

what type of
PROPERTY
SOURCER

are you?



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SCORE 1-7:

You Are a Creative Hunter!

Your strength lies in your ability to uncover opportunities others might overlook. You excel at thinking outside the box and finding deals in unexpected places. Whether it's off-market properties, undervalued listings, or emerging neighbourhoods, you have a knack for spotting hidden potential.

Focus on refining your due diligence: Creativity is powerful, but it's vital to back your instincts with solid research. Use tools like property databases, market trend analysis, and comparable sales to ensure your finds have strong ROI potential.

Learn to evaluate risks: Not all unconventional opportunities are good investments. Develop a checklist to assess location, potential rental income, renovation costs, and buyer demand.

Network strategically: Creative deals often require building relationships with estate agents, landlords, or distressed property owners. Attend property meetups, join online forums, and let your network know you're actively sourcing unique deals.

Automate your search: Set up alerts on property websites and use data scraping tools to identify listings that match your criteria faster than your competition.

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SCORE 8-13:

You Are a Deal Closer!

You thrive in high-stakes situations and excel at negotiation. Your confidence, charisma, and ability to identify value allow you to close deals that maximise profit margins. You're great at turning a good opportunity into an excellent one through savvy discussions.

Sharpen your negotiation skills: Take courses or read books on advanced negotiation tactics. Focus on creating win-win situations that leave both parties feeling satisfied.

Know your numbers: Investors expect you to provide accurate figures. Be confident in calculating yields, ROI, and market values to support your negotiation arguments.

Build rapport with decision-makers: Sellers and agents are more likely to negotiate with someone they trust. Develop strong communication skills and be transparent about your intentions.

Be persistent, but respectful: Deals can fall through for various reasons. Always follow up and stay on good terms with all parties—you never know when a “no” might turn into a “yes.”

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SCORE 14-19:

You Are a Relationship Builder!

You excel at fostering trust and building long-term partnerships. Your focus isn't just on closing deals but also on creating meaningful connections with investors, sellers, and agents. Your empathetic approach ensures your clients feel valued and supported, making you their go-to sourcer.

Nurture your investor network: Create a system to stay in touch with your clients through newsletters, personalised updates, or deal notifications. Consistent communication builds loyalty.

Tailor deals to client needs: Take the time to understand your investors' goals. Present deals that align with their strategies, whether it's high-yield rentals, flips, or long-term investments.

Strengthen your personal brand: Use social media platforms like LinkedIn or Instagram to showcase your professionalism and success stories. Share testimonials and case studies from satisfied clients.

Be reliable and transparent: Always deliver on promises and provide honest assessments of deals, even if it means admitting a property isn't right for them. Trust is your most valuable asset.

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SCORE 20+:

You Are a Strategic Planner!

You're a systems thinker who excels at creating processes to streamline property sourcing. You thrive on data, analysis, and efficiency, and you aim to scale your business into a well-oiled machine. Your approach ensures consistency and reliability in delivering deals to investors.

Automate repetitive tasks: Use CRM systems, lead generation tools, and property management software to save time and reduce manual work.

Focus on market analysis: Regularly evaluate trends and data to identify the best areas for sourcing profitable deals. Tools like Rightmove, Zoopla, and Land Registry reports can be your best friends.

Develop a sourcing pipeline: Create a structured process for generating leads, evaluating deals, and presenting them to investors. Document this pipeline so it can be scaled or delegated.

Hire and delegate: As your business grows, outsource non-core tasks like marketing, admin, or research. Focus your energy on strategy and high-value activities.

Congratulations on Discovering Your Sourcing Style!

Now that you know your strengths, let's take your property sourcing business to the next level.

Book a free discovery call with Paul Stapleton, a seasoned expert in property sourcing and business growth. With years of experience helping sourcers like you refine their strategies and achieve success, Paul can provide personalised advice to maximise your results. 📞 Book Your Free Call Now and start building a stronger, more profitable sourcing business today!

BOOK YOUR DISCOVERY CALL

Paul Stapleton is a property expert who has mastered the art of Property Sourcing over the past 7 years. His journey hasn't been without challenges, but every obstacle has served as a stepping stone, helping him refine his methods and develop practical solutions to common pitfalls in the property sourcing business. Today, Paul shares his hard-earned expertise with mentees, empowering them to bypass the mistakes many make and achieve success faster.

Paul's mentoring programs through the Training Made Simple Academy are designed to equip aspiring property entrepreneurs with everything they need to thrive in this competitive market. From mastering property fundamentals to harnessing the power of social media and refining sales techniques, Paul delivers personalised, one-to-one guidance that is far more impactful than generic, pre-recorded courses.

Whether you're just starting or seeking to scale, Paul's mentorship can help you:

- Avoid the common mistakes that derail most sourcing businesses.
- Implement proven systems to accelerate your results.
- Maximise profits with creative property strategies.

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NEXT INTAKE 3RD FEBRUARY



SESSION 1

Setting up your business, compliance and initial branding



SESSION 2

Identifying your ideal client, finding your hotspot and matching your strategy



SESSION 4

Qualifying potential investors, creating an onboarding process and client filtering



SESSION 3

Creating lead magnets, automating data capture and capturing warm leads



SESSION 5

How to source your deals, using the online portals and finding off market deals



SESSION 6

Evaluating the financials, understanding market values and how to package your deals



SESSION 8

Objection handling, how to be an expert salesperson and asking skilful questions



SESSION 7

Turning followers into customers, using the different platforms and building your brand



SESSION 9

Building a customer journey, creating your processes and finalising your contracts



SESSION 10

Understanding sales progression timelines & milestones and problem solving in conveyancing

FIND OUT MORE - www.trainingmadesimpleacademy.co.uk