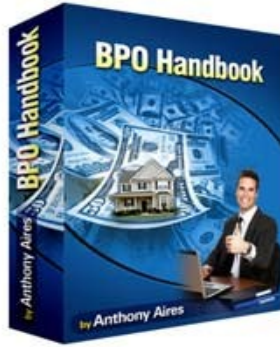


## ***What is a BPO?***

A BPO is also known as a Broker Price Opinion it's just like a CMA (Comparative Market Analysis) except your client is not a residential home owner trying to sell his or her home.



Instead the client can be either a:

1. Financial Industry Analyst that needs to know the current market value or worth of mortgage backed securities.
2. Private Mortgage Insurance (PMI) Company that provides insurance backing for lenders' that provided mortgages to property owners.
3. Lender that is about to start the foreclosure process on a subject property they have the mortgage for.
4. Lender that has already reclaimed the property through foreclosure and needs to list the property for sale with a real estate agent.

So why do these companies hire a real estate agent to complete a BPO?

Simply because it is cheaper to get a BPO than an official appraisal and Real Estate agents are considered local area real estate professionals. Therefore, they are called on to complete BPOs for particular situations that do not require an official appraisal.

## ***How Much Money Can I Make?***

This is a loaded question, because there are lots of variables that contribute to the answer. What area do you live in? How many other real estate agents complete BPOs in you area? How many foreclosures is your market facing? How big is your service area?

Some of this information is easily available on your MLS. You just have to know how to look for it if you don't know how call your MLS support and ask.

Your MLS will show you how many total Pre-Foreclosure, Bank Owned, and Foreclosed listings are for sale in your market? Find out how many actually sold in the previous month! Discover who the agents are and how many are servicing your area, call your local Realtor® board they know the answer. Save time and pick up the phone, call your Realtor® that is what they are there for.

\*Find out how you determine your competition. I bet you the low number of agents servicing REOs in your area is lower than you thought.

If you have researched the answers to these \*questions and you are satisfied with proceeding to the next step. Prepare to roll up your sleeves and get to work! The first thing you have to do is have a comprehensive list of all the BPO companies and REO



departments so that you can submit your vendor application to all of them. No Matter what State these companies are in, YES even if they are not in your State you should submit an application to them.

You can find this list of BPO Companies and

REO Asset Management Companies at: [www.REOkit.com](http://www.REOkit.com)

The BPO Bank List has 112 BPO REO Contacts with all the Information you need to save a boat load of time.

The second thing you need is a good foreclosure market. If your market is full of foreclosures you should get a lot of BPO assignments.

\*Find out the third and fourth things you need plus solid figures of how much you can make.

### ***Is This Really Worth My Time?***

**Yes, Yes, and Yes!** If you are committed to a career in real estate you will

become a better real estate agent period. You will gain a better understanding of your market as well as becoming better at evaluating property in your market. You will also be the first to know about new foreclosure inventory. If you are the kind of person who can think outside of the box this information is very valuable and can be used to your advantage in many ways, and that in itself can make you rich. Realize you are getting inside information! You know before the whole market knows, YES even before the Lis Pendens gets filed. You have a head start on everyone. As your understanding grows, wouldn't you agree that your competition becomes irrelevant? I know The Power Agents agree with me on that statement.

### ***When is the Best Time To Complete BPOs?***

Right now is the best time! The current foreclosure filled market we are experiencing has the highest foreclosure rates nationwide of all time! Whether your market is strong or weak, it is always a good time to get into The BPO Business, but now is a best time! This will allow you to get the most exposure for The REO bank listing opportunities today and in the future.

## **Taking On The BPO Business**

### ***Know the Rules In Your State!***

Check with the Real Estate Licensing Commission in your state and find out if it is ok for you to receive compensation for providing property value assessments. Confirm that you don't have to be a certified appraiser in your state. Some states will only allow certified appraisers to perform BPO work.

Now even if you can't receive compensation for BPOs in your area don't fret. You are still going to need to know how to complete a BPO to get bank listings. Bank asset managers hire real estate agents to sell their listings by assigning prospective new agents BPO assignments...to test out their skills and responsiveness. So if you are planning on becoming a bank REO agent you are going to have to still complete BPOs.

\*Get on the inside; Know your assignment; What do I need for equipment?;

### ***Master The Art of Saving Time!***

Save hundreds of hours by getting your *BPO Bank List* at the

[\*\*BPO REO KIT\*\*](#). Why start a month from now when you can start

TODAY! Let's say it took you 40 hours to get a list of 40 companies. If you attempt this you will see that it will take you much longer than 40 hours. You then have to surf around each of their websites to find their BPO vendor applications. Now let's say you were able to spend that same 40 hours completing 5 drive by BPO assignments instead, because you saved time with *The BPO Bank List*. Multiply those 5 assignments by an average fee of \$45

each. That equals **\$225**. Now subtract **\$147.77** by the present cost of *The BPO Business Kit*, and you will see that your return on investment is well worth the cost.

## **Steps to BPO Success**

I have created a form in *EZ BPO Forms Section at the*

[\*\*BPO REO KIT\*\*](#). of *The BPO Business Kit*. This will help you get this

task done that much easier. You should also enter your personal information on Microsoft® Word or notepad so you can copy and paste that easily on all the BPO vendor applications you have to fill out.

### ***Take That To The Bank!***

After submitting your work and confirming receipt, it is time to see the money! Some companies have varying payment procedures. Some companies will pay you right away, while others will pay you within 30



days of your assignment. It is very important that you keep track of your work. *The BPO Deal Calculator* is an excel spreadsheet that is designed specifically for this reason. It is available in *The BPO Forms* section or *The BPO Business Kit* in the [BPO REO KIT](#). This will allow you to track all aspects of your work so that you can be sure to get your money!

### ***So Now You Know!***

\* You have been enlightened with as much information as I have on becoming a successful BPO Vendor. If you follow the rules and stay focused you will be well on your way to making it in this exciting segment of the real estate industry. So, get out there and start making it happen before somebody else in your area gets all of the delicious REO gravy coming within the next few years! Also make sure to pay attention to the last few pages because I discuss the different entry fields usually found in most of BPO reports that you will have to fill out. This will give you somewhat of an idea of how to fill out these common areas.

To Your Success,

Anthony Aires Gomes

**\* More information is available at [REOKIT.com](http://REOKIT.com).**

**Look below for FULL KIT DETAILS:**



**NOW YOU COULD BUY THE BPO REO PLATINUM KIT FOR \$197**

	<ul style="list-style-type: none"> <li>✓ Learn The Ins and Outs</li> <li>✓ Learn What You Will Need</li> <li>✓ Tips and Tricks For EZ BPOs</li> <li>✓ How To Get BPO Assignments</li> <li>✓ Set The Stage to Get Bank REOs</li> <li>✓ Instant Download</li> </ul>
	<ul style="list-style-type: none"> <li>✓ Direct Hyperlinks to Vendor Applications</li> <li>✓ Be The First to Know About Foreclosures</li> <li>✓ 112 Up To Date BPO Company Contacts and Bank Foreclosure Departments</li> <li>✓ Free Updates for Life</li> </ul>
	<ul style="list-style-type: none"> <li>✓ <b><i>Included as A Bonus With The BPO Bank List</i></b></li> <li>✓ 5 Simple Steps to Get You Success</li> <li>✓ Learn EZ Effective Follow Up System</li> <li>✓ Get Started FASTER</li> </ul>



- ✓ ***Included as A Bonus With The BPO Bank List***
- ✓ Simple Awareness Of The Rules
- ✓ Avoid Costly Mistakes
- ✓ Learn How To Stay On Track
- ✓ Don't Get Blacklisted



- ✓ Save Time With BPO Forms Kit
- ✓ Get Organized Fast
- ✓ Track Your Deals With The BPO Deal Calculator
- ✓ Interior Repair BEstimator Form
- ✓ Exterior Repair BEstimator Form
- ✓ BPO Company Contact Follow Up
- ✓ Exclusive BPO Entry Translator Form (Worth It's Weight In Gold)



- ✓ Own The Pre-Foreclosure Listings In Your Area
- ✓ Autopilot System For Setting Up Pre-Foreclosure Leads
- ✓ Negotiate To Keep The Listing After Foreclosure
- ✓ Setup a System for Mitigation Loss
- ✓ Negotiation with The Bank
- ✓ Learn How To Leverage The Internet to Get Buyers



- ✓ Become The Bank REO Agent In Your Area
- ✓ Learn How To Get The Bank Owned Listings
- ✓ Work The Same Hours As The Bank
- ✓ Get Repeat Business From The Banks
- ✓ Learn How To Get Buyer Leads for FREE
- ✓ State By State Foreclosure Guide
- ✓ REO Sales Prospecting Guide

[Visit The BPO REO KIT.com](http://VisitTheBPOREOKIT.com)

**Plus Internet Bonuses:**

- ✓ Craigslist Marketer Pro
  - ✓ YouTube Traffic
  - ✓ MySpace Secrets
  - ✓ FaceBook Revealed
  - ✓ Podcasting Made Easy
- ✓ Write your own real estate book
- ✓ Grow your customer list FAST
- ✓ + Many more Traffic Tactics!

# BPO Report Fields

Reports are inside the [Platinum BPO REO Kit](#)

**Disclaimer: The BPO Handbook is devised to help you get organized with speed, and get your BPO Vendor Applications in with speed and guide you through The BPO Business. The BPO Handbook does not guarantee that you will receive BPO Assignments or REO Lender Listings you are taking a speculative business risk. Our system provides a way to help simplify The BPO Business and help you get organized, through the vendor application process so that you can save time and get your applications submitted with ease and efficiency. Anthony Aires Gomes his affiliates, subsidiaries, websites, or companies does not warrant any claims.**  
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