

Netting

\$1,000,000

**Per Year, Every Year
for the Rest of your
Life**

Why is it some people
net a million or more
every year and others
struggle from deal to
deal and never get
going?

- Are they smarter?
- Do they have more experience?
- Do they have more money?
- Are they lucky?

The Answer is.....

NOPE

Then what sets them
apart from all those
who don't make a
million bucks?

There are actually
several **Critical Keys**
they all have in
common.

**#1 – Commitment to
succeed and do what it
takes. Not what's
convenient.**

#2 – Enough training to know exactly what needs to get done and how.

- **Quick Start School**
- **Business Management**
- **Mentor**

#3 – A clear understanding you must have help and a willingness to delegate as well as a mentor to keep you on the right path.

#4 – A team to delegate to so you can spend time making decisions and guiding the Team.

- **Personal Assistant**
- **Virtual Assistant**
- **Acquisitionist**

**#5 – Systems in place
so everything is automated
and information is instant.**

- **PatLive**
- **Virtual Assistants**
- **DREAMS**
- **Acquisitionist**

#6 – Constant lead generation for sellers and buyers.

- **Virtual Assistants**
- **YellowLetterLady.com**
- **Gold Club**

#7 – A strong positive cash flow so you can operate from strength not from chaos.

Low Outgo – High Income

#8 – A plan that makes sense for you, not a pipe dream you'll never achieve.

**You can't build a
meaningful plan until
you know the answers to
these questions!**

Questions

1. Are you doing Terms, Rehabs, wholesales?
2. What's your average cash profit expected from each?

3. How many YES Leads will you need to get one deal?

4. How many total leads will you need to get X Yes leads?

5 – Leads

3 – Get on phone

1 - Yes

Marketing

5. How much are you willing to spend to get a YES lead?

6 leads per 1 Yes

6. What lead gen methods do you intend to use to get your lead quota?

Gold Club Leads

Ads

VA Sourced

FSBO Signs

Field Agents

Signs

Yellow Letters

Marketing

How much will you need per month for marketing?

Cost per Yes lead x leads required

Operating

7. What staff do you plan to hire, i.e. acquisitionist, PA, admin?

Operating

8. How much do you intend to pay them?

- PA \$600 week
 - Acquisitionist \$500 week
 - Admin \$400 week
-
- \$1,500 week
\$6,000 month

Operating

9. What do you intend to pay yourself?

\$1,000 week = \$4,300 month

Operating

10. What do you estimate all other operating costs to be monthly?

11. Marketing plus operating equals total cost of doing business. What is yours?

12. Subtracting your total cost from your projected revenue, how many houses do you need to meet your \$1 Million net goal?

Divide this number by average profit per house

2018

Net A Million

Mastermind Group

**3 meetings a year with
me in Jacksonville.**

**15 members total + 1
guest each.**

One per city.

Open access to me.

Cell Phone

Email

**Sorry, no beginners.
5 deal minimum**

Residential And Commercial

I'll partner.

\$15,000

4 payments

\$14,000 full pay

**I'll need your
application now.**

Will let you know here.