includes:

- A telephone consultation to discuss your needs, and how we can support you
- A 50% discount off a 14 day trial of the Hometrack Online Property Valuation Tool – just £10.00
- Access to our range of Pay-As- You-Go services
- £10 discount off John's Guide to talking to vendors (an invaluable written & audio guide where you can listen in to real calls to real vendors made by John)

[Click Here To Join Up Online](#)

## LEAD QUALIFICATION SERVICES – 4 Choices

Simply Choose Your package and Send the Lead(s) to: [newlead@thepropertyinvestorpa.com](mailto:newlead@thepropertyinvestorpa.com)

	What do I get?	Who is it for?	The Cost?
<p><b>Choice 1</b></p> <p><b>Full Service</b> - <b>Monthly Package</b></p>	<ul style="list-style-type: none"> <li>▪ All your leads Telephone Qualified, Due Diligence carried out and passed back to you to easily evaluate.</li> <li>▪ We also diarise any promising leads and follow up with vendor on your behalf if you request us to</li> <li>▪ We write to uncontactable vendors on your behalf and diary to follow up</li> </ul>	<ul style="list-style-type: none"> <li>▪ Newer investors who need some initial support &amp; experience on board their business</li> <li>▪ Experienced Investors who are time poor</li> <li>▪ Investors who are working full time and simply don't have the time to qualify leads</li> <li>▪ For investors with min. of 8 leads pcm</li> </ul>	<p><b>£18.00 per lead</b></p> <p>-----</p> <p>- Min charge of £180pcm -£150 Success Fee is due if the lead becomes a deal</p>
<p><b>Choice 2</b></p> <p><b>Full Service</b> - <b>Pay As You Go</b></p>	<ul style="list-style-type: none"> <li>▪ All your leads Telephone Qualified, Due Diligence carried out and passed back to you to easily evaluate.</li> <li>▪ We also diarise any promising leads and follow up with vendor on your behalf if you request us to.</li> <li>▪ We write to uncontactable vendors on your behalf and diary to follow up</li> </ul>	<ul style="list-style-type: none"> <li>▪ Newer investors who need some initial support &amp; experience on board their business</li> <li>▪ Experienced Investors who are time poor</li> <li>▪ Investors who are working full time and simply don't have the time to qualify leads</li> <li>▪ For investors without a regular flow of leads or who only need adhoc help</li> </ul>	<p><b>£24.00 per lead</b></p> <p>-----</p> <p>-£250 Success Fee is due if the lead becomes a deal</p>
<p><b>Choice 3</b></p> <p><b>Budget Service</b> - <b>Monthly Package</b></p>	<ul style="list-style-type: none"> <li>▪ All your leads Telephone Qualified, and passed back to you to do your own due diligence and follow up</li> </ul>	<ul style="list-style-type: none"> <li>▪ Newer investors who need some initial support &amp; experience on board their business</li> <li>▪ Experienced Investors who are time poor</li> <li>▪ Investors who are working full time and simply don't have the time to qualify leads</li> <li>▪ For investors who require regular help with the qualification call to the vendor but who are happy to carry out their own due diligence</li> </ul>	<p><b>£12.00 per lead</b></p> <p>-----</p> <p>- Min charge of £120pcm -£150 Success Fee is due if the lead becomes a deal</p>
<p><b>Choice 4</b></p> <p><b>Budget Service</b> - <b>Pay As You Go</b></p>	<ul style="list-style-type: none"> <li>▪ All your leads Telephone Qualified, and passed back to you to do your own due diligence and follow up</li> </ul>	<ul style="list-style-type: none"> <li>▪ Newer investors who need some initial support &amp; experience on board their business</li> <li>▪ Experienced Investors who are time poor</li> <li>▪ Investors who are working full time and simply don't have the time to qualify leads</li> <li>▪ For investors who require adhoc help with the qualification call to the vendor but are happy to carry out their own due diligence</li> </ul>	<p><b>£16.00 per lead</b></p> <p>-----</p> <p>-£250 Success Fee if the lead becomes a deal</p>

For more info contact John Rattigan on 0845 055 9750  
e: [PropertyPA@gmail.com](mailto:PropertyPA@gmail.com) Or visit us at [www.thepropertyinvestorpa.com](http://www.thepropertyinvestorpa.com)



