

Your Step-by-Step Checklist

Pre-start - Order and read the book, **Secrets of the Millionaire Mind** by Harv Eker. If you don't have an "Aha moment", read it again until you get what is holding you back, no matter how successful you believe you are. Do not purchase the CD's as they are an abridged format – lacking much of the original written content! DON'T wait to get started until after you read this book – GET STARTED NOW!

Business Cards - Use Vistaprint.com, another online printer or a local printer to get your business cards printed. Put as much contact info on the card as possible but get them printed so you have them to hand out. Print 500 or less to start as you may change them later. They are your least expensive form of advertising!

Pick a Business Entity – **Don't** form a Sub-S Corp or an LLC until you make some money. The purpose of either entity is for the benefit of taking deductions that the IRS would otherwise view your business as a hobby and disallow deductions.

Current thinking is an ideal entity to open is an LLC but have it taxed as a Sub-S Corporation, but consult with your attorney and/or CPA before making a final decision.

You always have the option of using a land trust if you are concerned about personal liability and there is a Course in this material for that purpose.

WARNING – this is not elementary school or high school so don't **exaggerate, inflate or make up things** that happen to you as excuses for you not making offers or getting deals. For example, ***"Every Realtor® I speak to says I'll never get a deal because my offers are too low."*** Either you are not talking to enough Realtors® or you are exaggerating what a few have said to try and make a point that our Program isn't working. Either way, ***you will never be successful if you are known for your excuses rather than your successes...***

Our Program and its contents have been proven to work thousands of times BUT only if you work it. Learning the process of "working" with Realtors® will overcome the huge learning curve that stops most new investors. As you become more proficient, you will find niches within the real estate investing arena that you will gravitate to and become successful. Keep marketing for buyers and sellers, making offers, keep following up!

I suggest you use the following list and explanation of the contents of the Program as your Checklist to keep track of what you have completed.

MODULE 1 – Getting Started

Module 1 has 11 Steps starting with

Step 1 – Introduction This is a **video** introducing you to the five types of wholesaling and the 8 steps in a wholesale deal. Much of the parts of this Intro Video will be repeated in depth elsewhere – but spend the time to go through it completely.

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Watch the video

Step 2 – How to Use Program –

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Lesson 1 – This document is your Introduction to the beginning of your Journey First, read through this entire document before starting to go on to the other Modules, Steps and Lessons.

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Lesson 1a – This document is your Checklist of you Step-by-Step Process for your personal use. The online materials also have a “percentage completion” feature that indicate what you have finished and where you leave off each time you access the materials.

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Lesson 2 – This is an Introduction and explanation of what you should be doing daily. It may look onerous but it will become routine as you get further into the material..

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Lesson 2a – This is your Checklist of what you should be doing daily. Please take it seriously as these Action Steps will be the core actions of you becoming successful!

If you have chosen our Coach Option, contact us by email if you get stuck. Please go through the material once as most questions will be answered further into the Program. Most often, the answer is simple but finding these answers is the beginning of your future in facing day-to-day issues that come up in your real estate investing.

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Lesson 3 – This explains the three (3) types of emails that Coaching Students should use to communicate with us. Disregard this if you did not take the Coaching Option offer to you.

Step 3 – Overcoming Fears – In this file folder you’ll find a pdf about Overcoming Fear and a series of videos from a live event I did. I included the live event because people learn differently and many people these days do not like to read. If reading is something that bothers you – **START RIGHT NOW and READ!** *Reading will be your personal power in the future and especially where contracting is concerned.*

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Watch the 18 videos

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Read the pdf

Step 4 – Trilogy of Truths – This file folder contains a pdf and a video. These three

simplistic ideas can change your life forever but you have to use them!

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Watch the video

Read the pdf

Step 5 – Planning Your Future – You have a video and spreadsheet in this file folder.

Watch the video of how the spreadsheet works and then try it yourself. **If you are an Apple user**, the pass word that's you'll need to access the Excel® spreadsheet is plan4free

Many times new investors have expectations far beyond what can be achieved in their first year. I never want to discourage anyone but I also don't want anyone to quit because they get frustrated trying to achieve a goal that could be reached in a year or two and they quit.

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Watched the instructional video

Worked the spreadsheet

Step 6 – This Can be You – this file folder has two file folders in it. The first “Specific Situations” has six videos where types of deals the Students did are discussed. Any of the videos you have already seen in this Program should watched again – simply for the motivational and learning aspects.

The second file folder had two compilations of Student interviews entitled “Why Not You”. If you see any reference to the software REIFAX.com it is only available in Florida. Other specific types are available in the rest of the country and there are substitutions so don't fixate on your don't have something you need..

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Watched the 6 videos in “Specific Situations” file folder

Watched the 2 videos in “Why Not You” file folder

Step 7 – Earn Over \$200k a Month – is a “white Sheet” Report on how one of my Students took his business to another level. Goes to show you anything is possible and you too can do it somewhere in the future – **if you persist!**

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Read the pdf

Step 8 – Time Management – this file folder contains the first full-blown Course that you should be using in your daily life. No matter how much money or assets you have everyone has the same amount of time and it is fast diminishing every day. Watch the two videos (Part 1 and Part 2) which are a live presentation that I did, more importantly START incorporating the ideas into your daily lifestyle immediately.

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Watch the two (2) videos

Read the pdf

Used the Workbook

Step 9 – Should You Be a Realtor – In the first pdf I discuss the difference of how much Students made on 6 properties randomly chosen properties. In the second pdf I discuss the pros and cons of being an agent while trying to be an investor.

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Read the first pdf – “Better to be an Investor or Agent?”

Watch the Video “How to Work with Realtors”

Read the second pdf – “Should you be a licensed Agent?”

Step 10 – Finding Private Money – This file folder contains a complete Course on finding all the private money you’ll ever need. Even though we try to do every deal with little or no money at all, there will be a time when you can do certain deals that require money. Your choices are conventional lenders (lowest probability), hard money (easier to get money but the cost is very high) and private money which is the least expensive. The rest of the Module explains the differences between Hard Money and Transactional Funding.

Lesson 1 – Finding Private Money – this file folder has the complete Course that has helped my Students raise tens of millions of dollars at interest rates way below hard money rates. It has multiple parts but become familiar with what’s in it so you can be ready when you want to start have money to work with for rehabbing or landlording.

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Sample Docs in pdf format – this file folder contains eight (11) pdf documents that are typically used in doing lending from private investors. **ALWAYS** have legal documents reviewed and drafted by an attorney in your area to sure you are doing things legally – these documents, as all the documents in this material, are only SAMPLES.

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Finding Private Money Lenders Text -- this 177 page pdf covers all the aspects of how to go about finding and securing Private Money

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Private Lender Application - Word Doc

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Safe Money Alternatives – a Power Point® slide presentation that can be printed or used as a slide show. Very powerful at answering questions that your prospects wouldn’t have otherwise know to ask. This source of funds is from CD’s, savings accounts and other low to zero interest rate alternative

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Self-Directed Retirement Plans – a Power Point® slide presentation that can Be printed or used as a slide show. Very powerful at answering questions that your prospects wouldn’t have otherwise know to ask. This source of funds is from IRA’s and 401-K Retirement plans.

Lesson 2 – How Hard Money Works – this file folder contains a pdf explanation of what to expect if you have to use Hard Money

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Read the pdf – “How Hard Money Lenders Make Money”

Lesson 3 – Transactional Funding

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Read the pdf – “Different Types of Transactional Funding”

Next view all of the following videos in the file folder

- [] **2 – “What is Transactional Funding”** - Video
- [] **3 – “What is Extended Transactional Funding”** - Video
- [] **4 – “What Do Transactional Funders Pay For”** - Video
- [] **5- Transactional Funding POF Letter”** - Video

Step 11 – FAQ’s –

- [] **FAQ’s 1** This and the following two files are audio files **that should be transferred to your phone or onto to CD** to play in your car while traveling. If you don’t commute to work, **listen to them now.**
- [] **FAQ’s 2** These questions are a myriad of Students questions that go from almost absurd to important.
- [] **FAQ’s 3**

Not sure how long it took you to get Module 1 completed but don’t worry about it! Keep moving forward and you will be ever closer to your new career if you stay on the Path we outlined in this program!

