

Personal Training Curriculum

Month 1

- Why Real Estate? Learn why investing in real estate is preferred over other investment vehicles.
- But I don't like math and investing involves math? Don't worry, I will give you an example of how quickly and effortlessly I analyze property using my analyzer.
- TEAM? I will show who you need on your team and why.
- Terminology and definitions. BORING! Maybe a little but it is extremely important that you understand the lingo.

Month 2

- How to find deals.
- Where is a good area to invest in?
- What are good numbers?
- Things to avoid when looking at properties.

Month 3

- I found a deal, so how do I make an offer?
- How do I find a good agent and who pays them?
- I hate negotiating!
- What clauses do I put in an offer? (4 basic never leave out clauses)

Month 4

- Due diligence review and verify the numbers.
- What about inspections?
- Do I use a Bank or a Mortgage Broker?
- How do I get the lender to say yes?

Month 5

- It looks good, now what? Waiving conditions.
- I waived my conditions, now what?

- Congratulations, you now own a rental property so start treating it like a BUSINESS!
First we will discuss "People Management"
 - Second we discuss actual property Management of the physical property.
 - Last we talk about the "Financial Management".
Know your numbers.

Month 6

- No Money? No Problem! Discuss what a no money deal really is (OPM).
- JV's What are they and how do they work?
- VTB?
- Hardmoney?
- Investing RRSP's

Month 7 Other Real Estate Investing Techniques

- Assignments! No money, no credit, no worries.
- Flips
- Lease Options
 - Sandwhich lease options
 - Purchase lease options

Month 8

- Bonus! You will have to wait and see☺
(I will talk about mind set and the psychology of winning!)