

SUCCESS BLUEPRINT



“If one advances confidently in the direction of his dreams, and endeavors to live the life which he has imagined, he will meet with success unexpected in common hours.”

-- Henry David Thoreau

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SUCCESS BLUEPRINT

Welcome to the greatest creative real estate investing program ever created. You are beginning an incredible journey that many before you have traveled who have gone further than they would have ever imagined in their wildest dreams. This is the start of a whole new financial life for you. Real estate has been the greatest source of wealth in history and you're about to join in that ocean of economic prosperity.

You are going to find that we are very detailed in our approach to teaching you how to become a successful real estate investor. After carefully analyzing the progress of our students over a very long period of time, we discovered what the most successful students did in the very beginning to achieve rapid results and compiled that wisdom into this step by step success blueprint. This is your treasure map to closing your first deal as quickly as possible. For most people, the first deal is the most difficult one and once they have gotten that first deal under their belt, the flood gates open and the money starts pouring in.

The foundation of this blueprint (and subsequently your short term and long term success) involves putting as many quality deals under contract as you can. In order to close your first deal as fast as possible, you need to have numerous (more than one) good deals working at the same time. You need to have "a lot of irons in the fire." Preferably, you should target your efforts towards getting at least 5 deals under contract in the first 12 weeks...and even more is better. And although working 5 deals at the same time may sound overwhelming, in practice, using this system, it can be easily manageable.

Why 5 or more? There are a number of reasons why getting 5 or more deals under contract is extremely important to your success. If you have joined our mentoring program, you will recognize that your financial success is also our financial success. We want you to close as many deals as fast you can because we have a vested interest in the outcome of your deals. When you succeed, we succeed.

One of the biggest mistakes new people to the real estate business make is only getting one deal under contract and then spending all of their precious time “nursing” that one deal. Although that one deal may close and may make a lot of money, it’s vital that you build a healthy pipeline of 5 or more deals so that if one deal gets delayed or for whatever reason doesn’t pan out, you have plenty of others right behind that one ready to close. What we call “nursing one deal,” is a huge financial mistake, not only short term because it could delay experiencing your first closing, but further, it could have lasting negative effects because it could de-motivate you from pursuing real estate investing at the level of commitment necessary to reach your financial goals.

Plus, by having numerous deals in your pipeline, it will prevent you from falling into the most toxic real estate thinking of all, which is, “I’ll get one deal under contract and if it works out, then I know it works. If it doesn’t work out, then I know it doesn’t work.” That attitude is a surefire way to achieve complete real estate failure. Stay out of that trap!

Some investors immediately tense up when they contemplate getting a property “under contract” because they feel it may sign them up for potentially unwanted responsibilities, commitments and risks. You will discover that with this system, you can make risk-free offers that provide you with all of the rewards with one of the risks. Fear no more! You can go out and get as many deals under contract as you possibly can without the concern, anxiety or fear.

The fact is, you cannot profit from real estate you do not control and until the deal is under contract correctly, you do not control it. In real estate, your inventory is your paperwork and you can only profit if you have deals under contract. If a deal is not under contract, you don't control it and therefore it's not in your inventory and therefore you can't profit from it.

This blueprint will walk you step by step through how to put yourself in the best possible position to get under contract at least 5 deals. When you have developed this healthy pipeline of deals, you will be on the fast track to closing your first deal. Not only will you be in the best possible position to close your first deal in as short of time as possible, in addition, you will be setting yourself up for numerous consecutive closings thereafter. Then, you will truly hit your money zone when deals begin closing one after another. Once you reach this level, a whole new financial world will open up to you. It is our goal to get you there as quickly and easily as possible.

WISDOM KEY: You will find that certain action steps in this blueprint may be more difficult than others due to your background in real estate, available resources and/or your area of the country. In fact, you will probably run into a few temporary roadblocks. Everyone does. Welcome to life! You must not allow a few bumps in the road to prevent you from reaching your overall goal of financial freedom. An analogy to illustrate this principle involves an experience I had while my wife was swimming with dolphins in the Florida Keys. The dolphins lived in a lagoon that connected directly to the ocean so that the dolphins were provided a completely natural habitat. The only barrier to the open ocean for these dolphins was a chain-link fence that rose about 4 feet above the water. These dolphins, as part of their routine, performed choreographed

jumps of up to 12 feet out of the water. I asked one of the trainers why the dolphins didn't just jump over the chain link fence into oceanic freedom? His response was, "I guess they have never been taught that trick." With real estate, any temporary roadblocks you may face will be much like the dolphin fence. They can be overcome because you have the ability to overcome them. Don't make the tragic mistake of allowing a simple 4 foot fence to stop you from freedom.

