

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 within the first 90 days. And although 5 deals may sound like a lot in such a short period of time, by applying what you learn, it can be done.

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 apprentice 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 segmented into 12 modules. You can complete the modules as quickly or as slowly as your schedule allows. This isn't "12 weeks"; it's 12 modules, because you can complete several modules in one week if you have extra time or spread out a module into several weeks if your life gets real busy. You want to complete each module before moving to the next one. Each item has a space to mark off your progress. Take the time 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 module, 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 completed all the steps in all 12 modules AND 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 this 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 cover 6 modules of training 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.

Module 1 - Getting Started

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 and 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.
- Complete your ePartner® walk through call with our staff

Real Estate Education

- Mandatory Trainings to Complete (Located in ePartner® Knowledge Center. All Mandatory Trainings are available in video format and specifically the CORE trainings are also available in digital audio format as well.)
 - INTRO CORE: You're Now the CEO Part 1 (*Video or Audio*)
 - INTRO CORE: You're Now the CEO Part 2 (*Video or Audio*)
 - INTRO CORE: You're Now the CEO Part 3 (*Video or Audio*)
 - INTRO CORE: Introduction to this System (*Video or Audio*)
 - INTRO CORE: Ultimate Creative Real Estate Investing Formula (*Video Only*)
 - INTRO CORE: Real Estate Market Cycles (*Video or Audio*)
- OPTIONAL*: To get an even deeper understanding of this topic, read the Manual too: (If you don't have this yet, you can access the digital version in the ePartner® Knowledge Center Training Manuals tab)
 - Read Getting Started / Introduction Section
 - Read Chapter 1: Section 1 (The Ultimate Investing Formula)
 - Read Chapter 1: Section 2 (Real Estate Investing 101)

Coaching

- Review the Coaching Call Procedures (ePartner® Coaching tab)
- Attend at least one Group Coaching Call (ePartner® Coaching tab)

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.

Module 2 – Generating Leads with Intent Based Traffic

ePartner®

- Test your ePartner® Simple Seller template website to make sure it is operating properly.
- 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

- Mandatory Trainings to Complete
 - STEP 1 CORE: Generating Seller Leads Part 1 – Generating Leads 101 (*Video or Audio*)
 - STEP 1 CORE: Generating Seller Leads Part 2 – Intent Traffic (*Video or Audio*)
 - Google My Business (*Video Only*)
 - Google AdWords (*Video Only*)
 - Optimizing Google AdWords (*Video Only*)
 - Google AdWords Remarketing (*Video Only*)

Implement What You're Learning

- Implement at least one Intent Based Traffic technique.
- Set up a Google AdWords campaign (and pause it if you don't want to run it). The key is to have it built. Make sure the Ads direct to your ePartner Simple Seller template website.

Vendor Network

- If it makes sense for your situation, initiate memberships to one or more of the Vendor Network “Lead Service Providers: Internet Leads”

Coaching

- 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”.

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

Module 3 Generating Leads with Advertising and List Targeting

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 1 CORE: Generating Seller Leads Part 3 – Direct Response Advertising (*Video or Audio*)
 - STEP 1 CORE: Generating Seller Leads Part 4 - List Targeting (*Video or Audio*)

Implement What You're Learning

- Implement at least one Broad Advertising and/or List Targeting technique (or implement more intent based traffic techniques depending on your specific situation and location).

Coaching

- Attend at least one 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

Module 4 – Talking to Sellers

Real Estate Education

- Mandatory Training to Complete
 - STEP 2 CORE: Qualifying Sellers Part 1 - Key Questions (*Video or Audio*)
 - STEP 2 CORE: Qualifying Sellers Part 2 – Lead Investigation (*Video or Audio*)
 - Determining Property Value (*Video Only*)
 - How to Get Local MLS Access (*Video Only*)
 - How to Use the MLS to Evaluate a Property (*Video Only*)
- OPTIONAL:* To get an even deeper understanding of this topic, read the Manual:
- Read Chapter 3: Sections 1 through 3 (Qualifying Leads)

Implement What You’re Learning

- Talk to some sellers and ask the key questions. Don’t worry about making mistakes. You can “screw up” and still be just fine. No harm, no foul. Just do it!

Coaching

- Attend at least one 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.

Module 5 – Evaluating Sellers

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 2 CORE: Qualifying Sellers Part 3 – Business Sense (*Video or Audio*)
 - STEP 2 CORE: Qualifying Sellers Part 4 - Evaluating Sellers Better (*Video or Audio*)
 - Creative Financing 101 (*Video Only*)
- *OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 3: Section 4

Implement What You're Learning

- Go back and look at the details of each of the sellers you have already spoken with and apply what you learned about evaluating them to decide on if any of them have any promise.

Coaching

- Attend at least one 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

Module 6 - Contracts

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 3 CORE: Getting Deals Under Contract Part 1 – Understanding Contracts
(*Video or Audio*)
 - STEP 3 CORE: Getting Deals Under Contract Part 2 - How to Get Contracts
Reviewed by an Attorney (*Video Only*)
 - What Forms to Use to Get a Deal Under Contract (*Video Only*)
 - Contract Tutorial: Agreement to Sell Real Estate (Standard and Creative
Financing) (*Video Only*)
 - Contract Tutorial: Affidavit and Memorandum of Agreement to Sell Real Estate
(*Video Only*)
- *OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 4: Get It Under Contract Section 1

Implement What You're Learning

- Get the Agreement to Sell Real Estate (Standard and Creative Financing) template we
provide reviewed by an attorney.

