

How to Get Probate Listings

Week 1

What you signed up for:

- **A live webinar training where you will learn how to get probate listing leads and how to market to them.**

What you get:

2 live webinars

- Week 1: Overview of the probate process and how to get leads.
- Week 2: How to set up and mail your prospects. How to follow up with a warm telephone call.
- Marketing letters
- List of Vendors/Resources
- Access to Private Facebook Group for support

- You have purchased a training for 1 person. You have my express written permission to use my letters to market your own Real Estate services.
- You do not have my permission to redistribute my letters to any other person for any other use. If you give them, share them or sell them to anyone else you will be sued.
- If you have a problem with this leave now and email me at frank@reorenegades.com and I will issue a full refund.

Live Webinars

- You only need to register with gotowebinar once and will receive email reminders before each session. Same link for both sessions.
- Each session is recorded and a link will be emailed to you so that you can access the recording.

Please take notes

- This webinar is live.
- You can type your question to me at any time.
- I will stay online until I answer them all.
- You will need to do some research on your own after today's webinar.
- Each state is slightly different.
- I am not an attorney and the information given is not intended as legal advice. It is to guide you in your marketing.

How to get help

- Post in the private Facebook Group I set up for you
- “Probate Student Mastermind Community”
- I will send you a link to join this afternoon via email
- You have to answer 1 question to join:

Probate Student Mastermind Community

The screenshot shows the Facebook interface for the 'Probate Student Mastermind Community'. The top navigation bar includes the Facebook logo, the group name, a search bar, and user profile information for 'Frank'. The main content area features a large image of five people in a meeting. Below the image are controls for 'Joined', 'Notifications', and 'Share'. The left sidebar contains navigation options: 'Discussion', 'Members', 'Photos', 'Files', and 'Manage Group'. The right sidebar shows 'ADD MEMBERS' with a search field, 'MEMBERS' with 58 members (10 new), and 'SUGGESTED MEMBERS' with three members: Dianna Patrick, Ryan Foxx, and Kim Bargman Gutzwiller. The bottom section contains a 'Write Post' area with a 'Write something...' prompt and two notification banners: '1 post needs approval' and '2 people want to join this group'.

The Basics Of Probate

The Basics Of Probate

- What is probate?
- Probate files are public information
- Who are the key players?
- How does probate start?
- Probate flow of events
- Timeline of the probate process
- Special types of probate

What Is Probate?

What Is Probate?

- Probate is the legal process for the transfer of assets, houses, cars, stocks, bonds, boats etc. from the deceased person's name to his/her estate so that it can be sold and distributed to heirs.
- Probate is a way to settle any tax liabilities that the estate has to pay.
- Probate is a process.
- The average probate process can last between 9 to 18 months.

Probate

Days 1-90

No legal paperwork
done yet

3 months from filing

Days 90-180

All legal paperwork
done

6 months from filing

What Is Probate?

- Probate takes place in the county of the decedent's residence.
- Probate oversees the settlement of an estate.
- Probate validates terms of a will if there is one.
- People cannot avoid probate even if they have a legal will.
- The only way to avoid probate is having a living trust that is fully funded.
- Probate distributes remaining assets.

Probate Files Are Public Information

Probate Files Are Public Information

- This information can be accessed anywhere in this in the USA. Most counties allow online access. Some require you to visit the courthouse.
- Some counties limit the number of files can be accessed in one visit.
- Contact the local superior court in the county and they will tell you where the probate files are and they will give you the information.

Who Are The Key Parties?

Who Are The Key Parties?

- Personal representative, administrator or Executor
 - Person who oversees the liquidation of estate (seller)
 - Some states have replaced the term “**executor**” with “**personal representative**” so the terms are often used interchangeably. An administrator or administratrix is the person appointed by the probate court to administer the estate of a person who has died without a will (intestate).
- Probate clerk
 - Person who handles the filing of the probate documents at the courthouse
- Probate attorney
 - Person who files the legal paperwork at the courthouse on behalf of the estate
 - He/she may be appoint a reference to refer a real estate agent to their personal representative for the liquidation of the estate
- Heirs
 - Potential buyers and potential investors

Who Are The Key Parties?

- Heirs (continued)
 - Listed in the will if it exists.
 - May meet them to list property. Get their email addresses from the executor or personal representative and introduce yourself. Copy them on marketing updates.
 - Heirs are important in the probate process.
 - Heirs are potential buyers/sellers.

How Does a Probate Case Begin?

How Does a Probate Case Begin?

- Decedant.
- If a will is found:
 - Person dies testate
 - Person in charge is known as an executor or personal representative.
- If there is no will:
 - Person dies intestate
 - Person in charge is known as an administrator

Who dies without a will?

- **Abraham Lincoln:** one of the most famous lawyers of our time and the sixteenth president of the United States.
- **Martin Luther King, Jr.:** civil rights leader and activist.
- **Jimi Hendrix:** one of the greatest guitar players of all time.
- **Pablo Picasso:** famous artist.
- **Howard Hughes:** entrepreneur and billionaire
- **Bob Marley:** Jamaican singer/songwriter.
- **Kurt Cobain:** singer/songwriter and frontman for Nirvana.
- **Tupac Shakur:** rap artist and actor.
- **Salvatore Phillip "Sonny" Bono:** entertainer turned U.S. Congressman.
- **Barry White:** soulful entertainer.
- **Stieg Larsson:** famous author.
- **James Brown:** singer known as the Godfather of Soul. (*Quick disclaimer:* Brown did sign a will but it is subject to litigation.)
- **Steve McNair:** former NFL quarterback and Pro Bowler.
- **Nate Dogg:** rapper and actor.
- **Amy Winehouse:** British singer/songwriter.
- **Prince:** multi-talented artist.
- **Michael Jackson:** the King of Pop. (*Quick disclaimer:* Jackson's mother initially filed paperwork - much like Prince's sister - alleging that there was no will. A will was eventually discovered.)

How Does a Probate Begin?

- If there is a will:
 - It directs the position of state and settlement of legal affairs.
 - It designates the executor and so the person going to be in charge is written in the will.
 - It will specify the executor and gives him/her the power and full authority.
 - It also designates all the heirs.
 - The executor most likely initiates the probate process.

How Does a Probate Case Begin?

- If there is no will:
 - Someone will have to step forward as the potential administrator and initiate a probate. Usually a family member.
 - The court appoints the administrator.
 - The administrator continues the probate process and the court oversees the liquidation of the estate.

How Does a Probate Case Begin?

- Executor/Personal Representative have two choices:
 - They can have an attorney to file the petition for probate or
 - They can do the probate process themselves that is known as improper file

With attorney

Attorney
XYZ LLC

Petitioner
(Executor)

Inproper file

Attorney
Mr. ABC

Petitioner
(Executor)

How Does a Probate Case Begin?

- How does attorney get paid?
 - It varies from state to state.
 - Example (4-3-2-1 system)
 - Attorney will get 4% of first \$100,000
 - Attorney will get 3% of next \$100,000
 - Attorney will get 2% of next \$800,000
 - Attorney will get 1% of next \$8 million
 - If house is priced at \$500,000
 - 4% of \$100,000 = \$4,000
 - 3% of next \$100,000 = \$3000
 - 2% of next \$300,000 = \$6000
 - Attorney makes \$13,000 just on value of the house

How Does Probate Begin?

- In most cases the administrator or executor makes the same amount as the attorney because they get paid for their service.
- Is probate an expensive process?
 - Probate is very expensive.
 - Using the \$500,000 house as an example, \$26,000 total is paid to the attorney and administrator. In comparison, the average cost of a living trust is \$2,500.
 - Having a living trust can save the estate a lot of money, time and headache.
 - “Pay me now or pay me a lot more later.”

Probate Attornies

- Attornies do want to work with real estate professionals.
- The attorney will get paid at the end of the settlement of the estate.
- The only money that the attorney can ask for is money that is for court fees associated with the case.
 - For example, if it cost \$250 to file for the petition for probate, then the attorney can ask for those fees because that is the cost of the probate process.
- The attorney's personal fees will come in at the end of the process and those fees will actually be included in the final accounting.

Probate

- The final accounting paperwork gives an itemized list of all fees.
- The court must approve the fees before they can be paid.
- If all the money is tied up in the house and it can be seen that it is going for sale, the attorney is motivated to work with real estate professionals and so they can contact the PR, build that relationship and close the deal. Thus there is an incentive to work with attorneys.