The Biggest Mistake Some Students Make

The single most profit-crushing mistake some of our students have made in the past is not taking the time to learn how to use this incredible system. A race car driver could have the fastest car on the track but if he doesn't know how to drive it, he'll never win a race. Like any great system, it may take a short period of time for you to learn how to use it, navigate it and get the most out of it. But once you have learned how to "drive this car" so to speak, you'll catapult your financial life into the stratosphere. This success blueprint has steps weaved throughout it that will most efficiently and effectively teach you how to use what you have just invested in. Following this blueprint step by step is the single best way to get the most out of this program.

How to Use This Blueprint

This blueprint is to be followed in order. Each item has a space to mark off your progress. Take the time to make sure you follow the steps and to mark off your progress. This is how you can verify how far you have come and how far you are from reaching your goals. In addition, at the end of each week, the blueprint supplies a goal reminder. You may have gigantic financial goals and we encourage dreaming big in life. However, before you can run, you must

walk. Once you have successfully closed several deals, you will have successfully learned to walk and therefore can then begin running.

Also, sometimes, we find as mentors, that a student's first reaction to a given strategy for success may be to change it, ever-so-slightly. It is human nature for us to act differently than instructed. However, if you want to close your first deal as quickly as possible, follow this blueprint. There are deep rooted reasons for many of the actions in this success plan and most of these lessons we have learned the hard way through the school of hard knocks. You can choose not to learn the same lessons we have learned for you by following the blueprint and avoiding the temptation to change it ever-so-slightly.

Action is Key

It is also important to understand the value of action. When learning a new skill, the tendency for some is to jump right in and read 6 weeks of course materials in 3 days and push off the action steps until later. The common notion many people gather in their head is that they want to feel as if they "know" everything before they get started taking action. Sadly, what these people fail to realize is that they will never know "enough". Have the courage to take action despite not feeling like you know enough to start. And as the saying goes, "you can't learn to ride a bike by reading the manual." Otherwise, all librarians would be billionaires! In order to learn this business, you must take action. We certainly encourage reading and listening, as it is a part of this program. However, until action is taken, actual knowledge and understanding of this business will not be gained. To repeat...*the only way you will learn how to make big money in real estate is when you take action.* The education truly begins after you put down the book and start doing deals.

The Paralyzing Affects of Fear

The main reason why so many people don't take action is fear. Fear of the unknown, fear of making a mistake, fear of moving outside of their comfort zone. Instead, what they should fear most is not taking action at all! Keep in mind that everyone has made mistakes when first embarking on a new journey. The more mistakes you make, the faster you learn. Your biggest fear then should become inaction. Persistent action is a magical formula for success.

Don't Sweat the Small Stuff

Don't allow a small detail to stop you from your goals. Tell yourself you will not allow excuses to stop you from being successful. Overcome the little details and get out there and become financially free! We wish you all the success in the world.

Week 1 Actions

Home Office Set Up

Most businesses that profit as much as you can with real estate require a tremendous amount of upfront equipment expenses as well as a huge monthly overhead bill. One of the many great advantages of real estate is that it requires almost no equipment upfront and almost nothing to run month to month. And the best news of all is that the few things that you do need, you probably already have. Here is what your home office needs:

- Computer with an internet connection
- Phone
- Ability to receive a fax
 - Most real estate documents are sent by fax. So you want to be able to receive incoming faxes. The way most of our students receive incoming faxes is with a company that gives you a local number which when someone faxes to that number, it automatically converts that incoming fax to a .pdf file and then automatically emails you the .pdf file.
 - We recommend www.MyFax.com
- Ability to send a fax
 - If you don't have a scanner, you will need to be able to send out a fax. You don't have to get fancy, but the nicer fax machines are easier to use.
 - You DON'T need to set up a separate land-based phone line to send outgoing faxes. If you already have a home phone line, that's all you need.
 - If you do not have a fax machine, don't worry. You can also scan in a document into your computer and then use MyFax.com and fax from your computer.

That's all the Office set up you need to do. Anymore and you're just wasting time. That wasn't so bad, was it?

ePartner®

- Retrieve the email from our staff that provides you with your ePartner® login information. (If this hasn't come yet, it will be on the way shortly.)

- Log into ePartner® with your Username & Password
- Watch the opening video when you first log in.
- Navigate to the Knowledge Center tab at the top and then go to the “Getting Started” tab. Once in the Getting Started tab, complete steps 1 through 3.

Real Estate Education

- Fundamentals
 - Lesson 1: The 7 Habits of Real Estate Success (Knowledge Center Getting Started tab)
 - Video: The All in One Universal Investing Formula (Knowledge Center Getting Started tab)
 - Video: Ultimate Creative Real Estate Investing Formula (Knowledge Center Videos)
- Home Study Course (If you don’t have this yet, you can access the digital version in the Training Manuals tab of the ePartner® Knowledge Center)
 - Getting Started / Introduction Section
 - Chapter 1: Section 1 (The Ultimate Investing Formula)
 - Chapter 1: Section 2 (Real Estate Investing 101)

Coaching

- Review the Coaching Call Procedures
- Attend a Group Coaching Call

Team Building – “Friendly Realtor®”

- If you are not a licensed real estate agent, you will need to locate a friendly real estate agent to help you in this business. To learn exactly how to do this, read Chapter 1 Section 4 Building Your Team, the part dedicated to Real Estate Agents as well as listen to “Building Your Dream Team” in the Fundamentals section of the Getting Started tab in the Knowledge Center.
- For every agent you make contact with, put their contact info into ePartner® by clicking “Add Contact”. Once you find a friendly Realtor® or two, add a second contact type “Friendly Realtor” in ePartner.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I'll overcome every obstacle, both self-imposed and in the marketplace, to attain this goal. I'll stay focused on achieving this goal UNTIL I reach it. I won't let anything get in my way from getting 5 deals under contract.

Week 2 Actions

ePartner®

- Set up your websites (If you need help, reach out to our support team).
- Start adding new clients into the system, even test clients. Watch tutorial videos when you get stuck. The more you get used to using this system, the better off you will be.

Real Estate Education

- Fundamentals
 - Lesson 2: How to Find Motivated Sellers (Knowledge Center “Getting Started” tab.)
 - Video: “Motivated Seller Marketing Mastery” (Knowledge Center Videos tab)
 - Audio: “How to Generate Massive Motivated Sellers Leads Instantly by Blast Call FSBOs” (Knowledge Center Audios tab)
- Home Study Course
 - Chapter 2: Section 1 (Targeting Motivated Sellers vs Specific Deals)
 - Chapter 2: Section 2 (Marketing For Motivated Sellers)
 - Chapter 2: Section 3 (Internet Leads)
 - Chapter 2: Section 4 (For Sale by Owners)

Marketing Implementation

As you just experienced, motivated seller lead generation is an onion with many layers.

Create a list of the marketing techniques you just learned about that you want to do and then prioritize that list because you are going to implement these techniques, one at a time, over time.

Vendor Network

- If you have the extra funds available, initiate memberships to one or more of the “Lead Service Providers: Internet Leads”

Coaching

- Attend a Group Coaching Call

Team Building – “Friendly Realtor®”

- If you haven’t already, continue to reach out for a friendly agent to help you. Listen to the Fundamentals Training titled “Working with Real Estate Agents” found in the Getting Started tab of the Knowledge Center.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I’ll stay focused on achieving this goal UNTIL I reach it. I won’t let anything get in my way from getting 5 deals under contract

Week 3 Actions

Real Estate Education

- Knowledge Center
 - Lesson 3: How to Talk to Sellers
 - Lesson 4: Live Seller Calls (Parts 1 & 2)
 - Video: “The Art of Getting Deals Under Contract”
- Home Study Course
 - Chapter 3: Sections 1 through 3 (Qualifying Leads)

Vendor Network

- Watch the “More Info” video for Call Loop and then sign up for the Call Loop service.
- Sign up for LandVoice (if you can financially)

Marketing Implementation

- Implement your first chosen marketing technique

Group Coaching Calls

- Log onto as many group coaching calls as your schedule will permit. If you can’t make the calls due to your schedule, contact our team to set you up with a call that is better for your schedule. Also, you can listen to the recorded versions of the calls in ePartner® under the “Coaching” tab in the sub heading titled “Call Archive Recordings”.

Team Building – Closing Company

- Locate an investor friendly Closing Company. Review Chapter 1: Section 4 Building Your Team (Closing Companies section) as well as the audio titled “Building Your Team” in the Knowledge Center.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I'll overcome every obstacle, both self-imposed and in the marketplace, to attain this goal. I'll stay focused on achieving this goal UNTIL I reach it. I won't let anything get in my way from getting 5 deals under contract.