## OTHER 'PAY AS YOU GO' SERVICES

	What do I get?	Who is it for?	The Cost?
<b>Negotiation</b>	<ul style="list-style-type: none"> <li>We will discuss your negotiation goal</li> <li>Take your instructions on parameters</li> <li>Speak to vendor on your behalf using our negotiation experience to try and achieve your goal</li> <li>Report back to you</li> <li>Go back to vendor again as required to continue negotiation</li> </ul>	<ul style="list-style-type: none"> <li>Inexperienced Investors who need assistance with negotiation</li> <li>Investors who do not enjoy or are not comfortable with the negotiation process</li> </ul>	<p><b>£85.00 per lead</b></p> <p>-----</p> <p>£450 Success Fee if the lead becomes a deal</p>
<b>Meet The Vendor</b>	<ul style="list-style-type: none"> <li>Visit the property and meet vendor</li> <li>We can attend with you or for you</li> <li>Pictures taken of the property</li> <li>An assessment of the area is made</li> <li>Verify facts and info with vendor</li> </ul> <p>Please note <u>no</u> negotiation is undertaken nor offers made or paperwork signed</p>	<ul style="list-style-type: none"> <li>Investors buying outside of their area and looking to assess their potential investment</li> <li>Investors who work full time and cannot afford the time to meet vendors themselves</li> <li>Investors uncomfortable with meeting vendors who want to learn/delegate the task</li> <li>Investors wishing to outsource this time consuming activity</li> </ul>	<p><b>£250.00 per lead +Travel Expenses</b></p> <p>-----</p> <p>No Success Fee</p>
<b>Meet The Vendor PLUS</b>	<ul style="list-style-type: none"> <li>Same as Meet The Vendor above</li> <li>PLUS</li> <li>We will put your offer forward</li> <li>We will Negotiate figures</li> <li>Get paperwork signed to tie up deal</li> </ul>	<ul style="list-style-type: none"> <li>As above PLUS</li> <li>Investors who prefer negotiation carried out face to face</li> <li>Investors who want to assess, and gain the commitment of, the vendor</li> </ul>	<p><b>£300.00 per lead +Travel Expenses</b></p> <p>-----</p> <p>£450 Success Fee if the lead becomes a deal</p>
<b>Meet The Surveyor</b>	<ul style="list-style-type: none"> <li>We will attend at the property to Meet The Surveyor</li> <li>We will pass agreed comparable evidence to surveyor</li> <li>We will protect your interests as best we can re the valuation</li> </ul>	<ul style="list-style-type: none"> <li>Time short investors who want to minimise risk of the surveyor scuppering the deal</li> <li>Investors who feel their vendor cannot deal with the surveyor appropriately</li> <li>We do not have to have qualified the lead</li> </ul> <p>N.B. We obviously cannot guarantee success with this service</p>	<p><b>£250.00 per lead +Travel Expenses</b></p> <p>-----</p> <p>No Success Fee</p>
<b>Hometrack Pay As You GO</b>	<ul style="list-style-type: none"> <li>One off Property Reports/Valuations</li> <li>No payment commitment</li> <li>Only pay for what you use</li> <li>Range of Services Available</li> </ul>	<ul style="list-style-type: none"> <li>Investors who want No Tie in or do not have lead volume/deals to warrant a subscription</li> <li>The RealTime service gives a specific property valuation with a 'Confidence Rating'– very useful sense check for all investors before proceeding with a deal</li> </ul>	<p><b>Std Report £17.99</b></p> <p><b>RealTime Val. £30+VAT</b></p>
<b>Hometrack Subscription</b>	<ul style="list-style-type: none"> <li>Market &amp; Property Report, with comparables you select</li> <li>Land Registry Sold data and mortgage Valuation data</li> </ul>	<ul style="list-style-type: none"> <li>Investors with regular lead volume who need constant access to this valuable tool for assessing true market value and managing vendor valuation expectations</li> </ul>	<p><b>£30.00 per month</b></p> <p><b>Payable quarterly &amp; Subject to a 12 month subscription</b></p>
<b>Learn To Qualify Leads</b>	<ul style="list-style-type: none"> <li>MP3 audio with over an hour of real calls to real vendors to learn from</li> <li>Comprehensive eBook covering every element of a call plus our call template</li> </ul>	<ul style="list-style-type: none"> <li>Investors new or experienced who want to improve their call technique and increase their deal conversion rate.</li> <li>Buy Online – Instant Download</li> </ul>	<p><b>Just £99.00</b></p> <p>Visit <a href="http://www.jrcallguide.com">www.jrcallguide.com</a></p>
<b>Investor Support &amp; Coaching</b>	<ul style="list-style-type: none"> <li>Our action orientated, down to earth guide to successful BMV investing</li> <li>Actual Hand holding through 5 leads</li> <li>Access to an exclusive online resource centre. Plus our contacts, help, and advice on your deals</li> </ul>	<ul style="list-style-type: none"> <li>Investors who need help, support, instruction or guidance as they build their property business</li> </ul> <p><i>For more information, visit <a href="http://www.thePropertyInvestorPA.com/rpm.html">www.thePropertyInvestorPA.com/rpm.html</a></i></p>	<p><b>£199 pcm</b></p> <p><b>Plus £50 Joining fee</b></p>
<b>Business Cleanse &amp; Tone</b>	<ul style="list-style-type: none"> <li>Spend the day with John Rattigan in his office discussing YOUR business, your goals and how to get results.</li> <li>Lunch</li> <li>Written Summary with John's Recommendations</li> </ul>	<ul style="list-style-type: none"> <li>Any business person sole trader or bigger company, new or established, whether a property business or not</li> <li>Anyone who is struggling to achieve results or who just wants to move their business to the next level</li> </ul>	<p><b>£375</b></p> <p><b>Other packages also available</b></p>