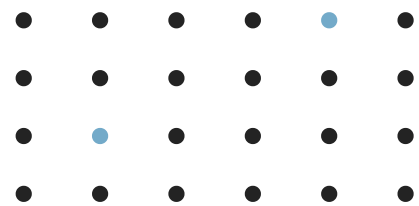
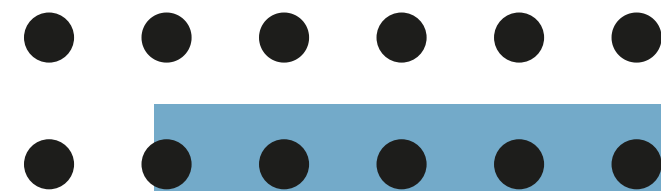


WELCOME



AGENDA

- ●
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- ●
- ●
- ●

01 Team Updates

02 Expired Listings Script

03 Deal or No Deal

04 Meeting with David

05 Business Personality Types

06 Deal Flow



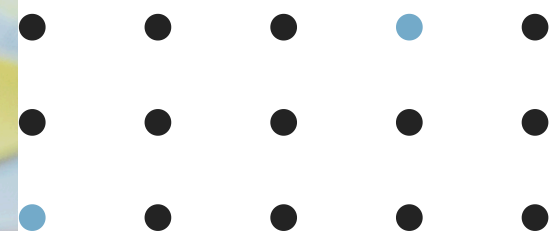
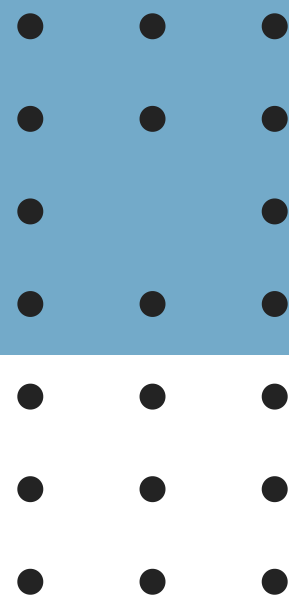
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TEAM UPDATE

What's new? Let's go around the room.



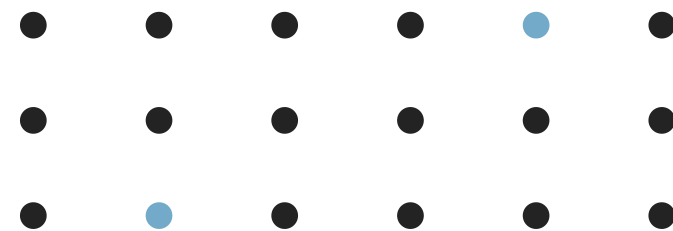
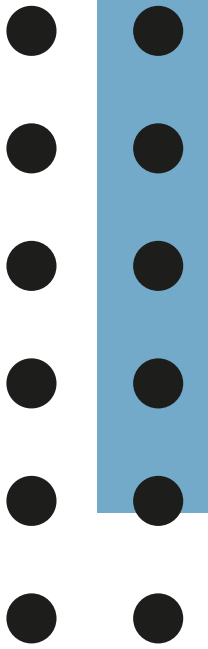
NEW LISTING



VIC HIGH SPRING TIERRA S, PALMDALE, CA 93551

- Prime 2.5-Acre Lot with Stunning Views of Palmdale Lake!
- This rare 2.5-acre parcel offers breathtaking panoramic views of Palmdale Lake and the surrounding valley, making it an exceptional opportunity to build your dream estate or investment property. Located in a prestigious area surrounded by multi-million dollar homes and next to new developments, this lot combines privacy, exclusivity, and future growth potential.
- Situated in a highly sought-after location, this land provides expansive space for a custom-built home, equestrian estate, or luxury retreat. With utilities nearby and easy access to major roads, this is the perfect spot for those looking to enjoy tranquil lake views while staying close to city conveniences.
- Don't miss out on this incredible opportunity to secure a prime piece of land in an elite community. Contact us today to learn more!

EXPIRED LISTINGS SCRIPT



DEAL OR NO DEAL

LENDING DEAL BREAKDOWN PROPERTY DETAILS:

Price is Only: \$53,000

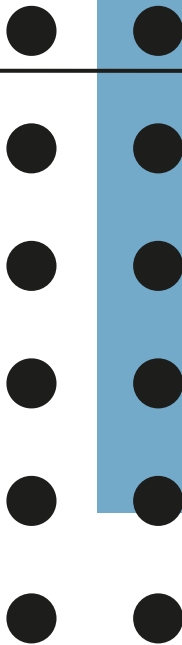
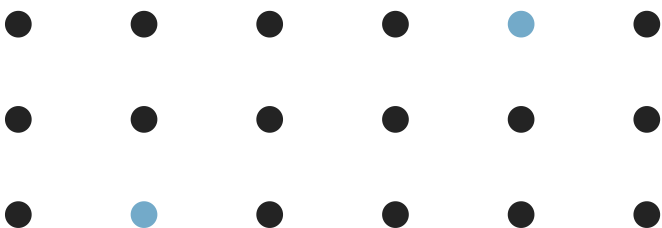
Address: 2929 Corinth Rd Gaffney, SC 29340
3 bed 1 bath single family house (1,257 sqft) on 1 acre of land.
Property is currently vacant and is located in Gaffney, SC. (Year Built: 1950)