Week 4 Actions

Congratulations on making it to week 4! You're doing great, keep it up.

Real Estate Education

- Knowledge Center
 - Audio: “How to Get the Deal Under Contract Using a Risk Free Offer”
 - Video: “The Process of Getting Deals Under Contract”
 - Video: “What Forms to Use to Get a Deal Under Contract”
 - Video: “How to Get Your Contracts Reviewed by an Attorney”
 - Video: “Contract Tutorial: Agreement to Sell Real Estate (Standard and Creative Financing)”
 - Video: “Contract Tutorial: Agreement to Sell Real Estate (Short Sale Specific)”
- Home Study Course
 - Chapter 3: Section 4 through the end (Qualifying Leads)
 - Chapter 4: Get it Under Contract

Marketing Implementation

- Make sure your first chosen marketing technique is operating properly
- Implement your second chosen marketing technique

Get a Deal Under Contract

- Be certain to set up “Sign Up Meetings” with the motivated sellers you have been speaking with. If possible, meet “face to face” with the most motivated ones and get the deals under contract.
- If the sellers you are talking to are long distance, obviously you can't meet face to face. Approach the deal the same exact way except fax or email over the sign up docs. Or, you watch the video in the Knowledge Center titled, “Technology Accelerators that Speed Up Deal Sign Up and Work Flow.”

Success Blueprint

Week 4 Actions

- Once you get the paperwork signed, upload the documents into the Documents tab of the client in ePartner.
- Get the “Memorandum of Agreement” document signed and notarized by the seller as well as yourself. Record at the county’s recorder office.
- Make sure a Joint Venture Agreement is signed by you for each deal that is signed up and uploaded them to ePartner for each specific deal.
- Date of Your First Deal Under Contract: _____

Group Coaching Calls

- Attend a Group Coaching Call

Team Building – Real Estate Attorney

- If the Closing Companies you communicated with did not have an attorney on staff, ask the closing companies who they recommend.
- Consider joining Rocket Lawyer for inexpensive legal help.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I’ll stay focused on achieving this goal UNTIL I reach it. I won’t let anything get in my way from getting 5 deals under contract.

Week 5 Actions

Marketing Implementation

- Make sure your first 2 chosen marketing techniques
- Implement marketing technique # 3

Real Estate Education

- Knowledge Center
 - Audio: “How to Evaluate Any Deal”
 - Audio: “Determining the Best Exit Strategy”
 - Video: “Secrets to Creative Finance Investing”
- Home Study Course
 - Chapter 5: Deal Evaluation

Coaching

- Attend a Group Coaching Call

Team Building – Mortgage Brokers

- Ask your closing company who the most successful mortgage brokers they know are, the more names you get, the better.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I’ll stay focused on achieving this goal UNTIL I reach it. I won’t let anything get in my way from getting 5 deals under contract.

Progress Check Up

- By the end of the fifth week, you should have signed up at least 1 deal.

Week 6 Actions

Marketing Implementation

- Make sure your first 3 chosen marketing techniques
- Implement marketing technique # 4

Networking

- Attend a Foreclosure Auction:** Schedule permitting, attend a foreclosure auction at your local courthouse and try to obtain the contact information of each investor who is there to bid on properties.

Real Estate Education

- Knowledge Center
 - Audio: “Real Estate Funding”
- Home Study Course
 - Chapter 8: Funding the Deal

Team Building – Hard Money Lenders

- Read Chapter 1: Section 5 Building Your Team (Part 5: Money Sources) and then locate all the hard money lenders in your area.

Coaching

- Attend a Group Coaching Call

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I’ll stay focused on achieving this goal UNTIL I reach it. I won’t let anything get in my way from getting 5 deals under contract.

