



**DEBT  
FREE**

**PROPERTY BLUEPRINT**

SESSION 8

# WORKBOOK

*with Jason Palliser*

**NO  
FLIPPING  
EXCUSES**

# Tools to Lock Down the Deal

NOTES:

## Tools to Lock Down the Deal

Your Documents Are Ready:

- Uploaded to your FreedomSoft account
- Available in the private Facebook group under “Files”
- Time to stack your toolkit



## Tools to Lock Down the Deal

Sales Contract: Keep It Simple

- Use the 2-page Purchase & Sale Agreement provided
- Fully assignable—no “and/or assigns” needed
- Local realtor contract or ours? Use what you prefer



# Tools to Lock Down the Deal

NOTES:

## Tools to Lock Down the Deal

### Deed of Trust & Note

- **Deed** = Protects your interest
- **Note** = Spells out payments, penalties, and interest
- 🔒 Lock in security on every deal



## Tools to Lock Down the Deal

### Assignment Contract

- Get paid for assigning your deal
- For big spreads (\$15K+), use A-B / B-C closing
- Tip: Some title companies may go dry with an escrow agreement

👉 Check out: [BestTransactionFunding.com](https://BestTransactionFunding.com)



# Mindset Matters

NOTES:

## Tools to Lock Down the Deal

### Authorization to Release Info

- Talk to banks, title companies, utilities & more
- Requires signatures from all parties
- Use DocuSign or HelloSign to move fast



## Tools to Lock Down the Deal

### Lease Agreement

- For lease-back scenarios
- Signed by seller and end buyer
- Usually executed at closing



# Mastermind: Get Ready

NOTES:

## Tools to Lock Down the Deal

### Deed-In-Lieu of Foreclosure

- If a borrower defaults, skip the court drama
- Use this doc to regain control instantly
- Peace of mind = power



## Tools to Lock Down the Deal

### Quit Claim Deed

- Use when paying off taxes or liens
- “Cash for Keys” strategy: Pay \$1500–\$2500 for fast exit
- Protect your position—get it signed same day



# Mastermind: Get Ready

NOTES:

## Tools to Lock Down the Deal

Deal Structuring + Role Play

- **Practice real-world calls:**
  - “Initial contact
  - Follow-up after 48 hours
  - Closing the deal
  - Rent-back scenarios



## Tools to Lock Down the Deal

Objection Handling

- 🗨️ “I want to stay”
- 🗨️ “I don’t know who you are”
- Boost your trust factor:
  - Build Google presence: [Google My Business](#)
  - Get and give reviews
  - Use our team as a reference



# Mastermind: Get Ready

NOTES:

## Tools to Lock Down the Deal

Your Next Move

- Review the docs
- Practice the role plays
- Handle objections with confidence



# Homework

## HOMEWORK: Copy and Paste

### Session 8—Your Franchise Just Got Real

🚀 Time to load up your toolkit and move like a pro! This week is all about locking in the documents and deal strategies that make this a business—not a hustle.

#### I reviewed every key document and here's where I'm at:

- 📄 Sales Contract – Locked and loaded with the 2-page agreement that's already assignable. No "and/or assigns" needed!
- 🏠 Deed & Note – Got clear on how to protect my interest and structure payments the right way.
- ✂️ Assignment Contract – Ready to collect my fee and run A-B / B-C closings for those big spreads 🔄
- ◆ Strengths: I'm super organized and already have these docs uploaded and saved in FreedomSoft
- ◆ Challenge: Still working on feeling confident handling objections on live calls – but I'm practicing! 🙌🔥

#### 📁 Next Up:

- ✓ Practice role plays (initial call, follow-ups, buy/rent back)
- ✓ Set up my Google Business profile for social proof
- ✓ Start requesting/reviewing contracts with local attorneys

Who else is getting their legal and deal structure game tight this week? Let's level up together 🔥🔥🔥

#Session8 #NoFlippingExcuses #FranchiseMode #DealReady



Post in the  
Facebook Group

NOTES: