



**DEBT  
FREE**

**PROPERTY BLUEPRINT**

SESSION 1

# WORKBOOK

**NO  
FLIPPING  
EXCUSES**

# House Keeping

NOTES:

## House Keeping

- Quiet Environment
- Watch the replays in the Facebook Group
- Attend Q&A on Friday



1. Please post your **questions** in the ***Debt Free Property Facebook Group.***
2. Your questions will be answered **LIVE** on the **Friday Q&A session.**
3. Kindly respect your fellow attendees and **mute your audio** for the duration of the session.

# Welcome

NOTES:

## Welcome

### Core Lessons

- Core lessons will take place on **Mondays** at **12:00pm**
- These sessions will be about **90 minutes**
- You will receive a **unique link** for each session via email each week



## Welcome

### Replays

- Watch the replays in the **Facebook Group** if you need to review what you have learned
- **Post your questions** as comments on the replay post
- Attend the **LIVE Q&A session** on **Friday** where your questions will be answered



# The Process

NOTES:

## The Process

### Onboarding with the team

- Schedule your *onboarding call* [www.noflippingexcuses.com/dfpbonboarding](http://www.noflippingexcuses.com/dfpbonboarding)
- The onboarding call will guide you through the *action steps*
- Submit your *3 county selections* over the onboarding process or set a follow-up call afterwards to gather this information.



## The Process

### Accessing the Debt-Free Property Blueprint Lessons

- Log into [www.noflippingexcusesacademy.com](http://www.noflippingexcusesacademy.com) and access your Debt Free Properties Blueprint *Coaching Lessons*
- Review the *Perfect Day* and Join the *Private Facebook Group*
- *Call, text or email* the team with your coaching group questions





# The Process

NOTES:

## The Process

### Completing the Tax Delinquent Blueprint Lessons

- Log into [www.noflippingexcusesacademy.com](http://www.noflippingexcusesacademy.com) and access your Tax Delinquent Blueprint Coaching Lessons.
- Complete the final exam and submit the Done-4-You Marketing Materials
- Comment in the group with your strategy questions - avoid hypotheticals and stick to what you need



### IMPORTANT LINKS:

- Book your **onboarding call** with the team:  
[noflippingexcuses.com/dfpbonboarding](http://noflippingexcuses.com/dfpbonboarding)
- Log into [www.noflippingexcusesacademy.com](http://www.noflippingexcusesacademy.com) and access your **Debt Free Properties Blueprint Coaching Lessons** and **Done-For-You** section
- Virtual mailbox links:
  - <https://www.anytimemailbox.com>
  - <https://ipostal1.com>

# Delinquent Tax List

NOTES:

## Delinquent Tax List

### Who is Jordan Haanes and What is TaxLates?

*Jordan Haanes owns and operates TaxLates,  
an exclusive data provider we've worked  
with for several years.*



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## Delinquent Tax List

### Why Do We Use and Recommend TaxLates

*We've tested several data providers as well as sourcing lists directly  
from the county - Jordan and TaxLates are the only providers available  
who are able to source the data direct from the county and not 3rd  
party entities (which leads to outdated data)*

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# Delinquent Tax List

NOTES:

## Delinquent Tax List

### How are delinquent tax lists pulled?

- Have your onboarding call with the team and select the top 3 counties you would like to start with
- Our team communicates directly with Jordan and TaxLates to pull your list - we have a conversation and check key data points to ensure a solid list of leads
- Jordan checks the data, filters in the golden leads, and alerts the team - if any updates are required our team will reach out and let you know.



## Delinquent Tax List

### Best Practices for Selecting a List

- Choose an area that is 100k - 200k in population size
- Location Guidelines - Area restrictions



# Delinquent Tax List

NOTES:

## Delinquent Tax List

### Breaking Down Your List

- What do you get from Jordan at Taxlates
  - Spreadsheet - Information
  - What information is on the list from Jordan
  - What do I do with this list



## Delinquent Tax List

### Breaking Down Your List

- What do you do with the list after it comes back from Jordan - Skiptrace the list - Leadvine
  - Updated Mailing Address
  - Phone Numbers & Email Addresses - Contact Information
  - Additional Info



# Lead Tracking

NOTES:

## Why we use Freedomsoft

*All-in-one lead tracking tool that allows you to keep track of all your real estate tasks in a single location with easy setup and maintenance.*



## Lead Tracking - Freedomsoft

### Tools We Use Inside of Freedomsoft

- Phone Number
- Website
- Simple Workflow Automation
- Direct Mail
- New Marketing Follow-up (Lists)
- Active Lead Follow-up (Campaigns)



# Lead Tracking

NOTES:

## Lead Tracking - Freedomsoft

### Lead Lists – Setup and How It Works

- Where is your list
- How do leads get on my list (D4Y)
- Checking leads on my list



## Lead Tracking - Freedomsoft

### Campaign Lists – Setup and How It Works

- Difference between List and Campaign
- How leads enter the campaign vs uploaded leads
- Checking leads in my campaign



# Lead Tracking

NOTES:

## Lead Tracking - Freedomsoft

### Signing Up For Freedomsoft

- Visit [www.noflippingexcuses.com/freedomsoft](http://www.noflippingexcuses.com/freedomsoft) for access to the Freedomsoft buildout - \$1 for the first month and \$197 after
- Ignore Freedomsoft included leads for this campaign

CLICK HERE 



## Lead Tracking - Freedomsoft

### 3-Month Freedomsoft Reimbursement

- Be paid in full with your account
- Provide 3 receipts for first 3 months (\$395 total)





# Joint Venture

NOTES:

## What is Joint Venture - Deal Partnering?

*Partner with our team on your delinquent tax leads - complete the process and begin following up with your leads. Gather the information required to paint the picture (following the script) and submit the deal in the JV Portal.*



## Joint Venture - Partnering on Deals

### Pre-Requisites for Deal Submission

- Speak to homeowner
- Gather all script question information - including touching on 3 options and the homeowner's preference
- Maintain follow-up with the homeowner
- Check JV portal for updates and instructions
  - Be sure to follow up on instructions



# Joint Venture

NOTES:

## Joint Venture - Partnering on Deals

### JV Process

- Submit the deal with all the required information
  - Follow the submission instructions
- Allow our team time to review your submission
  - They contact the homeowner / or find something missing
  - They provide you with next-step instructions



## Joint Venture - Partnering on Deals

### JV Process

- As the deal moves forward the status is updated and notes are left
  - Contracts are added for you to review and learn from
  - You may be asked to upload photos or contracts as well
- Deal Negotiators will leave notes on setting up title, running negotiations, or finding a cash buyer. Its important that all deal communication is held here once a submission is made.



# Joint Venture

NOTES:

## Joint Venture - Partnering on Deals

### Deal Splits

70/30 Net Profits Split - 70% goes to No Flipping Excuses and 30% goes to you. Once a B-C is signed or a contract is assigned to the buyer, our team will send you a Joint Venture Agreement with the following information:

- Property Address
- JV Partners named with specific payouts



## Joint Venture - Partnering on Deals

### Course Reimbursement



When a deal is closed, you will qualify for a course reimbursement, where we refund you the initial purchase of your training. We simply schedule you for a quick interview call with Jason Lucchesi and then send you a check or direct deposit. This is handed separate from the deal closing itself.



# Weekly Goal Set

NOTES:

## Weekly Goal Set

### Submit your County Selections

Connect with our team or schedule a call at  
[www.noflippingexcuses.com/dfpbonboarding](http://www.noflippingexcuses.com/dfpbonboarding)  
and let our team help!

CLICK HERE 



## Weekly Goal Set

### Completing the online lessons

- Complete the Debt Free Properties Blueprint Onboarding Coaching Sessions
- Familiarize yourself with the Perfect Day
- Complete the Tax Delinquent Blueprint - Core Lessons
- Verify your county selections when ready - our team will contact you
- Submit a homework post in the group



# Weekly Goal Set: Homework

## HOMEWORK: Copy and Paste

🚀 Session 1 Complete—Making Moves! 🚀

Hey everyone, I'm **FULLNAME**, officially wrapping up **Session 1** and ready to take the next steps in my Debt Free Property journey!

📍 **Where I'm Working:** AREA(S)

🏠 **Real Estate Experience:** TIMEFRAME

💪 **My Strengths:** STRENGTHS

😓 **Where I Need Help:** WEAKNESSES

📅 **My Schedule:** SCHEDULE

🎯 **My Goals:** GOALS

✅ **Homework Update:** I've completed the Tax Delinquent Blueprint training and submitted my county selections—one step closer to building real momentum!

✂️ **Next Steps:** Diving into the bonus lessons, studying call examples, and once my area is confirmed, I'll be submitting for my marketing items buildout. Time to take action!

Who else just wrapped up Session 1? Let's go! 📁🔥

#DebtFreeProperties #MothmanPost #session1



Post in the  
Facebook Group

NOTES: