

Module 9: Getting permission

Sites where permission is needed are some of the best places to hunt.

- ▶ The best method is to ask in person.
- ▶ If unable to ask face to face then call, email, or send a letter.
- ▶ If you don't know how to find people check with your local assessors office, clerk, or talk to a realtor.
- ▶ Always try to reach the property owner or person in charge. Avoid the gatekeeper or someone else asking for you.



How to ask:

1. Tell them who you are (hi my name is)
2. Tell them what you do (metal detect for a hobby, look for old coins, relics, lost trinkets)
3. Tell them why you chose their property (I look for old houses like this one... There used to be a school here on this old map... There used to be an old house here on this topo map)
4. Ask permission (Would you care if I go over your yard with my detector? Would you care if I detected your yard?)
5. Convince if necessary

- ▶ Keep it short and simple.
- ▶ Be kind, genuine, and confident.
- ▶ Practice the sentence beforehand so it comes out easily.
- ▶ It will be awkward at first but that is normal. The more you do it the more comfortable you will get. It will soon become very easy.



The email that landed me permission to a real honey hole (22 silvers in a 3 visits!)

Thanks for accepting my invitation on LinkedIn. My dad and I enjoy the hobby of metal detecting. It's a great way for us to get exercise and spend time together. After researching some old maps I noticed the property at has been around since the early 1800's. Is there someone we can contact to get permission to metal detect there? We've been enjoying this hobby for many years and know how to retrieve targets in a way that you would never know we were there. We'd be happy to show you anything we find and even donate a few items to the property if you'd like. Thanks for your time.





No: Could have convinced



No: Move on to next house



Yes can hunt yard but not next to the house



Not my trees

No:Weird dude with his brother



5 out of 10 of the property owners said yes.
50% or higher yes rate is typical when knocking
doors.



Types of Answers:

- ▶ Hard no with no reason- If straight up no then most of the time I move on.
 - ▶ Hard no with reason for objection- Reply back with a solution.
 - ▶ If site has a lot of potential then you can try to convince them by offering to show them what you find or even offering them half the finds (I never do this by the way).
 - ▶ I was really hoping you'd say yes, is there anything I can do to convince you otherwise?
 - ▶ Be polite and wish them a good day no matter what...
 - ▶ Create a business card and hand them out.
 - ▶ Don't be afraid to go back after a while. Properties change ownership and even if it's the same owner they might change their mind.
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The secret:

- ▶ Just do it... It's easier than you think and you'll be pleasantly surprised at how many people say yes.
- ▶ You should be able to get around a 50% or higher “yes” rate when knocking doors, especially after some practice.
- ▶ If you have a fear of knocking doors then don't think about it, just force yourself to walk to the door. What's the worse that can happen?
- ▶ The more you do it, the less scared you will be and the more confident you will appear which leads to a higher “yes” rate.

