

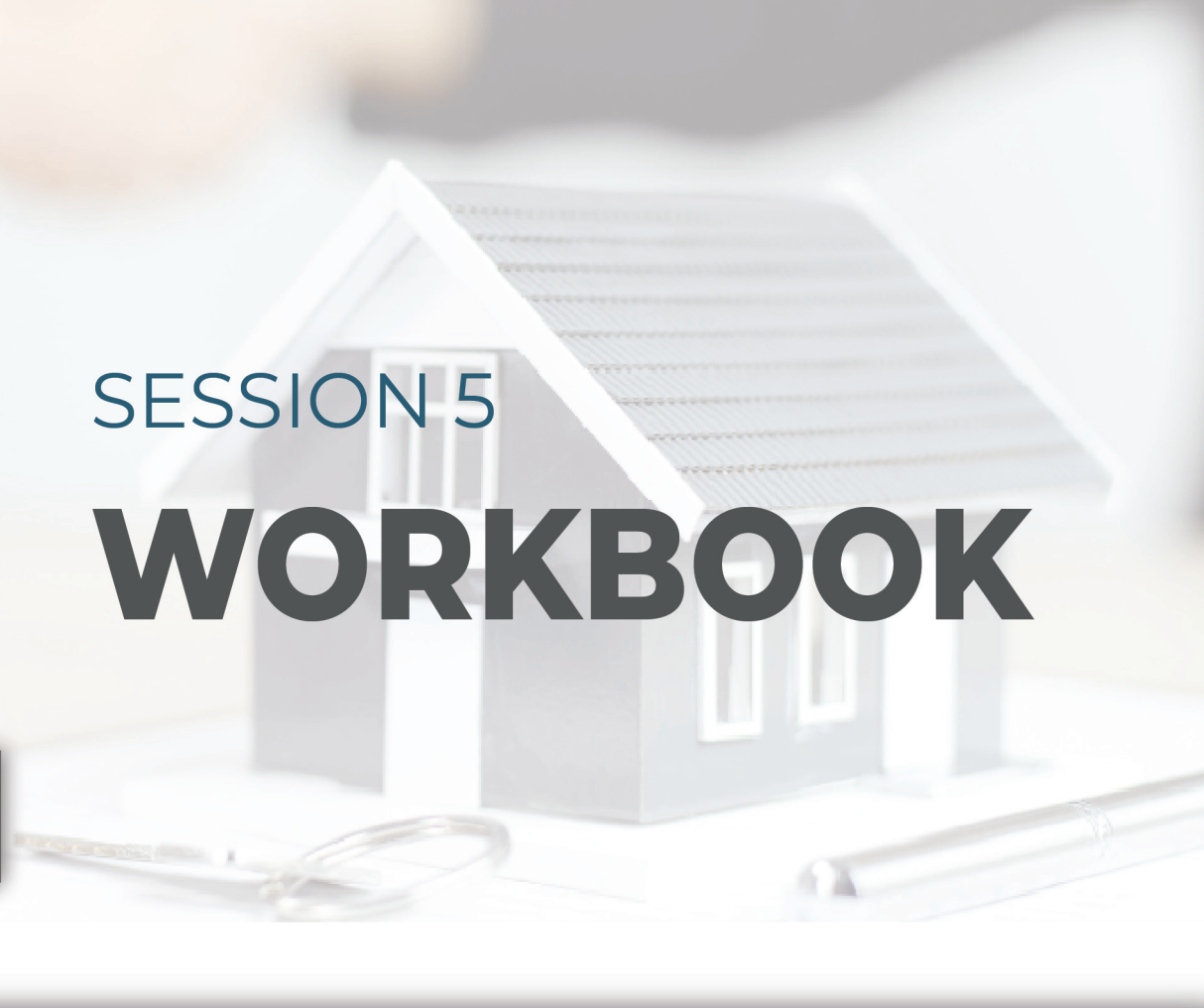


**DEBT  
FREE**

**PROPERTY BLUEPRINT**

SESSION 5

# WORKBOOK



**NO  
FLIPPING  
EXCUSES**

# Welcome Back

NOTES:

## Welcome Back

### Live Session & Replay Reminder

- **Monday Sessions @ 12:00 PM EST:**  
90-minute training with email reminders & unique links.
- **Friday Q&A @ 12:00 PM EST:**  
60-minute live Q&A, email reminders sent with links.
- **Replays Available:**  
All sessions are recorded and stored in the private group.



## Welcome Back

### What Our Team is Helping You With

- **County Reference Guide:**  
Build your reference guide with your county rules and contact information.
- **Role Playing:**  
Connecting with members in the Private Group and scheduling a role-playing session.
- **Tax Assistance Letter:**  
Custom template provided to streamline your outreach.
- **Sending your Direct Mail**  
We are going to send your direct mail to your homeowners for you directly through for Freedomsoft account



# Welcome Back

NOTES:

## Welcome Back

### What You Should Be Doing

- **County Reference Guide:**  
Build your reference guide with your county rules and contact information
- **Role Playing:**  
Connecting with members in the Private Group and scheduling a role-playing session
- **County Reference Guide:**  
Research and create your county-specific details.
- **Reviewing the Script & Options:**  
Get familiar with your Tax Assistance Script and the 3-Options



# Connect With Title

NOTES:

## Connect With Title

### What is a Title Company

- **Confirm Ownership:**  
They check the property's history to ensure the seller is the rightful owner and flag any issues like unpaid taxes.
- **Manage Closing & Paperwork:**  
They handle the money, legal documents, and signatures to ensure a smooth transaction.
- **Provide Protection:**  
Title insurance shields you from hidden claims or ownership disputes after purchase.



A title company is like a referee,  
keeping the deal fair, legal, and secure





# Connect With Title

NOTES:

## Connect With Title



How to find a Real Estate Investor Friendly Title Company?

- **Ask Other Investors:**  
Keep campaign statuses up to date to monitor progress.
- **Call & Ask Questions:**  
Ask if they handle wholesale deals, assignments, double closings, or subject-to deals. If they hesitate, move on.
- **Check with Lenders & Agents:**  
Hard money lenders and investor-friendly agents often have go-to title companies for fast, investor-friendly closings.



## Connect With Title

How We Can Help with a Title Company?

- **Who We Work With:**  
We trust **Creative Closed Title**, a top choice for investors closing deals in multiple states, including virtual markets.
- **Connect with Walter Devenne at:**  
 **Email:** [wdevenne@closedtitle.com](mailto:wdevenne@closedtitle.com)  
 **Website:** [closedtitle.com](https://closedtitle.com)
- **Getting Title Started – JVing with us:**  
We'll handle the title process once a cash buyer is secured.



# Understanding Contracts

NOTES:

## Understanding Contracts

### Simple 2-Page Purchase Agreement

- **What is a Purchase Agreement?**

A two-page contract (plus optional addendum) that secures your right to buy or wholesale a property.

- **When to Use It?**

Every time you make an offer—no signed agreement, no deal!

- **Where to Find It?**

Available in your training downloads and Freedomsoft Coaching Buildout.



## Understanding Contracts

### How to Use the 2-Page Purchase Agreement

- **Fill It Out Manually or use Freedomsoft's template for an easy digital process.**

- ✓ **Buyer Info** – Enter your company details.
- ✓ **Seller Info** – Add the homeowner's details.
- ✓ **Title Company** – List the title company handling the deal.
- ✓ **Offer Details** – Input purchase price & contract terms.
- ✓ **Sign & Send** – Once both parties sign, the deal is official!



# Understanding Contracts

NOTES:

## Understanding Contracts

### Best Practices for Using the Purchase Agreement

- **Have an attorney review it**

Every state has different laws, so it's smart to have a local attorney check the agreement before using it.

- **Bring two printed copies**

When presenting in person – One for you, one for the homeowner.

- **Use a \$10 max Earnest Money Deposit (EMD)**

Available in your training downloads and Freedomsoft Coaching Buildout.



# Understanding Contracts

NOTES:

## Understanding Contracts

### Assignment of Contract

- **What is the Assignment of Contract**  
A 1-page document that transfers your right to buy a property to another buyer—for a fee.
- **When to Use the Assignment of Contract**  
When you have a buyer ready and **your state allows assignments**. Best for fees under **\$25K-\$30K**—for higher amounts, consider a **double closing**.
- **Where to Find the Assignment of Contract**  
Available in your training downloads and Freedomsoft Coaching Buildout.



## Understanding Contracts

### How to Use the 1-Page Assignment of Contract

**Fill It Out Manually or use the Freedomsoft template for an easy digital process.**

1. **Your Info** – Enter your company details as the assignor.
2. **Buyer Info** – Add the assignee (your end buyer).
3. **Property Details** – Include the address and purchase price.
4. **Assignment Fee** – State the fee for transferring the contract.
5. **Sign & Send** – Once both parties sign, the deal is locked in!



# Understanding Contracts

NOTES:

## Understanding Contracts

### Best Practices for Using the Assignment of Contract

- **Get Legal Review**

A 1-page document that transfers your right to buy a property to another buyer—for a fee.

- **Keep Fees Under \$30K**

Higher fees can raise red flags; consider a double closing instead.

**A well-executed Assignment of Contract keeps wholesaling simple.**

**Use it wisely for smooth, profitable deals!**



# Understanding Contracts

NOTES:

## Understanding Contracts

### Joint Venture (JV) Agreement

- **What is a JV Agreement?**

A Joint Venture (JV) Agreement is a contract that defines the partnership, roles, and profit splits for a specific deal.

- **When to Use It**

Use a JV Agreement when partnering on a deal:

- You have a deal, and they bring a buyer or funding.
- They have a deal, and you bring value.
- You collaborate to close the deal and split profits.

**Where to Find the JV Agreement**

Available in your training downloads and Freedomsoft Coaching Buildout.



## Understanding Contracts

### How to Use the JV Agreement

**Fill It Out Manually or use the Freedomsoft template for an easy digital process.**

1. **Your Info** – Enter your company details as the assignor.
2. **Buyer Info** – List all JV partners
3. **Property Details** – Add the property address.
4. **Profit Splits** – Clearly define how net profits will be divided.
5. **Sign & Send** – Once all parties sign, the partnership is official!





# Understanding Contracts

NOTES:

## Understanding Contracts

### Best Practices for Using the JV Agreement

- **Get Legal Review**

State laws vary, so have an attorney check it.

- **Vet Your Partners**

Work only with reliable JV partners—trust, but verify.

**A strong JV Agreement protects your interests, ensures fair splits, and creates a smooth partnership. Choose wisely!**



# Deal Evaluation

NOTES:

## Deal Evaluation

### The Online MAO Calculator

- **What is the Online MAO Calculator?**

A powerful tool that helps you calculate a property's value before making an offer.  
Think of it as a real estate math helper that simplifies deal analysis.

- **Where to Find It?**

Use it anytime on your computer, tablet, or smartphone at  
[mao.noflippingexcuses.com](http://mao.noflippingexcuses.com).



## Deal Evaluation

### How to Use the Online MAO Calculator

1. **Enter Property Details** – Input key info like size and condition.
2. **Input Financial Details** – Add costs for taxes, repairs, and expenses.
3. **Add Comparables** – Enter details of similar recently sold homes.
4. **Submit & Review** – Click the button, get a suggested offer price, and download a report for later!



# Deal Evaluation

NOTES:

## Deal Evaluation

### Best Practices for Using the Online MAO Calculator

- **Use Recent Sales**

Compare homes sold in the last 6-12 months (Zillow is a great resource!).

- **Find Similar Homes**

Match properties in size, style, and location—don't compare a small house to a mansion.