Week 7 Actions

Marketing Effectiveness Determination

How effective are your current marketing efforts? Ask the following questions for each strategy to determine which are the most productive:

- Technique # 1: _____
 - Cost to Implement.....\$ _____
 - Amount of Time to Implement..... _____ Hours
 - Number of Leads Generated..... _____ Leads
 - Cost per Qualified Lead?\$ _____
 - Amount of Time per Qualified Lead? _____ Hours

- Technique # 2: _____
 - Cost to Implement.....\$ _____
 - Amount of Time to Implement..... _____ Hours
 - Number of Leads Generated..... _____ Leads
 - Cost per Qualified Lead?\$ _____
 - Amount of Time per Qualified Lead? _____ Hours

- Technique # 3: _____
 - Cost to Implement.....\$ _____
 - Amount of Time to Implement..... _____ Hours
 - Number of Leads Generated..... _____ Leads
 - Cost per Qualified Lead?\$ _____
 - Amount of Time per Qualified Lead? _____ Hours

- Technique # 4: _____
 - Cost to Implement.....\$ _____
 - Amount of Time to Implement..... _____ Hours
 - Number of Leads Generated..... _____ Leads
 - Cost per Qualified Lead?\$ _____
 - Amount of Time per Qualified Lead? _____ Hours

Networking

- Attend a Tax Sale:** Do some research of your county's property tax sale system and attend a tax deed sale / tax lien auction. Collect the names and contact info of everyone you can.

Real Estate Education

- Knowledge Center
 - Article: "10 Ways to be More Productive in Real Estate"
 - Video: "Rent to Own Tenant Buyers"
 - Video: "The Perfect Wholesaling Email to Send to Investor Buyers"
- Home Study Course
 - Chapter 7: Exit Strategies

Coaching

- Attend a Group Coaching Call

Team Building – Outsourcing

- If there are any tedious, repeat actions that you are taking each week to generate leads and you have the financial resources, look into outsourcing these tasks. Our coaching staff can point you in the right direction.
- If you want someone else to pick up incoming motivated seller calls, consider PATlive.com.
- If Signs were a viable marketing technique for you, search for a person that you can pay per hour to become your sign distribution person. Some areas may even have companies that will perform this service for you.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I'll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I'll stay focused on achieving this goal UNTIL I reach it. I won't let anything get in my way from getting 5 deals under contract.

Week 8 Actions

Marketing Implementation

- Make sure your first 4 chosen marketing techniques are working properly and you are quantifying your results.
- Implement marketing technique # 5

Networking

- Attend an Absolute Auction:** Attend an absolute auction hosted by a local auction company. Collect the names and contact info of everyone you can.

Coaching

- Attend a Group Coaching Call

Real Estate Education

- Knowledge Center
 - Audio: “Closing the Deal”
 - Article: “The Trust Method”
- Home Study Course
 - Chapter 9: Closing the Deal
 - Chapter 10: Section 7 (Automating this Business)

Team Building – Handy Man / General Contractor

- Using the network you have developed, locate one or more handyman/ general contractors.

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I’ll stay focused

on achieving this goal UNTIL I reach it. I won't let anything get in my way from getting 5 deals under contract.

Progress Check Up

- By the end of the eighth week of this blueprint, you want to have at least 2 deals under contract (if not more). **If not, get moving with more marketing for motivated sellers.**

Note: By the end of the 12th week, you want to have 5 deals under contract. If you aren't on this schedule quite yet, that's OK too. Everybody moves at their own pace. It's not a race. Just keep the goal in front of you. And never, ever, ever, ever, give up!

Week 9 Actions

Real Estate Education

- Home Study Course
 - Chapter 10: Putting it All Together

Coaching

- Attend a Group Coaching Call

Team Building – Cleaning Service

- Cleaning Company/Person

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I'll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I'll stay focused on achieving this goal UNTIL I reach it. I won't let anything get in my way from getting 5 deals under contract.

Week 10 Actions

Real Estate Education

- Knowledge Center
 - Video: “The Next Chapter in Short Sales”
- Home Study Course
 - Chapter 6: Deal Negotiation

Coaching

- Attend a Group Coaching Call

Networking

- Make sure you have attended each one of the following at least once:
 - Foreclosure Auction
 - Absolute Auction
 - Tax Deed Sale

Team Building – Carpet Cleaner

- Carpet Cleaner

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self-imposed and in the marketplace, to attain this goal. I’ll stay focused on achieving this goal UNTIL I reach it. I won’t let anything get in my way from getting 5 deals under contract.

Week 11 Actions

Marketing Implementation

- Make sure your first 5 chosen marketing techniques are working properly and you are quantifying your results.
- Implement marketing technique # 6

Coaching

- Attend a Group Coaching Call

Team Building – Lawn Mower / Landscaper

- Lawn Mower / Landscaper

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I'll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I'll stay focused on achieving this goal UNTIL I reach it. I won't let anything get in my way from getting 5 deals under contract.

Week 12 Actions

Marketing Implementation

- Review your motivated seller marketing efforts. What’s working? Evaluate each strategy you have employed with the following guideline:
 - Cost to Implement.....\$ _____
 - Amount of Time to Implement..... _____ Hours
 - Number of Leads Generated..... _____ Leads
 - Cost per Qualified Lead?\$ _____
 - Amount of Time per Qualified Lead? _____ Hours

Coaching

- Attend a Group Coaching Call

Team Building – Junk Remover

- Junk Remover

Goal Reminder

- My goal in the first 90 days is to get 5 deals under contract. I’ll overcome every obstacle, both self imposed and in the marketplace, to attain this goal. I’ll stay focused on achieving this goal UNTIL I reach it. I won’t let anything get in my way from getting 5 deals under contract.

Progress Check Up

- By the end of the 12th week of this Success Blueprint, you want to have signed up 5 (or more) deals. If you have not yet, get moving with more marketing for motivated sellers. You’ll get there. Just stay focused on the goal and don’t give up. You’ll be there.

Post 12 Week Actions

Your primary aims these past 12 weeks were to learn the fundamentals of the real estate business, learn the most effective marketing techniques for your area, implement those marketing techniques to their maximum potential and finally, to sign up 5 or more deals. If you managed to accomplish those aims (or are getting there), the following weeks of your business do not require a weekly checklist. You now have graduated to a new level in this business. Now your focus needs to be on closing the most promising deals you have under contract and adding new deals at a pace that fits in line with your personal goals and your schedule.

If you are working this business part time, 10 deals at one time may be about as much as you can handle. There is a point where getting too many deals under contract at once can be harmful because you neglect to take care of the deals that will get you paid on your existing deals. Getting new deals under contract can sometimes be a whole lot more fun than making sure your current deals are moving forward as quickly as they can be. If you are full time in the real estate business, sky is the limit for you and it may be wise to continue to put as many deals under contract as you can and not concern yourself with having too many.

Finally, stay connected to the coaching program. Participate in the coaching calls and submit coaching questions electronically through the ePartner® messaging system. In this business, taking care of the details is critically important. For we have learned that an ounce of prevention is worth a pound of cure. The coaching program allows you to get expert advice on the little snags of a deal before they become insurmountable problems.

After Your First Few Deals Close Actions

Once your first few deals have closed and you have received some good money, make sure you invest some of that money back into your business in the form of marketing. All businesses have to spend a certain amount of their revenues on marketing, real estate investing is no different. Hopefully, by now you have identified the best marketing techniques so with the extra money, you can pour more resources at the most productive strategies.

In addition, it may be time to consider getting your real estate license (if you haven't already done so). As you probably have witnessed, the deals that don't pan out can still earn you 3% commissions when you are licensed (which can really add up). One of the biggest myths in the world of real estate investing is to avoid obtaining your license. A real estate license allows you access to the MLS, the ability to list your own deals for free as well as the ability to earn 3% commissions on deals that don't fit as investment deals. In addition, for short sales, it improves your negotiating position because most entities like banks will be more apt to confide in a real estate agent than in an investor. Once your first few deals have closed, we suggest investing in your own career by obtaining your real estate license.

Once licensed, we recommend working with a brokerage firm that offers commission splits of 95/5 or simply charges a flat fee on every closing so that you can keep 100% of your commissions. Typically, these brokerages specialize in catering to investors who do not want to show up to agent meetings or handle desk duties on Sunday afternoons. You may have to do some searching to find the right one since many of these firms do not participate in heavy advertising.

Success Blueprint Conclusion

Congratulations on completing this entire blueprint! If you have completed all or the majority of the items, you are well on your way to a successful career in real estate investing. If you have skipped any steps along the way, make the decision that you will go back and complete them as soon as possible. The ability to follow through with commitments despite circumstances sets apart those who succeed in life from those who are always frustrated with their lack of results.

If you struggle with the ability to follow through with this system or any commitments you have made to yourself, you may want to consider listening to Anthony Robbins's 30 day Personal Power II The Driving Force program. It can be found by re-sellers online at sites such as eBay.com. Although Personal Power by Tony Robbins is more than 30 years old, it is certainly not out-dated and has helped hundreds of thousands of people develop very strong action taking skills.

After closing a few real estate deals, you will probably find that your journey has just begun. Try not to forget the fundamentals you have learned because there are few things more painful than learning the same lesson over and over again. We wish you the best of luck in the future and God bless.