Probate

- The attorney cannot be paid until the house is sold and the estate is settled.
- The probate attorney is motivated to work with you.
- Your commission comes from the sale of the property, just like any transaction.

Probate Flow Of Events

- I will send you a document that shows the flow of events.
- 10 most important steps in the eyes of the executor.
 1. Reading of the will
 2. Safeguard assets
 3. Petition the court for probate of the will
 4. Assemblies and inventories all assets
 5. Procures appraisal of all assets
 6. Administration of estate
 7. Filing of tax returns
 8. Settlement of claims
 9. Distribution of estate
 10. Final discharge

DOES EVERYTHING HAVE TO GO THROUGH PROBATE?

- **No!** Many assets do not go through probate, including assets held in joint tenancy, assets that have named beneficiaries, and assets held in living trusts. Small estates may avoid probate, and estates passing entirely to a surviving spouse may avoid probate.

Timeline Of The Probate Process

Timeline Of The Probate Process

Step	Duration
Prepare and File Petition for Probate	1-2 months
Court hearing on the Petition for Probate	2-3 months
The following are issued: Letters of Administration, Orders for Probate, Duties and Liabilities, Issue Bond (if ordered), & **Letters of Testamentary **	2-4 months (if not contested)
Notice to Creditors	2-4 months
Notice to Department of Health Services Inventory & Appraisement	4-8 months
Pay State and Federal Taxes (if necessary)	6-12 months
Allow or Reject Creditor Claims	
Possible Preliminary Distributions	
Notice to Department of Health Services (if deceased received medical)	
Notice to Franchise Tax Board (if heir is out of state)	
Claim of Exemption (if assets transfer to a minor)	6-15 months
Receive Final Tax Letter from State and Federal (if appropriate)	6-18 months
File Petition for Final Distribution and Accounting	8-16 months
Hearing on Petition for final Distribution and Accounting	
Order Approving Final Distribution and Accounting	
Distribution of Assets to Heirs	9-17 months
Final Discharge Order (indicates close of probate case)	9-18 months
Final Distribution of Funds	9-18 months

The Probate Timeline

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Special Types Of Probate

Special Types Of Probate

- Within the probate department, there are four niches:
- Probate files
 - Real estate
- Conservatorship files
 - Person is alive but cannot take care of themselves e.g. people with dementia, Parkinson's disease etc.
 - Usually a family member will step in and apply to court to become the conservator of the estate. He/she will take over the person's life, financial life etc.
 - Some states require court confirmation
 - Courts look very carefully at conservatorship

Special Types Of Probate

- Guardianship files
 - Involves kids under the age of 18
 - Normally the real estate is not sold because they are kept for the kids to stay in
 - Not worth pursuing

Special Types Of Probate

- Living trust files
 - Living trust is created and fully funded.
 - Forget to put deed to house in trust.
 - Remove house from trust to sell/buy or refi and forget to put back into trust name.
 - If the real estate or any other significant asset is outside of the trust when the person passes away.
 - The trust has to go to the probate court and petition to the court to put the house back into the trust.
 - This is how an estate with a living trust ends up in probate court.

How to get probate leads in your area.

- 100% of you can get probate leads from the Court that handles probate in your County.

The System

- Gather leads
- Enter into your CRM
- Mail
- Call
- Repeat 4 times per lead (30 day intervals)

Gather the Leads

1. Get them directly from the courthouse
2. Get them from an online legal publication
3. Pay for them (I will send you the link)

How to get probate leads in your area.

- 100% of you can get probate leads from the Court that handles probate in your County.
- It will be one of the following:
 - Probate Court
 - Superior Court
 - Circuit Court

How to get probate leads in your area.

- 100% of you can get probate leads from the Court that handles probate in your County.

How to get probate leads

- Superior Court for your County (VA=Circuit Court)
- Probate Court
- If you live in a large county there may be more than 1 location
- Contact your local superior court in your county to locate the appropriate courthouse for probate
- Google Search “your county probate court”

How to get probate leads in your area.

- As soon as you are certain what court handles probate cases in your county you will need to visit the courthouse.

