



**For All Buyers w/Capital or Access to Capital...**  
**My Free PDF Cheat Sheet**

**7 Simple Steps You Can Use Today To Pickup & Profit From The Wave of ON MARKET Houses**

All The Free Steps, Tools & Resources You Can Use today And Have  
5 Profitable **Offers Made In The Next 24 Hrs.**

**\*\*Profit From On Market Houses (*buyers w/capital or access*) - Free Cheat Sheet**

**Step #1:** Be First To See.

- ✚ You Must Have Easy Access To Regular listings...
  - i) Call A Realtor who works with investors & ask them for listings that fit your buying profile. (Get on Their Email List So you can get deals sent to you daily w/out having to call them); or
  - ii) Go To My Website there are 1000's of High Cash Flow w/High Equity and Return On Investment Properties [www.USAINvestorsRealty.com](http://www.USAINvestorsRealty.com); or
  - iii) Hire A Seasoned Bird Dog.

**Step #2:** Be First To Analyze.

- ✚ I Start With An Offer That Fits One of My Profile For How Much I Want To Make...
  - i) Exit Strategy #1- If I am buying To Hold for High Cash Flow or Wealth Building ROI's:
    - I want no less than 25%-50% ROI or a Minimum \$750/mth Rents for Every \$25k Spent... So if I buy a property for
      - (a) \$25k Cash I look for No Less Than \$750/mth rents;
      - (b) \$50k Cash I look for No Less Than \$1,500/mth rents;
      - (c) \$75k Cash I look for No Less Than \$2,250/mth rents; And so on...
    - But If there is some Seller Financing Involved, the I look for Cash On Cash ROI of The Same But its not based on sale price its based on How Much Cash I need to Acquire the Property.
      - (a) \$25k Cash Down to Buy a \$100k Bldg., I look for No Less Than \$750/mth after expenses (Monthly Mtg. Pmts., Taxes, Insurance); \*This is just an example of many deals that are out there now, However, when I buy cash I personally get far greater returns...
  - ii) Exit Strategy #2- If I am Doing Buy, Rehab, Resell:
    - I want no less than \$25k Net Profit for Every \$75k-\$100k Spent. There are many of those high profit properties available right now.

- (a) Use an easy Form that's easy to understand and can either get the negotiation started or be converted to a full blown offer. Or Use a simple offer form that can be used in any market so that you can focus on sending multiple offers quickly... Sight UNSEEN, (Contingent upon Walk-thru)... Before the offer is finalized, you will go out or send your Rep- (Contractor or Partner) to the property to evaluate.
- iii) Exit Strategy #3- If I am doing Buy, Quick Sale or Wholesale:
- I start out with 65% of value Minus Work Needed. This way I know I can easily resell with enough profit for my Investor buyer after I markup 20-30%. (here I do no rehab)
    - (a)  $\$50k \text{ Property Value} \times 65\% = \$32,500$  offer (real simple formula and the same every time, regardless of the value)
    - (b) Final Offer will be created once you go out to property to evaluate. Schedule the showing within 24-48 hrs. If you can get out the same day that's best!
    - (c) If you are a seasoned investor and have a list of buyers you can meet them at the property when you do the evaluation or send them without you (under the title of your funding partner) if you have a relationship or a wholesale agreement marked up 10-20% & signed.
    - (d) When you sell here's what it looks like:
      - (i)  $\$32,500 - \$15,000 = \$17,500$  is the contract price
      - (ii)  $\$17,500 + \$20\text{-}30\% = \$5,000$  is your profit
      - (iii)  $\$17,500 + \$5,000 = \$22,500 + \$15,000 = \$37,500$  that means there's still \$12.5k in Equity For the buyer)
    - (e) Looking at exit strategy #1 If this buyer is Doing Buy & Hold with rents of only \$1k/mth his/her GROI would be over 32% Win-Win
    - (f) With Strategy # 3 if they resold at retail the profit would be \$12.5k - \$3k Realtor commission (7%) = \$9,500 in 3-4 mths. That's an actual return on investment of 25.3% or an annualized return of  $25.3\% \times 3 = 75.9\%!!!$  Win-Win

### Step #3: Be First To Call.

- ✚ Call Owner Or Realtor Get them to give you some background information about the property and their email so you can make an offer today.
  - Use an easy Form that's easy to understand and can either get the negotiation started or be converted to a full blown offer. Or Use a simple offer form that can be used in any market so that you can focus on sending multiple offers quickly... Sight UNSEEN, (Contingent upon Walk-thru)...
    - (a) Before the offer is finalized, you will go out or send your Rep- (Contractor or Partner) to the property to evaluate.
      - (i) Share Our Page and I will Send You Both of the forms I created and use Absolutely Free.

### Step #4: Be First To Make Offer.

- ✚ Email Your Signed offer to the Realtor with a 3 day Deadline For Acceptance.
  - After you email send a text to let them know. If you want to use the exact text I use to get the seller to immediately look at the offer and get back to right away with an acceptance or a counter offer, let me know and I will send it to you... also Absolutely Free!

❖ Got: [www. JimGCoachingClub.com](http://www.JimGCoachingClub.com) & Request the exact Text That I Use To Get Them To Quickly respond to me with acceptance or counter offer...

**Step #5:** Be Quick To Visit.

- ✚ -Upon Acceptance Schedule Appointment to See in 24-48 hrs.:
- i) Its important to get into the property IMMEDIATELY following the acceptance.
- ii) The purpose of the the appointment is to do a walk though so you can evaluate for any renovations or work needed that will be deducted from your final offer.
- iii) Only do walk thru upon verbal or written acceptance of the Preliminary Offer.
  - I. **\*\*Typically I don't give an opportunity to formally accept the offer by signing. I usually leave signing for the final offer. This will significantly improve your closing percentages.**

**Step #6:** Be Quick To Create Final Offer.

- ✚ Create Your Final Offer Immediately!: **(Don't use email, Don't hand carry contracts, Never go to office to sign & Never Ever mail contracts)**
- i) Once you and send it thru to the realtor or buyer but this time you DON'T use email. I always send final offers requiring digital signatures.
  - **Never hand carry contracts, never go to office to sign, never mail contracts. All these things create bad habits & unnecessary time wasted. It's important that you manage your time to use it for only income producing activities, creating systems & duplicating your processes while leaving the rest of your time for things that are important to you like spending time with family, friends and loved ones. If you allow yourself to cut corners you will quickly get bogged down with things that will take away the joy that you get when having an efficient system that works well getting your profitable offers accepted time after time. When you stay discipline with this process it will repay you with a profitable portfolio of properties that will produce cash flow and wealth building returns... leaving others with envy & wondering how you are doing it. It will also prepare you to scale your buying efforts using your profits, plus allow you to expand your exit strategies and your markets without having to be physically there to do anything.**

**Step #7:** Be Quick To Finalize Offer.

- Give Your Deposit Check. Normally not more than \$500 deposit check or \$1k only to be deposited/cashed if accepted.

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