MODULE 2 – 8 Steps of Wholesaling

Our ultimate focus in this Program is to get you to wholesale as quickly as possible. It may not feel like that after reviewing the materials in Module 1. However, you need some basics no matter what your experience and we continue this learning process in Module 2. As in Module 1 the materials occasionally require **Action Steps** so, for your benefit, do them as you come to each one.

Module 2 has 10 Parts including 8 Steps starting with -

1 – Do This FIRST! – This “Step” has three Lessons that all have **VERY IMPORTANT ACTION STEPS!** Get these completed as quickly as possible because they will be a core part of your wholesaling career.

- [] **Lesson 1 – Start Your Email List**
- [] **MailChimp Set Up Help and Links – pdf**
- [] **MailChimp Video Tutorial – Video**

- [] **Lesson 2 – Why Additional Emails**
- [] **“Why 3 New Emails” – pdf** – NOTE this is very important to your wholesaling success so if you haven’t already, **OPEN THEM NOW.**

- [] **Lesson 3 – Additional Lead Generators**
- [] **1 – MLS Auto Lead Generator** – file folder containing a video and a pdf that are designed to **get you started receiving leads immediately... at no cost**
- [] **MLS Auto Lead Generator – video explanation of the process**
- [] **MLS® - Key Words - pdf**

2 – Craigslist Auto Lead Generator – literally as soon as you set this software up you'll start getting leads. Many will be bogus but you only need one to make a lot of money. The ones from other wholesalers should be added to your buyers list.

- [] **Step 1 – Craigslist list Generator** - video
- [] **Step 2 – Craigslist Lead Generator** – pdf Power Point® presentation
- [] **Step 3 – Checklist for Generator** – pdf

8 Steps of Wholesaling – This “Step” is your first introduction into the world of the life cycle of a real estate closing. Watch the following videos –

- [] **Summary of the Wholesale Process Step 1 - video**
- [] **Summary of the Wholesale Process Step 2 - video**
- [] **Summary of the Wholesale Process Step 3 - video**
- [] **Summary of the Wholesale Process Step 4 - video**
- [] **Summary of the Wholesale Process Step 5 - video**
- [] **Summary of the Wholesale Process Step 6 - video**
- [] **Summary of the Wholesale Process Step 7 - video**
- [] **Summary of the Wholesale Process Step 8 - video**

- [] Next review the **“Real Estate Deal Flow Chart” – pdf** which is a flow chart of the “cycle of getting and closing a deal.

- [] **“What Happens in a Wholesale Deal”** – pdf of the slide presentation shown In the “8 Step Summary video above

Step 1 - Finding Buyers

- [] **Lesson 1 – Building a Buyers List – 21 pdf’s**
- [] **Lesson 2 – What About Realtors - video**
- [] **Lesson 3 – The Bomb List Building Tip – pdf**

Step 2 - Finding Motivated Sellers

- [] **Lesson 1 – Power Prospecting – 11 pdf’s**
- [] **Lesson 2 – Get Realtors to Bring You Deals - video**
- [] **Lesson 3 – What to Say to Agents – pdf and a video**

Step 3 - Determining Value

- [] **Lesson 1 – What is a Property Worth – pdf and a video**
- [] **Lesson 2 – Determining the Perfect Offer**
 - [] **Calculating ARV Software – Excel® Spreadsheet**
 - [] **Determining the Perfect Offer – Part 1 – video**
 - [] **Determining the Perfect Offer – Part 2 – video**
 - [] **Determining the Perfect Offer – Part 3 – video**

Lesson 3 – Deal or No Deal Software

- [] **Data Collection Sheet - pdf**
- [] **Deal or No Deal Software – Excel® Spreadsheet**
- [] **Example Property – Review pdf**

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Step-by-Step Property Analysis – pdf

Step 4 - Structuring the Offer

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Lesson 1 – Structuring the Offer – pdf

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Lesson 2 – Bonus for Realtors – 2 videos

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x “18”

18 Ways with No Money – 18 pdf’s

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Lesson 3 – What About Code - Lien Issues – video

Lesson 4 – Multi-family Properties –

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Video Training

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Excel® Spreadsheet

Lesson 5 – Different Types of Deals - videos

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Absentee Owner Deal

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Beneficial Interest Transfer

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Hard Money Deal

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Short Sale Deal

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Yellow Letter Deal

Step 5 - Presenting the Offer

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Lesson 1 – Presentations to Sellers – pdf

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Lesson 2 – Getting Sellers to Accept Low Offers - pdf

Lesson 3 – Realtors Objections and Answers

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Realtors Objections and Answers - pdf

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Realtors Objections and Answers - video

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x 11

Lesson 4 – 11 Ways to Explode Your Profits – 11 videos

Lesson 5 – Even Bigger Profits

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How to Increase Your Profits - pdf

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Sample Contractor Report - pdf

Step 6 - Writing Contracts

Lesson 1 – Writing Bullet Proof Contracts – pdf

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Writing Bullet Proof Contracts Part 1 – video

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Writing Bullet Proof Contracts Part 2 – video

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Writing Bullet Proof Contracts Part 3 – video

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Writing Bullet Proof Contracts – pdf

Lesson 2 – FAQ Webinars

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Coaching and Mentoring Student FAQ - Part 1 – video

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Coaching and Mentoring Student FAQ - Part 2 – video

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Coaching and Mentoring Student FAQ - Part 3 – video

Lesson 3 – Sample Documents

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Sample Buyer Purchase Contract – Word® Doc

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Sample Seller Contract – Word® Doc

Lesson 4 – Deal Checklist

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Sample

Step 7 - Determining an Exit Strategy

Lesson 1 – Determining an Exit Strategy – pdf

Lesson 2 – How to Take Pictures – video

Lesson 3 – Emergency Sales Kit - pdf

Lesson 4 – FSBO Power Selling System

Various Forms and Materials for Sales – 4 pdf's

Audio Intro to FSBO PSS – Audio file

FSBO PSS - Quick Start Manual - pdf

FSBO PSS Bonus Booklet – Moving Tips - pdf

FSBO PSS Bonus Booklet – Staging - pdf

FSBO PSS Part 1 – Chapters 1 – 13 - pdf

FSBO PSS Part 2 – Chapters 14 – 17 - pdf

FSBO Sale and Sign Placement - video

FSBO Sale in a Hurry - video

Two FSBO Sales in One Day - video

Step 8 - Going to Closing

Lesson 1 – Life Cycle of a Real Estate Closing – pdf

x 11 Lesson 2 – No Money Closings – 11 videos

Lesson 3 – Stopping Buyer – Seller Defaults

18 Common Reasons Deals Don't Close - pdf

18 Way to STOP Deal Theft – pdf (elsewhere also)

Stop Deal Theft - video (elsewhere also)

x 19 What Realtors Can Do to 2 X Their Income – 19 videos

MODULE 3 – 5 Types of Wholesaling

Introduction to 5 Types

Live Presentation – 2 videos

5 Types of Traditional Wholesaling – video

Type 1 – Traditional –

Traditional Wholesaling – video

Type 2 – Wholesaler to Wholesaler –

Slides of the Live Presentation – pdf

Live Presentation – 3 videos

Type 3 – Multi-families

Massive Profits in Multi-families – video

Slides of Massive Profits... – pdf

Rental Return Calculator Instructions – video

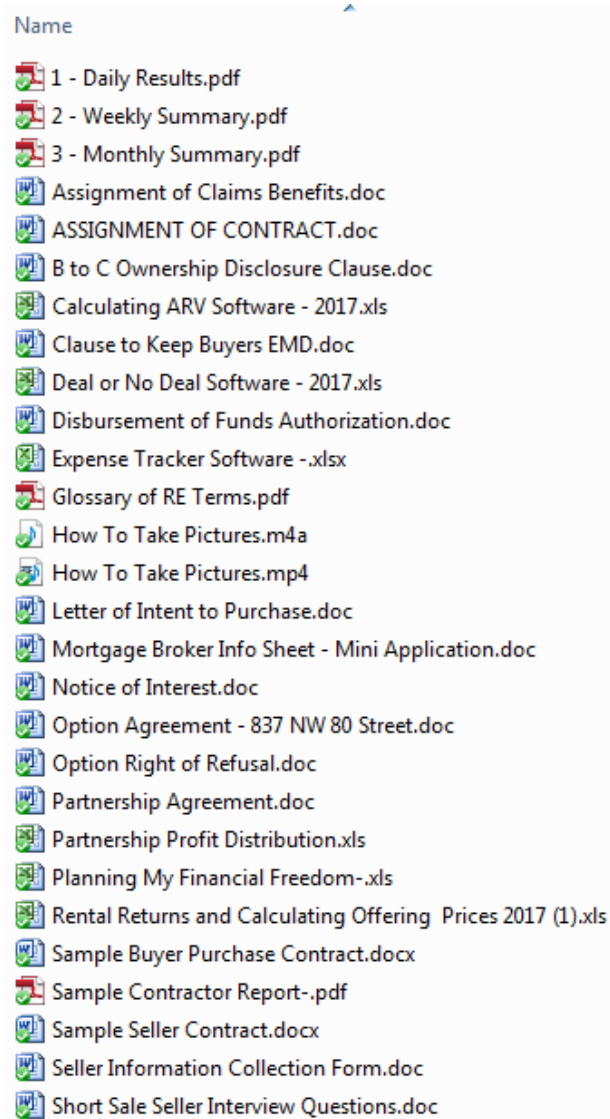
Rental Returns - Offering Calculator – Excel Spreadsheet

[] **Type 4 – Recycling Deals**
[] **Recycle Wholesale Deals – video**

[] **Type 5 – Black Hat**
[] **1 - Introduction to Black Hat – video**
[] **2 - Stop Deal Theft – video**
[] **18 Ways to STOP Deal Theft – pdf (Repeated in another area)**
[] **Deal Theft – Interview 1 – video**
[] **Deal Theft – Interview 2 – video**

MODULE 4 – Tool Box

Do Not Spend the time reviewing any of these documents until you need them!



Name

- 1 - Daily Results.pdf
- 2 - Weekly Summary.pdf
- 3 - Monthly Summary.pdf
- Assignment of Claims Benefits.doc
- ASSIGNMENT OF CONTRACT.doc
- B to C Ownership Disclosure Clause.doc
- Calculating ARV Software - 2017.xls
- Clause to Keep Buyers EMD.doc
- Deal or No Deal Software - 2017.xls
- Disbursement of Funds Authorization.doc
- Expense Tracker Software - .xlsx
- Glossary of RE Terms.pdf
- How To Take Pictures.m4a
- How To Take Pictures.mp4
- Letter of Intent to Purchase.doc
- Mortgage Broker Info Sheet - Mini Application.doc
- Notice of Interest.doc
- Option Agreement - 837 NW 80 Street.doc
- Option Right of Refusal.doc
- Partnership Agreement.doc
- Partnership Profit Distribution.xls
- Planning My Financial Freedom-.xls
- Rental Returns and Calculating Offering Prices 2017 (1).xls
- Sample Buyer Purchase Contract.docx
- Sample Contractor Report-.pdf
- Sample Seller Contract.docx
- Seller Information Collection Form.doc
- Short Sale Seller Interview Questions.doc

From here on out, repeat what you need to do daily as shown on Module 1, Lesson 2a.