- **Avoid "Unicorns"**

Ignore outliers that sold for way more or way less than others in the area.

**Make smart offers and avoid overpaying.**

**Use it wisely to stay ahead in real estate!**



# Deal Evaluation

NOTES:

## Deal Evaluation

### What is the Excel MAO Spreadsheet

- **What is the Online MAO Spreadsheet?**

A real estate math shortcut! This spreadsheet helps quickly estimate a property's value before making an offer. Originally built for our team, now available for you!

- **Where to Find It?**

Download it from your training downloads and use it anytime.



## Deal Evaluation

### How to Use the Excel MAO Spreadsheet

1. **Enter Property Details** – Input key info like size, bedrooms, and condition.
2. **Input Financial Details** – Look up recent sales of similar homes and enter their prices.
3. **Add Comparables** – Include repair costs, taxes, and other expenses.
4. **Submit & Review** – The spreadsheet calculates everything, helping you decide on the best offer!



# Deal Evaluation

NOTES:

## Deal Evaluation

### Best Practices for Using the Excel MAO Spreadsheet

- **Make a New Copy for Each Property**  
Avoid overwriting old data; save a fresh version every time.
- **Use Recent Sales**  
Compare homes sold in the last 6-12 months for the most accurate pricing (Zillow is a great resource!).
- **Compare Similar Homes**  
Match properties in size, style, and location—don't compare a small house to a mansion.
- **Avoid "Unicorns"**  
Ignore outliers that sold for way more or way less than others in the area.



# Deal Evaluation

NOTES:

## Deal Evaluation

### Freedomsoft's Deal Analysis

- **What is Freedomsoft's Deal Analysis?**

A **one-click tool** that instantly pulls comps and property values, saving you hours of research.

- **Where to Find It?**

Every lead in Freedomsoft has a "View Snapshot" button at the top—click it to access a comp analysis menu with all the data you need!



## Deal Evaluation

### How to Use Freedomsoft's Deal Analysis

1. **Choose the Best Comps** – Select properties that match your deal in size (SQFT), beds, baths, year built, and style.
2. **Screenshot & Save** – Capture the report and save it to your lead record for quick reference.
3. **Bonus Option**– Use the "Sales Comp" tool in a new tab to export a detailed report for deeper analysis.





# Deal Evaluation

NOTES:

## Deal Evaluation

### Best Practices for Using Freedomsoft's Deal Analysis

- **Use It for Quick Evaluations** – It's a great starting point, but not a final decision-maker.
- **Compare Similar Properties** – Stick to homes with similar size, style, and features for accurate numbers.
- **Save Your Report** – Keep records of your comps and analyses for future reference.

With Freedomsoft's built-in tools, you can analyze deals faster, make smarter offers, and close more properties.



# Building Cash Buyers

NOTES:

## Building Cash Buyers

### Using ListSource to Find Cash Buyers

- If you're not using ListSource to find cash buyers, you're wasting time chasing dead leads.
- Most investors guess where to find buyers. Not you. With ListSource, you'll:
  - **Pinpoint** the best zip codes
  - **Target** real investors
  - **Build** a list of buyers ready to act NOW



## Building Cash Buyers

### Why Use ListSource for Cash Buyers

- ListSource is a direct pipeline to active cash buyers already closing deals in your market—no guessing, no hoping, just data-driven results.
- Most investors guess where to find buyers. Not you. With ListSource, you'll:
  - **Get Real Buyers** - No tire-kickers, just serious investors ready to close.
  - **Target Hot Zip Codes** - Focus on areas where deals happen.
  - **Find High-Volume Buyers** - Identify investors buying multiple properties with deep pockets.



# Building Cash Buyers

NOTES:

## Building Cash Buyers

Where to Find Cash Buyers in ListSource

- **Step 1: Select Your Market**
  - ✓ Search by state, county, or city and narrow it to where you do business.
- **Step 2: Filter for the Best Buyers**
  - ✓ **Absentee Owners** – This is where the cash buyers are.
  - ✓ **Last Sale Date** – Set it to last 12-24 months (fresh buyers only).
  - ✓ **Purchase Method** – Select "Cash Transactions" (only real, cash-paying investors).
  - ✓ **Property Type** – Focus on SFRs, Duplexes, and Multi-Units (investor favorites).
  - ✓ **Owner Type** – Choose "Corporate" and "Individual" (filters out homeowners, targets investors).



## Building Cash Buyers

Where to Find Cash Buyers in ListSource (cont.)

- **Step 3: Identify Hot Zip Codes**
  - ✓ Sort by zip code to find where investors are buying the most—these are your high-demand areas where deals close fast!



# Building Cash Buyers

NOTES:

## Building Cash Buyers

Best Practices for Using ListSource to Find Cash Buyers

- **Pro Tip #1: Target High-Volume Buyers**
  - ✓ A buyer who picked up one property last year is nice.
  - ✓ A buyer who picked up 10+ is gold.
  - ✓ Focus on repeat buyers—they have cash, systems, and a hunger for more deals.
- **Pro Tip #2: Cross-Check with Property Records**
  - ✓ Before reaching out, verify that buyers are still active in your market.
  - ✓ Check public records to confirm they're regularly closing deals.
- **Pro Tip #3: Contact the Right Way**
  - ✓ Skip cold emails—investors don't read spam
  - ✓ Call them directly—keep it short and to the point.



## Building Cash Buyers

Best Practices for Using Freedomsoft to Find Cash Buyers

- **Focus on Recent Transactions**

Look for buyers who **closed deals in the last 90 days**—they're actively searching for new properties.
- **Avoid Trusts & LLCs at First**

These entities can be **harder to skip trace**, so prioritize **individual buyers** first.
- **Target Multi-Property Investors**

Buyers who own multiple properties near your market are more likely to buy from you again.



# Building Cash Buyers

NOTES:

## Building Cash Buyers

### Using Facebook to Find Cash Buyers

- **Why Use Facebook?**

Facebook is one of the largest free platforms for real estate investors. Smart investors use every tool available, and Facebook is packed with active buyers. If you're not leveraging it, you're missing out on deals.

- **Where to Find Cash Buyers**

- **Join Real Estate Groups** – Look for groups like:

- ☐ "Indianapolis Real Estate"
- ☐ "Ohio Off-Market Deals"
- ☐ "[Your City] Cash Buyers & Investors"



## Building Cash Buyers

### When to Start Joining Facebook Groups?

- Don't wait until you have a deal—**join groups today, introduce yourself, and start networking.**

- **Join Real Estate Groups** – Look for groups like:

- ☐ "Indianapolis Real Estate"
- ☐ "Ohio Off-Market Deals"
- ☐ "[Your City] Cash Buyers & Investors"



# Building Cash Buyers

NOTES:

## Building Cash Buyers

### Best Practices for Facebook Groups

- **Don't Waste Time Scrolling**

Facebook is a tool, not a distraction. Spend a few minutes a day networking.

- **Set Time Blocks**

Join one new group per week to stay focused and avoid overwhelm.

- **Engage with the Right People**

Connect with investors actively closing deals in your market, not just tire-kickers.



## Building Cash Buyers

### Using LinkedIn to Find Cash Buyers

- **LinkedIn is a business-first platform.**

That means:

- ✓ **Serious Investors** – No tire-kickers, just real buyers

- ✓ **Verified Professionals** – No anonymous emails or fake profiles

- ✓ **Direct Access to Decision-Makers** – No gatekeepers blocking your outreach.

- These buyers have cash, credibility, and connections—and they're actively looking for deals to invest in.





# Building Cash Buyers

NOTES:

## Building Cash Buyers

### Build a Strong LinkedIn Profile for Cash Buyers

- **Clear Headline**  
Highlight how you help cash buyers (e.g., "I Source Off-Market Deals for Investors").
- **Professional Look**  
Use a clean headshot and a real estate-related banner.
- **Engage & Post**  
Share deals, comment on investor posts, and post success stories.



## Building Cash Buyers

### Build a Strong LinkedIn Profile for Cash Buyers

- **Clear Headline**  
Highlight how you help cash buyers (e.g., "I Source Off-Market Deals for Investors").
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Use a clean headshot and a real estate-related banner.
- **Engage & Post**  
Share deals, comment on investor posts, and post success stories.



# Building Cash Buyers

NOTES:

## JV Partnership

### Why Use JV Partners for Closing Deals?

- **More Deals**  
Partnering expands your opportunities and unlocks more deals.
- **Fast Funding**  
Leverage their capital to move quickly on opportunities
- **Less Risk**  
Reduce financial exposure while benefiting from their experience.

**A strong JV partner means fewer roadblocks and more closed deals!**



## Building Cash Buyers

### How to Find Good JV Partners

- **Join Real Estate Groups**  
Connect in Facebook & LinkedIn investor communities.
- **Engage & Network**  
Comment on industry posts and start conversations.
- **Post Valuable Content**  
Establish credibility and attract serious investors.
- **Message Interested Partners**  
Reach out directly to those open to JV deals.



# Building Cash Buyers

NOTES:

## Building Cash Buyers

JV Partners - Red Flags to Avoid:

- ❌ **Lack of transparency**
- ❌ **Poor communication**
- ❌ **Unrealistic promises**

**DEBT FREE** **PROPERTY BLUEPRINT**

# Weekly Goal Set

NOTES:

## Weekly Goal Sets

### Understand your Contracts

- **Access and Review Your Contracts**

Log in to Freedomsoft and check your downloads for all contract documents.

- **Review the Perfect Day**

Comment on industry posts and start conversations.

- **Practice Signing a Document**

Use a test lead to fill out, send, and sign a document to familiarize yourself with the process.



## Weekly Goal Sets

### Deal Evaluations

- **Access Evaluation Tools**

Download the Excel MAO Spreadsheet or use the Online MAO Calculator at [mao.noflippingexcuses.com](http://mao.noflippingexcuses.com).

- **Review the Perfect Day**

Learn how to evaluate deals using MAO and Freedomsoft tools and add reports to your lead tracker.



# Weekly Goal Set

NOTES:

## Weekly Goal Sets

### Deal Evaluations

- **Practice Evaluating a Deal**

Select a lead from your list or use a random property address and complete an evaluation.

- **Practice Running a Snapshot Evaluation**

Choose 1-3 leads from your delinquent tax list in Freedomsoft.

Use the "View Snapshot" tool to pull comps and analyze value.



## Weekly Goal Sets

### Start connecting with Cash Buyers

- Check the training for finding cash buyers through **LinkedIn, Listsource, and Facebook Groups.**
- **Learn how to use Freedomsoft** to identify cash buyer areas and investor activity.
- **Start Building Your Cash Buyers Network** – Set dedicated time blocks for networking with buyers.
- **Stay focused**—choose one method for the week and rotate strategies as you scale.



# Homework

## HOMEWORK: Copy and Paste

1 Make your homework post in the private group and engage with the team, use the **COPY & PASTE** below:

🚀 Session 5—Making It Happen! 🚀

WhooHoo! 🎉 I'm rolling up my sleeves and getting my tools dialed in!



### Practiced Document Prep & Signing

- Used DOCUMENTTYPE in FreedomSoft (or similar) to generate, fill, sign, and send important documents like a pro.



### Ran a Deal Evaluation

- Used the MAO tools to analyze a property in COUNTYNAME, estimating an ARV of \$\$\$\$ 🏠



### Next Steps:

- Connect with Cash Buyers using: LIST METHODS HERE
- My goal? Lock in 3 solid buyers and build a strong buying criteria list to work with.

🔥 One step closer to closing deals! Who else is making progress after Session 5? Let's keep pushing forward! 📁

#DebtFreeProperties #session5



Post in the  
Facebook Group

NOTES: