



Presents

Opportunity Creator™

A Systematic Approach to Consistently Profiting
In Pre-Foreclosure Real Estate

DVD Course Outline for 3-day Boot Camp

SYSTEMATIC INVESTING

DAY 1

Session 1

1. Speaker Introductions
2. Strengths of Our Team
3. Results We Achieved with a Systematic Approach to Profit
4. Definition of Systematic Investing
5. True Stories of Real People
6. The Mechanics of Systematic Investing
7. Your M.E.A.L. Ticket to Success
 - a. Motivation
 - b. Education
 - c. Application
 - d. Lifestyle

Session 2

8. Four Key Components for Long Term Business & Investing Success
9. How Systems Affect the Success or Failure of Business
10. The Seven Big Mistakes New Real Estate Investors Make
11. Choosing a Safe Path to Profits
12. What is Traditional Real Estate Investing?

Session 3

13. What is Systematic Real Estate Investing?

- 14. Preparation for Systematic Investing
 - a. Assemble Your Team
 - b. Get Educated: Systematic Pre-Foreclosure Investing Fundamentals
 - c. The Mechanics of Systematic Investing
- 15. Systematic Investing Step #1: Implement a Marketing Program
 - a. Define Your Market
 - b. Prospect for Pre-Foreclosure Opportunities
 - i. Characteristics of Good List Providers
 - ii. National List Providers
 - c. Implement Systematic Marketing
 - i. Marketing to Pre-Foreclosure Leads

Session 4

- ii. Developing a Great Marketing Piece: 5 Key Ingredients
 - 1. Sample Marketing Letter – “Lis Pendens”
 - 2. Sample Marketing Letter – “Pending Sale”
 - 3. Sample Marketing Brochure
- iii. Multiple Marketing Campaigns

Q&A

END DAY 1

DAY 2>

Session 1

- 16. Buyers: Three Main Types
- 17. Building Lists
 - a. Sample Ads
- 18. Execute Your Campaigns!
 - a. Screen New Opportunities
 - b. What to Do When Your Phone Rings
- 19. Facts About Sales
- 20. Step #1 in the Sales Process: *Sell Yourself!*
 - a. Customer Call Flowchart

Session 1

- 21. Perform Due Diligence
 - a. Sample List Provider Data Record
 - b. Sample Lis Pendens & Mortgage
 - c. Sample Other Liens & Judgments
 - d. Sample Comparables Report
 - e. Sample County Appraisal & Property Locator
- 22. Have Your First Meeting

23. Step #2 in the Sales Process: *Sell the Desire!*
 - a. First Meeting Flowchart
24. Step #3 in the Sales Process: *Sell the Company!*
 - a. Present a Professional Image
 - b. Establish Credibility with a Website

Session 3

25. Your First Client Meeting
 - a. Documents for Your First Meeting
 - b. Discuss Forbearances First
 - c. Bank Settlement: Forbearances
 - d. Discuss Other Options Second
26. Step #4 in the Sales Process: *Sell the Solution!*
 - a. Types of Foreclosure Solutions
27. Systematic Investing Step #2: Analyze Opportunities with Multiple Profit Models
 - a. Perform 2nd Phase of Due Diligence
 - b. Utilize Automated Software Tools
 - i. Perform Transaction Analysis
 - ii. Review Analysis Results
 - iii. Profit Model Control Panel
 - iv. Profit Model Data and Results
 - v. Transaction Analysis Details

Session 4

28. Systematic Investing Step #3: Select the Best Profit Model(s) and Get Your Client's Buy-in
 - a. Select the Right Profit Model
 - b. Prepare and Print Paperwork
29. Perform 3rd Phase of Due Diligence
30. Step #5 in the Sales Process: *Reinforce the Desire!*
31. Step #6 in the Sales Process: *Present the Solution and Terms!*
32. Step #7 in the Sales Process: *The Warm Down!*
33. Systematic Investing Step #4: Choose Your Exit Strategy
34. Systematic Investing Step #5: Structure the Transaction
 - a. Transaction Document Management
 - b. Prepare and Print Plan of Action
 - c. Organize Your Paperwork
 - d. Transaction Documentation
35. Systematic Investing Step #6: Process the Transaction – Execute Specific Tasks
 - a. Execute Your Plan of Action
 - b. Perform 4th and Final Phase of Due Diligence
36. Systematic Investing Step #7: Settle the Transaction and Get Paid!
 - a. Closing and Settlement
 - b. Transaction Documentation

Q&A

END DAY 2

DAY 3

Session 1

- 37. Review of the Systematic Investing Cycle
- 38. Contract Assignment
 - a. Risk vs. Complexity
 - b. Profit Model Overview
 - c. Virtual Mentor
 - d. How it Works
 - e. Benefits and Disadvantages
 - f. Documentation and Legal Requirements
- 39. Power Flip
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Virtual Mentor
 - e. How it Works
 - f. Benefits and Disadvantages
 - g. Documentation and Legal Requirements
 - h. Power Flip Case Study

Session 2

- 40. Equity Partnership
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Virtual Mentor
 - e. How it Works
 - f. Benefits and Disadvantages
 - g. Documentation and Legal Requirements
- 41. "Subject-To" Purchase
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Virtual Mentor
 - e. How it Works
 - f. Benefits and Disadvantages
 - g. Documentation and Legal Requirements
- 42. Wholesale Purchase
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Virtual Mentor
 - e. How it Works
 - f. Benefits and Disadvantages
 - g. Documentation and Legal Requirements

Session 3

- 43. Lease Options
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Virtual Mentor
 - e. How it Works
 - f. Benefits and Disadvantages
 - g. Documentation and Legal Requirements
 - h. Case Study #1: A Marginal Profit Opportunity
 - i. Case Study #2: An Excellent Profit Opportunity
- 44. Short Sales
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Things to Know About Banks
 - e. How it Works
 - f. Virtual Mentor – Probability of Bank Acceptance
 - g. Virtual Mentor – Flip Exit Strategy
 - h. Benefits and Disadvantages
 - i. Documentation and Legal Requirements

Session 4

- 45. Rehab & Rent and Rehab & Flip
 - a. Risk vs. Complexity
 - b. What is it?
 - c. Profit Model Overview
 - d. Virtual Mentor – Rehab and Flip
 - e. Virtual Mentor – Rehab and Rent
 - f. How it Works
 - g. Benefits and Disadvantages
 - h. Documentation and Legal Requirements

Wrap-Up

- 46. Closing Remarks
- 47. Questions & Answer