Group Coaching Calls

- Attend at least one Group Coaching Call

Team Building – Closing Company & Real Estate Attorney

- 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.
- 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.

Module 7 - Getting Deals Under Contract

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 3 CORE: Getting Deals Under Contract Part 3 – Offer Strategy 101 (*Video or Audio*)
 - STEP 3 CORE: Getting Deals Under Contract Part 4 – Offer Strategy Mastery (*Video or Audio*)
 - STEP 3 CORE: Getting Deals Under Contract Part 5 – Presenting Offers (*Video or Audio*)
 - STEP 3 CORE: Getting Deals Under Contract Part 6 – Overcoming Objections (*Video or Audio*)
- *OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 4: Get It Under Contract Section 2

Coaching

- Attend at least one Group Coaching Call

Implement What You're Learning

- Go look at house and meet with a seller, even if the seller isn't completely motivated and apply everything you have learned.
- 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, watch the video in the Knowledge Center titled, "Getting Contracts Signed Digitally."
- If you are dealing with a motivated seller and you get the deal under contract, upload the documents into the Documents tab of the client in ePartner.
 - Get the "Memorandum of Agreement" document signed and notarized and record at the county's recorder office.
 - Make sure you complete a Joint Venture Agreement (it can be done digitally in ePartner by clicking the eSign symbol) for each deal that you get under contract.

Module 8 – Due Diligence

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 4 CORE: Due Diligence Part 1 - Verifying Details (*Video or Audio*)
 - STEP 4 CORE: Due Diligence Part 2 - Estimating Repairs (*Video or Audio*)
 - STEP 4 CORE: Due Diligence Part 3 - Master Investor Skills (*Video or Audio*)
- *OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 5: Deal Evaluation

Implement What You're Learning

- If you have a deal under contract, complete the due diligence steps taught in this module as fast as you can.

Coaching

- Attend at least one 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.

Module 9 - Exit Strategies

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 5 CORE: Exit Strategy Part 1 - Selling/Renting 101 (*Video or Audio*)
 - STEP 5 CORE: Exit Strategy Part 2 - Selling/Renting Mastery (*Video or Audio*)
 - STEP 5 CORE: Exit Strategy Part 3 – Selling Rent to Own or Owner Financing (*Video or Audio*)
- OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 7: Exit Strategies Section 1-6

Implementing What You're Learning

- Google for “Flat Fee Listing Services” in your area and contact the best ones.

Coaching

- Attend at least one 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.

Module 10 - Renovating Houses and Dealing with Contractors

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 5 CORE: Exit Strategy Part 4 - Renovating Houses and Dealing with Contractors 101 (*Video Only*)
 - STEP 5 CORE: Exit Strategy Part 5 - Renovating Houses and Dealing with Contractors Mastery (*Video or Audio*)
- OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 7: Exit Strategies Section 7-9

Coaching

- Attend at least one Group Coaching Call

Team Building – Contractors

- Cleaning Company/Person
- Handyman
- General Contractor
- Carpet Cleaner
- Junk Remover
- 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.

Module 11 - Funding

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 6 CORE: Closing Part 1 - Understanding Funding (*Video or Audio*)
 - STEP 6 CORE: Closing Part 2 - Understanding Funding Better (*Video or Audio*)
 - How Does the Funding Work? (*Video Only*)
- OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 8: Funding the Deal

Coaching

- Attend at least one Group Coaching Call

Team Building – Hard Money Lenders

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

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.

Module 12 – Closing the Deal

Real Estate Education

- Mandatory Trainings to Complete
 - STEP 6 CORE: Closing Part 3 - Controlling the Deal (*Video or Audio*)
 - STEP 6 CORE: Closing Part 4 - Closing the Deal (*Video or Audio*)
 - STEP 6 CORE: Closing Part 5 – Subject To Closing (*Video or Audio*)
- *OPTIONAL*: To get an even deeper understanding of this topic, read the Manual:
 - Read Chapter 9: Closing the Deal

Coaching

- Attend at least one 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.

Post Module 12 Actions

Congratulations on completing the 12 modules! That is a huge accomplishment. Whether you completed it quickly or slowly, the important thing is that you finished it. And believe it or not, you know as much or more about real estate investing than just about anyone else in the world. You may not have the results to show you are one of the top investors on the planet yet, but you have the knowledge now.

If you haven't reached your goal of getting at least 5 deals under contract, the main reason is usually marketing for motivated sellers. Here's what you need to do, in order to determine which techniques are working and which ones are not. Complete this for each seller marketing strategy you are currently doing:

Technique Name: _____

- 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

By performing this exercise, you begin to clearly see which techniques are working better than others. Once you can see what is working better, “double down” on that technique and do more of that, while pausing or stopping those techniques that aren't working as well.

Perhaps you are overwhelmed by everything and need help with getting all of your responsibilities done in a day? Consider watching the video, “PUTTING IT ALL TOGETHER: Hiring an Assistant”.

Regardless of the results at this point, you still 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, 5 deals at any 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. If you are considering going full time in this business, definitely watch this video, “PUTTING IT ALL TOGETHER: Going Full Time”.

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.

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.