



**DEBT
FREE**

PROPERTY BLUEPRINT

SESSION 6

WORKBOOK

with Jason Lucchesi

**NO
FLIPPING
EXCUSES**

NFE Mastermind

NOTES:



Attend the NFE Mastermind

Confirm Your Spot at the 2-Day Mastermind April 27th – 29th!

- Check your emails for event details
- Click on the link:
<https://www.noflippingexcuses.com/attendthemastermind/>
- Use the **email** that is attached to your **NFE membership** to register!



Mindset of Property Owner

NOTES:

Mindset of Property Owner

Mindset of a Tax Delinquent Property Owner

- Facing overwhelming pressure and denial
- Desperately seeking help and options
- More than numbers—they're real people in crisis



Mindset of Property Owner

Your Role as a Tax Advocate

- Stand in the gap as their guide and supporter
- Offer hope, clarity, and real solutions
- Educate and empower them to take action



You've Got The Knowledge

NOTES:

You've Got The Knowledge

Step Into Your Expertise

- You know the tax sale rules cold
- You're ready to teach and guide
- You're the go-to expert who gets it done



Taking Calls

NOTES:

Let's Talk About Taking Calls

When the Phone Rings:

- Be prepared—this is your moment
- Lead with confidence and the Tax Assistance Code
- Let them know they've called the right person



Let's Talk About Taking Calls

What They Need Most

- Listen to their story with empathy
- Offer real hope and clear next steps
- Promise a 48-hour plan with real options



The Three Options

NOTES:

The Three Options

Option #1 – Lease with Option to Purchase

- Stay in the home while rebuilding
- Creates a path back to ownership
- A second chance with stability



The Three Options

Option #2 – Rent Back to Stay

- Stay in place, keep dignity
- Maintain family and community ties
- Opportunity to buy back later



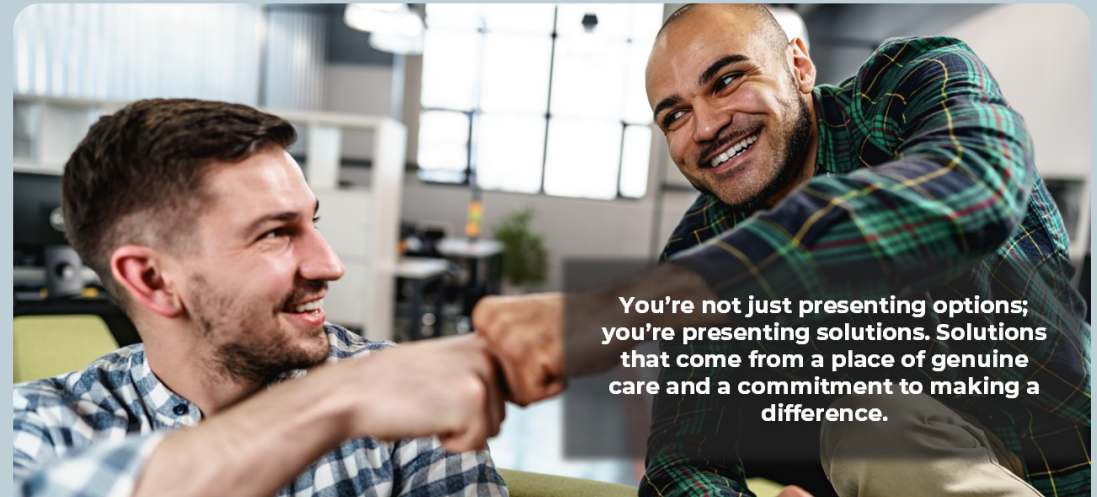
The Three Options

NOTES:

The Three Options

Option #3 – Cash Offer & Relocation Help

- A fresh start with financial relief
- Support for moving and transition
- Dignified exit with a soft landing



You're not just presenting options; you're presenting solutions. Solutions that come from a place of genuine care and a commitment to making a difference.



Offering Support

NOTES:

Offering Support

The Power of a Tax Voucher

- \$100–\$200 can spark real hope
- Shows you're serious and invested
- Turns talk into tangible support



Offering Support

Offering a Tax Loan

- Pay off taxes, secure the deal legally
- Give them a real shot at recovery
- You're protecting them from total loss



Offering Support

NOTES:

Offering Support

Your Position is Clear

- You stepped up when no one else did
- You'll do everything to help them keep their home
- Open-door policy—reach out anytime



Homework

HOMEWORK: Copy and Paste

Session 6—The Advocate Mindset 🚀

This week hit different. I'm stepping into my role as the Tax Advocate with clarity and purpose! 🙌

👂 Learned the Mindset of a Tax Delinquent Owner

I see the people behind the properties—families in crisis, looking for hope and real solutions.

📞 Practiced the First Call

I'm ready to listen with empathy, lead with the Tax Assistance Code, and commit to delivering options within 48 hours.

💡 Presented the 3 Main Options

- ✓ Lease with Option to Purchase
- ✓ Rent Back to Stay
- ✓ Cash Offer with Relocation Support

🌟 Next Steps:

- ✓ Draft and practice my 48-hour action plan template
- ✓ Create a Tax Voucher sample and decide funding amount
- ✓ Post a sample call script or roleplay clip for feedback

I'm showing up as the guide, the expert, and the advocate. Who else is fired up to make a difference after Session 6? 🔥

#TaxAdvocate #session6 #NoFlippingExcuses



Post in the
Facebook Group

NOTES: