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# INTRODUCTION

I'm excited that you're about to read my ebook on Finding, Funding and Finalizing Real Estate Opportunities. For years i've been learning, investing and implementing different strategies to invest in real estate.

This ebook is designed to give you all the tools you need to not only locate great deals but also being able to raise money to close deals using different funding options.

In addition to all the resources shared we will also share investing hacks and tools.

Now let's jump into the ebook that will help you make more money in real estate.

# CHAPTER 1

## FIND

### How To Prospect for Motivated Sellers



SCAN ME

- Complete a Freedom of Information Act Request for the following list types
  - Code Violations
  - These are violation notices of the city/county ordinances
  - Tax Delinquent
  - These are delinquent taxes owed to the city/county
  - Water Liens
  - These are delinquent water bills owned to the city/county
  - County Liens
  - These are unpaid fines and fees charged by the city/county due to unpaid fees such as demolition liens.

### **Purchase leads using ListSource.com**

- Vacant
- These are vacant houses reported through the USPS mailing system

[WWW.FINDFUNDFINALIZE.COM](http://WWW.FINDFUNDFINALIZE.COM)



# CHAPTER 1

# FIND

- Absentee
- These are owners that own a house with a different tax mailing address.
  
- Judgement Liens
- These are court rulings that give creditors the right to take possession of debtors property after failure to meet their contractual obligations.
  
- Notice of Default
- These are public notices filed by a lender when the borrower of the mortgage is in default of the monthly payments.

## **Purchase leads using Successors Data.com and County Courthouse**

- Probate
- These are public notices of an unresolved administration of someone who dies leaving assets, debts and taxes owed.

# CHAPTER 1

# FIND

- Inheritance
- These are public notices of legal transfers of property of someone who dies that already have pre-planned beneficiary designation.

## HOW TO LIST FILTER AND STACK LIST



- Property List Manager
- This is a cloud based property list stacking and filtering tool that allows real estate investors to pinpoint and prioritize prospects with multiple motivations to sell.

## How To Manage Your Leads

- Podio.com
- This is a highly customizable customer relationship manager software that can be used for streamlining and simplifying the lead intake, sales and contract execution.



# CHAPTER 1

# FIND

Choosing contracts

- **Subject to**

This is when a buyer takes over the seller's remaining mortgage balance and simultaneously transfers the legal title.

- **Owner Financing**

This is also known as seller financing where the seller allows the buyer to finance the purchase price using a promise to pay agreement.

- **WrapAround Mortgage**

This is when the seller keeps the existing loan on the home, offers seller financing to the buyer and wraps the buyer's new loan around their existing loan.

HOW TO ANALYZE A DEAL

- Rental Analyzer
- MLS Access
- PropStream
- Fix and Flip Analyzer



# CHAPTER 2

# FUND

REI business structure

- Consulting company
- Duns & bradstreet credit builder
- Uline, Grainger, Quill, NAV, AandB.us

How to acquire bridge funding

- Business Credit Cards
- Funding Sequence (Facebook Group)
- Fintech Funding
- [www.Capitalontap.com](http://www.Capitalontap.com)
- Divvy [www.getdivvy.com](http://www.getdivvy.com)

BUSINESS CREDIT

Bank of america

Capital on tap

Divvy

American Express

Brex

Bbt

Key bank

Lumber yards

Navy federal

Lightstream loans





# CHAPTER 2

# FUND

How to raise capital using 401k

- Self Directed IRA
- Quest IRA

(<https://www.questtrustcompany.com/all-events/>)

- Entrust Group

(<https://www.theentrustgroup.com/learning-center/events>)

- Advanta IRA

(<https://www.advantaira.com/events/>)

How to setup JV agreement

- Joint Venture Agreement
- Promissory Note

How to customize hard money

- Customize Hard Money
- Finszar
- GroundFloor
- LendingHome
- Civic Financial Services



# CHAPTER 3

# FINALIZE

## BUILDING YOUR POWER TEAM

- 1) Realtor
- 2) Appraiser
- 3) Closing Attorney
- 4) Virtual Assistants
- 5) Home Inspector
- 6) Contractor / Project Manager

## How to choose hard money lenders

- Non QM Lenders
- Hard Money
- Fintech Lenders

## Find The Lender List In Bonuses

## Marketing for contractors

- Craigslist Ads
- Thumbtack
- Facebook Groups
- Material Supply Warehouses
- Real Estate Associations

# CHAPTER 3

# FINALIZE



SCAN ME

## How to hire contractors

- Independent Contractor Agreement
- Scope of Work
- Payment Schedule
- Indemnification Agreement
- Job Site Code of Honor
- Contractor Lien Waiver \*Conditional\*
- Full Lien Waiver
- Contractor Job Posting

## Marketing Tips Checklist

- Professional Photographs

Showcase the end product with high quality photos to increase property showings by 200%

- Staging Design

Hire a professional stager to increase property showings by 200%

- Home Warranty

Partner with a home warranty company to increase marketability to prospective home buyers

# CHAPTER 4

# BONUSES

LINKTREE

<https://linktr.ee/findfundfinalize>



- 1) SkipTracing System
- 2) Property List Manager
- 3) Raw Data Source
- 4) Multi-Line Dialer
- 5) Excel Macro Tools
- 6) Funding & Credit Repair

FIND FUND FINALIZE COMMUNITY

[www.facebook.com/groups/findfundfinalize](http://www.facebook.com/groups/findfundfinalize)

## **DOCUMENTS:**

- PLM Template
- Sales Script
- Job Descriptions (Admin/VA's/AM)
- Deal Analyzer
- IDA contractor packet
- Hard Money Lender List
- JV agreements
- FROIA Request Letter
- Contract Templates

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