Great Investment Opportunity at a cheap price. This home is perfect for those looking to dive into the landlord game or seeking a rewarding project for themselves.

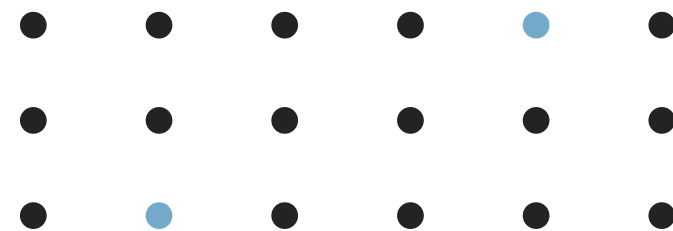
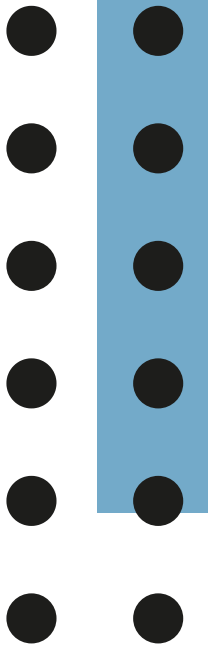
Homes SOLD Nearby:

- 1356 Corinth Rd, Gaffney, SC SOLD-\$335,000
- 1123 Corinth Rd, Gaffney, SC SOLD - \$250,000
- 1505 Corinth Rd, Gaffney, SC SOLD - \$185,000

Cash or private money offers will only be considered
\$5,000 non-refundable deposit down towards total purchase price
Closing on or before - 3/25/2025 at Welch Law Firm | Greenville SC 29615



**MEETING
WITH DAVID
AT 1PM**

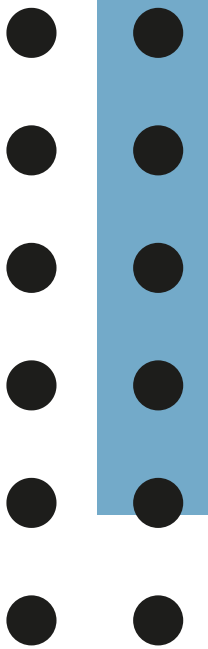
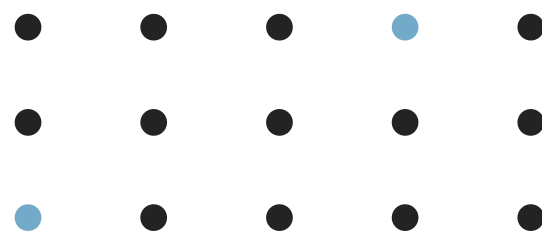


STRUCTURED TECHNICAL ACTION RELATIONSHIP

The STAR Method is a structured approach to problem-solving, decision-making, and effective communication in business and leadership.

What it Stands For:

- S – Structured Thinking (Organized approach to challenges)
- T – Technical Expertise (Applying knowledge & skills effectively)
- A – Action-Oriented Execution (Taking decisive steps to achieve results)
- R – Relationship Building (Collaborating & fostering trust with others)



STRUCTURED

Are You a Strategist?

- Do you love planning, organizing, and structuring ideas before taking action?
- Are you great at breaking down problems into clear steps?
- Do you prefer systems, frameworks, and roadmaps to guide your decisions?

Strengths:

- Logical, methodical, and detail-oriented.
- Excellent at setting long-term goals.
- Creates clarity in complex situations.

TECHNICAL

- Are You an Expert?
- Do you love digging deep into knowledge and skills?
 - Are you the go-to person for solving technical problems?
 - Do you enjoy learning, analyzing, and applying specialized knowledge?

- Strengths:
- Detail-oriented and solution-focused.
 - Deep knowledge in specific areas (tech, finance, engineering, etc.).
 - Creates high-quality work and innovative solutions.

ACTION

Are You a Doer?

- Do you thrive on taking action and getting things done?
 - Are you the first to make decisions and implement solutions?
- Do you prefer speed over excessive planning?

Strengths:

- Goal-driven, decisive, and efficient.
- Works well under pressure and meets deadlines.
- Creates momentum and real-world results.

RELATIONSHIP

Are You a Connector?

- Do you naturally build trust and relationships with others?
- Are you great at networking, collaboration, and teamwork?
- Do you believe that people are the key to success?

Strengths:

- Strong emotional intelligence and communication skills.
 - Works well in teams, leadership roles, and customer service.
 - Creates long-term connections that drive business and success.



No One Succeeds Alone – The best teams have all four STAR types:

The Strategist plans the vision.

The Expert ensures technical excellence.

The Doer drives action and results.

The Connector builds trust and relationships.

Ask Yourself:

Do I prefer planning (S), mastering knowledge (T), taking action (A), or connecting with people (R)?

What type of work energizes me the most?

How can I balance my strengths and work with others who complement me?

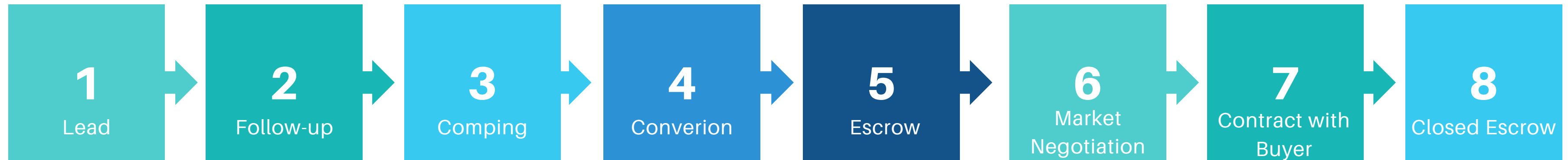


- Contact homeowners, banks, or auction houses for property details
- Verify ownership, outstanding liens, and property status
- Build rapport with sellers or asset managers for negotiation leverage
- Schedule property inspections or drive-by assessments

- Negotiate purchase terms with the bank, homeowner, or auction house
- Secure financing or cash reserves for purchase
- Structure the deal for wholesale, fix-and-flip, or buy-and-hold strategy
- Obtain necessary approvals and documentation

- Set pricing and marketing strategy based on exit plan
- List the property on MLS or off-market channels
- Negotiate offers from buyers or investors
- Adjust pricing or terms based on market response

- Finalize closing paperwork and title transfer
- Receive payment and distribute funds accordingly
- Ensure buyer possession and property handover
- Record transaction with the county for legal ownership update

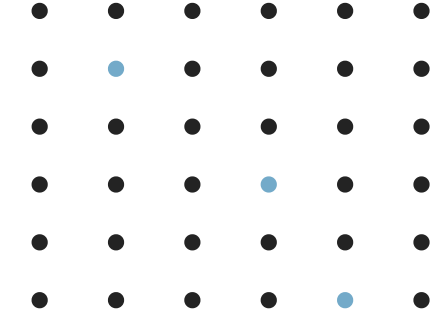
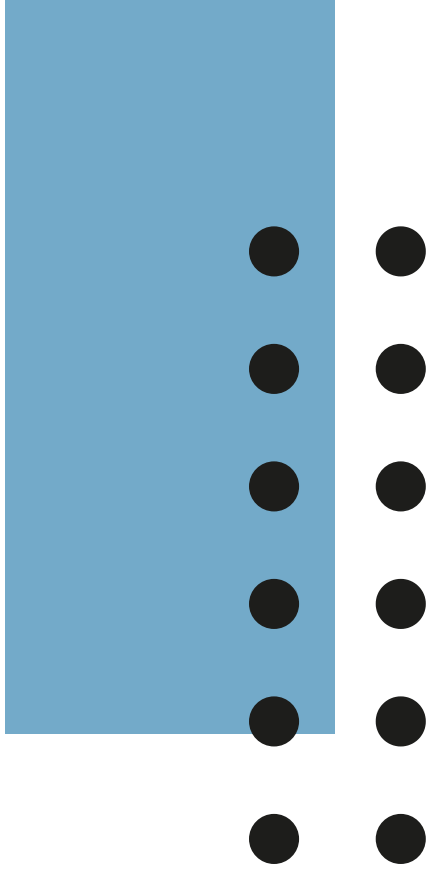


Identify potential foreclosed properties (bank-owned, auction, or pre-foreclosure)

- Analyze recent sales of similar properties in the area
- Consider condition, location, and market trends
- Estimate repair costs and potential after-repair value (ARV)
- Determine the maximum allowable offer (MAO)

- Open escrow with a title company or attorney
- Deposit earnest money and submit required paperwork
- Conduct title search and clear any outstanding liens
- Complete due diligence, including inspections and financing approval

- Accept and sign the purchase agreement
- Ensure buyer financing is secured (if applicable)
- Coordinate final inspections and contingencies
- Prepare required disclosures and legal documentation



WE RESCUE HOMES