How to get probate leads in your area.

Take a pad of paper and a pen.

Most likely you will have to go through security and may be asked to leave all electronic devices outside.

Dress professionally

Find the Clerk of the Court for probate cases

Be courteous.

Don't introduce yourself as a real estate agent.

Tell them you are doing research and this is your first trip to the courthouse.

How to get probate leads in your area.

Take a list of questions to ask:

1. “I am doing research on probate cases. How can I find all of the “Petitions to Probate” filings for the last week?”
2. “How can I see the file after I locate it?”
3. “Can I access the files online through the Counties website?”
4. “Where are legal notices published here in our county?”

How to get probate leads in your area

- 2nd Source for Probate Leads
- Web based publisher of legal notices for your area
- Website = www.publicnoticeads.com

How to get probate leads in your area

- Google “adjudicated newspaper“Your County” or “AZ legal notices”
- Every county we have researched thus far has an online legal publication where court actions are published.
- Far easier than going to the court house
- Includes probate, divorce, conservatorship

How To Get Leads For Free without leaving your office

- Probate is a legal process. One of the legal requirements is that all actions must be published to a newspaper in the County of the decedents residence.
- All States have at least one website that collects all of these notices each day and publishes them on their website for the public to access.
- All you have to do is find the website by googling “your county your state legal notices”
- You will find 2 or 3. Try a search on each to find the one you like the best.
- Search for the term “petition to probate”, if you get nothing search “notice to creditors”, “probate” and finally “estate”
- Once you figure out which search term gives you the best results search for the last 30 days.
- You are looking for the filing for “petition to probate” or “notice to creditors” these two filings signal the start of your marketing/ mailing.



AZ legal notices



All Images News Shopping Maps More Settings Tools

About 1,980,000 results (0.82 seconds)

Arizona Public Notice - PublicNoticeAds.com

www.publicnoticeads.com/az/

This site is a **public** service of **Arizona** newspapers. It is designed to assist those who want to stay informed about the actions of local, county, and state government, and about events in the courts.

Public notices on this site were originally published in **Arizona** newspapers as a **legal** requirement.

Advanced search

Search Notices. Search Notices: View

Search Tutorial. With all ...

[More results from publicnoticeads.com »](#)

Public Notices | Arizona Newspapers Association

<https://ananeews.com/public-notices/>

Public Notices. When **Arizona** became a state, Legislators understood that in the United States, each of us has a right to information about government, and about other activities that touch our lives because. These are known as **Public Notices, Legal Notices, Legal Ads, Etc.**

Arizona Classified - Phoenix Classified - Arizona Republic Classified ...

archive.azcentral.com/class/azbjnotices.html

County, Date, **Public Notice** Preview, Publication. Gila, 2018/03/16, 16549: 3/2, 3/9, 3/16, 3/23/2018
Notice of Trustee s Sale Recorded on: 1/24/2018 TS No.: AZ-17-7837, Payson Roundup. Gila,
2018/03/16, 16551: 3/2, 3/9, 3/16/2018 NOTICE TO CREDITORS No. PB 2018-00006 IN THE
SUPERIOR COURT OF THE ...

Azcentral Classified - Legal Notice

<https://www.legalnotice.org/pl/azcentral/>

Phoenix Pets - Search the **Arizona Republic Arizona** pet adoption classifieds to find the animal that you
are looking for. Make a difference in the life of a homeless animal by participating in Phoenix pet

Gather the Leads

www.publicnoticeads.com



Brought to you by the Participating Newspapers of America

The public notice database on this site is not a substitute for the official publication that is required by law. You will still find those notices in your local newspaper.

All Across America, Public Notices are your 'Right To Know'

A single database of Public Notices -- which you may know as "Legal Ads" -- has been created by newspapers in a number of states.

Legislatures require many kinds of public notices so you stay informed about government, corporate and private activities that touch your world. Now newspapers that publish them have enhanced the legislative intent and made them available in one place, any time you need it.

Delivered to your Email Address

Word search the database manually at no charge, or subscribe to Public Notice Smart Search and have Notices important to you or your company sent to your email address automatically.

Public Notices from nine states are in the database (search each state separately). Just click a link below to get to that state.

What we look for

- Petition for Probate of Will and for Letters Testamentary (with a will)
- Petition for Probate of Will and for Letters of Administration with Will Annexed (with will no executor or executor has passed)
- Petition for Letters of Administration (WO will)
- Petition for Letters of Special Administration (WO will grants some interim authority)

How To Get Leads For Free without leaving your office

- Read the filing to find the decedents name.
- Search your county property tax records to see if they owned property in your area.
- If yes then it's a lead.
- Now find the personal representative/executor/administrators name.
- Some states will list their address.
- If not you will need to take down the case number and look up the case on your probate/circuit courts website to get the contact info you need to mail to the personal representative/executor/administrators name.

How to Find Contact Info for the Personal Representative

- If you have the case number, you can get the contact information by looking up the case at the courthouse. Some counties let you access the information online.
- You can try Spokeo or Intelius

Intelius Premier \$19.95/month


PREMIER

Customer Care (888) 706-2669

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Get Premier for 50% Off


First Month
~~\$49.95~~
\$9.95*



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The Intelius mobile app gives you unlimited access to billions of public records on the go.

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* Get 50% off your first month! Renews monthly for \$19.95. Tax where applicable. Cancel Anytime.

Satisfy Your Curiosity

Save When You Search

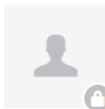
Know Who's Calling

Spokeo \$4.95/month



✓ Activate Your Account and Unlock Your Report!

🔍 Search Anyone to See Their Address, Phone No. and More!



Latest report as of 04/05/2017

Results May Include

- ✓ Full Address
- ✓ Birth Month/Year
- ✓ Email Address
- ✓ Phone Number
- ✓ Family Members
- ✓ Location History

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If you are dissatisfied with our product, please contact our Customer Care team at 1 (888) 906-0850. We are available 24/7 to assist you.

🔒 Your Search History Is Privately Secured

Rest assured your purchase is confidential. No one will EVER be notified about your search.

👁️ Security Is Our Top Priority

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Recommended **BEST DEAL!** **\$4.95/mo**
6 month Membership \$8.95 /mo

Moderate Users **\$7.95/mo**
3 month Membership \$12.95 /mo

Casual Users **\$13.95/mo**
1 month Membership \$19.95 /mo

Secure Checkout



EMAIL (THIS WILL BE YOUR LOGIN)

Sort the Leads

Search your County Property Tax Records to see if the decedent owned real estate in your service area at the time of death.
Search by the decedents name.

Enter Leads into CRM

- More efficient to use real estate specific CRM
- A good example is Realty Juggler \$100 a year
- There are many CRM's available.
- If you buy the leads from ATL or use their mailing service they provide a free CRM
- Load the letters and calls in sequence. Once you enter a lead, you will be prompted to send letter, make call, etc. Some call this an "action plan".

How to get probate leads in your area

[Arizona Public Notice - PublicNoticeAds.com](#)

www.publicnoticeads.com/az/ ▼

This site is a **public service** of **Arizona** newspapers. It is designed to assist those who want to stay informed about the actions of local, county, and state ...

[Advanced search](#)

Search Public Notices in Arizona
Newspapers Association ...

[Public notice help](#)

Public notice help. Where do these
notices come from? Member ...

[More results from publicnoticeads.com »](#)

[Public Notices - AZCentral.com](#)

archive.azcentral.com/class/azbjnotices.html ▼

Includes complete Phoenix **Arizona** MLS listings and **Arizona** Republic real ... If you do not see the **Public Notices** below and/or received an error message, it is ...

[Public Notices | Arizona Newspapers Association](#)


ananews.com/public-notices/ ▼

Your hometown newspaper in smaller **Arizona** towns may publish two or three **Public Notices** a week while newspapers in larger areas may publish a hundred ...

How to get probate leads in your area

ARIZONA
NEWSPAPERS
ASSOCIATION

Home SmartSearch Login Help Arizona newspapers Public Notice Law



Search Public Notices in Arizona Newspapers Association

County/Publication

County/Parish:
(Hold Ctl Key to select multiple.)

Publication:

Search Notices

Search Notices: [View Search Tutorial](#)

With **all** these words:

With this **exact** phrase:

With **at least one** of these words:

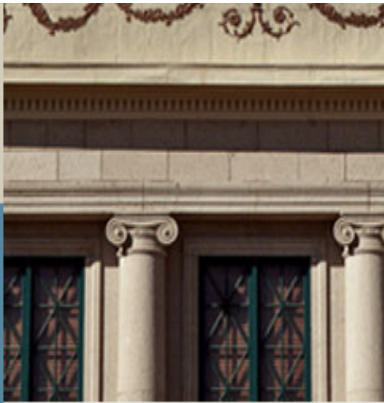
Exclude notices with these **words**:

Number of Notices to Return:

Date Range: From to (mm/dd/yy)

If you have questions or problems with this site, please send email to the [site administrator](#)

Results for search term “Probate”



[WILLCase](#)

Maricopa	2017/03/01	NOTICE OF HEARINGNO. PB2017-071010IN THE SUPERIOR COURT OF THE STATE OF ARIZONA IN AND FOR THE COUNTY	Record Reporter (Phoenix)
Maricopa	2017/03/01	Notice Of Informal Probate Of Will And Appointment Of Personal Representative/Jo Ann Rose, a/k/a Jo	Record Reporter (Phoenix)
Maricopa	2017/03/01	Notice Of Informal Probate Of Will And Appointment Of Personal Representative/Irving W. ZirbelKile &	Record Reporter (Phoenix)
Maricopa	2017/03/01	NOTICE OF HEARINGNO. PB2017-000479(Assigned to Commissioner Lisa Ann Vandenberg)IN THE SUPERIOR COUR	Record Reporter (Phoenix)
Maricopa	2017/03/01	NOTICE OF HEARING ONPETITION FOR ADJUDICAITON OF INTESTACY, DETERMINATIONOF HEIRS AND APPOINTMENT OF	Record Reporter (Phoenix)
Maricopa	2017/03/01	PROBATENOTICE TO CREDITORS PB 2017-090146Superior Court of the State of Arizona in and for the County	Record Reporter (Phoenix)
Maricopa	2017/03/01	NOTICE TO CREDITORS(A.R.S. 14-6103)In the Matter of theLaMARR D. PETERSON AND ELINORE PETERSON FAM	Record Reporter (Phoenix)
Maricopa	2017/03/01	INDEXBusiness-Civil-Government-Legal Notices-Maricopa County-Phoenix-Probate-Public Auctions/Sales-T	Record Reporter (Phoenix)
Maricopa	2017/02/27	NOTICE OF INFORMAL PROBATE OF WILL AND APPOINTMENT OF PERSONAL REPRESENTATIVE NO. PB2017-002286ARIZON	Record Reporter (Phoenix)
Maricopa	2017/03/01	NOTICE OF HEARINGNO. PB2017-030031IN THE SUPERIOR	Record Reporter

Decedents name



Public Notice:

Notice Of Informal Probate Of Will And Appointment Of Personal Representative/Jo Ann Rose, a/k/a Jo A. Rose

Kile & Kupiszewski Law Firm, LLC, P.O. Box 6617, Scottsdale, AZ 85261, (480) 348-1590, Info@kilekupilaw.com, Emily B. Kile, Esq. #018819, Jennifer L. Kupiszewski, Esq. #019916, Christina M. Stoneking, Esq. #031666, Stephen J.P. Kupiszewski, Esq., Of Counsel #013290, Attorneys for Personal Representative, Sharon Sue Schmits In The Superior Court Of The State Of Arizona In And For The County Of Maricopa In the Matter of the Estate of Jo Ann Rose, a/k/a Jo A. Rose, Deceased. No. PB2017-051716 Notice Of Informal Probate Of Will And Appointment Of Personal Representative You are notified that: 1. Notice is being sent to those persons who have, or may have, some interest in the estate of **Jo Ann Rose** (1/2 Decedent 1/2). 2. Decedent died on December 19, 2016. 3. Sharon Sue Schmits filed an Application for Informal Probate of Will and Appointment of Personal Representative in the above-named court, requesting that the Will of decedent dated on August 7, 2012, be admitted to informal probate and that Sharon Sue Schmits be appointed Personal Representative of the estate. 4. On February 2, 2017, the registrar admitted the Will to informal probate and appointed Sharon Sue Schmits as Personal Representative of the estate. 5. Bond is not required. 6. A copy of the Will is attached to this

How to get probate leads in your area

ABOUT 469,000 RESULTS (0.96 SECONDS)

Find a Case - Superior Court - Maricopa County

<https://www.superiorcourt.maricopa.gov/lawLibrary/.../FindYourCase.asp> ▼

Superior Court: Law Library - Find a Case. ... Maricopa County Clerk of Court ECR Online · Public Case Lookup · Arizona Court of Appeals, Division One.

