

## ***Discount Mortgages***

1. Generate Seller Finance Leads
2. Meet w/ Seller
3. Pre Qualify Mortgage (Worksheet provided)
4. Submit to Funding Source
5. Soft Quote Generated by Funding Source
6. Negotiate your Fee (Reduce Soft Quote)
7. Present to Seller/ Acceptance Move Forward
8. Note Buyer Due Diligence
9. Approval by Note Buyer
10. Closing/Collect Fee