Docket: Civil Court Case History - Superior Court - Maricopa County

<https://www.superiorcourt.maricopa.gov/docket/CivilCourtCases/caseSearch.asp> ▼

Superior Court Docket: Civil Court Case History. ... >Civil Court Cases. Civil Court Case History. Search by Last Name/First Name ... Search by Case Number ...

Docket - Superior Court - Maricopa County

<https://www.superiorcourt.maricopa.gov/docket/index.asp> ▼

View Case Information -- Court Calendars, Case Histories, Minute Entries -- for the ... Availability: Due to auditing that occurs up to 24 hours after information is added ... Disclaimer: In no event shall the Superior Court or the Clerk of the Court, ...

Public Access Case Lookup - Arizona Judicial Branch > Home

<https://apps.supremecourt.az.gov/publicaccess/> ▼

The Arizona Judicial Branch is pleased to offer Public Access to Court Case Information, a valuable online service providing a resource for information about ...

How to get probate leads in your area

- In my County I can no longer access the case file without visiting the courthouse with the case number. To save time I do the following:
- Search publicnoticeads.com every two weeks for new “informal petition to probate” cases.
- Find the decedents name and copy paste into the county tax records website search to see if there is real estate in the estate.
- If there is real estate in the estate I take down the case number, decedents name, and record it on a log with the real estate info.
- Once I have a list of a ten I visit the courthouse armed with a list of case numbers to look up and a notepad.

How to get probate leads in your area

- At the courthouse its relatively easy to look up the file with the case number.
- I am specifically looking for the contact info for the executor/personal representative so that I can market to them.

How to get probate leads in your area

- I enter each of the leads into my CRM under the executors/PR's name as they are the real prospect. I enter their address as that is who I will be mailing to. I enter the decedent as "contact #2" and the address of the estates real property in the "2nd address field or notes.
- By setting it up this way in the CRM I can format my marketing letters to populate the executors/PR's name, decedents name etc into the letters thus saving time.

How to get probate leads in your area

How many leads do I need?

If my goal was 30 probate listings a year

10 leads a week = 500 a year

500 leads x 6% target conversion is 30 listings

Expand or contract your service area to get 10 leads a week

You will send 10 letters week 1, 20 week 2, 30 week 3, 40 week 4 and on. That is an average of 8 mailings per working day. You can outsource this once you have perfected the process. You should be able to accomplish this in 8 to 10 hours a week.

Do you know of any other way to get 30 listings a year in 8-10 hours a week?

How to get probate leads in your area

Determine which court in your area handles probate

Visit the court and find the clerk of the court for probate

Ask the list of questions

Research the new filings for the last week. Petition to Probate

Take notes of the leads

Enter the leads into your crm

Search the web to find where probate cases are listed online

How to get probate leads in your area

If you have trouble getting the leads as instructed post in our Probate Mastermind FB Page and I will help you.

Make sure you have followed the instructions here before you post.

I cannot go to the courthouse for you.

Homework

- Find your superior court for your county.
- Call the county clerk and see if there is a separate court and clerk for probate cases.
- Find a book on the probate process for your state and buy it.
- Search for probate attorneys in your area and read the Q&A on there websites.

Week 2 – How to market to probate leads

This is my favorite part!

The Marketing.....

We will be going over the 4 direct mail pieces in detail.

You will receive the letter templates to customize and load into your CRM.

You will get the list of resources to prepare your mailings.

How to get help

- Join our private Facebook Group
- Probate Student Mastermind Community
- Always search group before posting
- Do not post: can I get access to the recording, letters, suppliers for pens etc.
- Do not post: who is from, is this working in, I can't find probate leads in_____.

Questions