



THE  
REALESTATE  
PLAN



YOU CAN NOW CATCH ALL THE SESSIONS ON **YOUTUBE: GROWTH AND GOALS**

“To be successful in real estate, you must always and consistently put your clients' best interests first. When you do, your personal needs will be realized beyond your greatest expectations.” -Anthony Hitt

MARCH 23



## THE BUSINESS PLAN -AVIAO NETWORK

INTRO / STARTING YOUR BUSINESS PLAN +PIANCA FOUNDER-AVIAO NETWORK

Scratch the surface of the business you want to create. How can you turn your passion into a business or side hustle.

APRIL 6



## FINANCIAL & TAX LITERACY -TRUTHFUL TAXES

MANAGE YOUR FINANCES & LEARN ABOUT YOUR TAXES +GUEST SPEAKER

How Taxes can help you personally and with your business. Simple budget tips, bank accounts and online finance resources.

APRIL 13



## REAL ESTATE AND TEAM BUILDING -JOSHUA PIZARRO

THE BUSINESS OF REAL ESTATE AND HOW TO BUILD A SOLID TEAM +GUEST SPEAKER

Learn the how to use real estate to build a wealth and what to look for in first time home ownership. Tips from on how to build a solid team to help build your business for success.

APRIL 27



## BRANDING & DESIGN BASICS -OPTION A

CONCEPTUALIZE YOUR BUSINESS +GUEST SPEAKER

Start thinking of your branding and finalize your business plan. E-mail addresses, social media accounts, etc.

MAY 4



## MARKETING - BLUE BOY BOXING

MARKETING AND BRAND AWARENESS +GUEST SPEAKER

Plan and implement your ideas for marketing. social media, pod cast, youtube commercials, etc. Get creative

MAY 11



## NETWORKING & MOTIVATING YOUR TEAM -DRO & JOCELYN

EXPAND YOUR REACH +GUEST SPEAKER

Networking is an important part to the success of any business. Learn networking skills that work. Learn how to be a LEADER with simple motivational tips to use amongst your peers.

MAY 18



## BUSINESS LEGAL NEEDS -JORGE VASQUEZ

LEGAL NEEDS +GUEST SPEAKER (ATTORNEY)

Trademarking, copy writing, incorporating, contracts, certificates, and what else might be needed to run your business legally. Hear how an attorney from your community made it to where they are at.

JUNE 1



## DIGITAL BUSINESS TOOLS - MARTY MEDINA

WEBSITE AND ONLINE TOOLS

Learn what free online resources are available to help grow your reach and your business at the same time. Websites, social media posts, flyers brochures, online shops and much more.

JUNE 8



## BUSINESS LONGEVITY - GUEST SPEAKER

TIPS ON HOW TO MAKE YOUR BUSINESS LAST

Listen to business owners share their experience on how they kept their businesses thriving through all the changes happening in the community around them.

JUNE 22



## GIVING BACK - HEELING SOLES

REFLECT, SHARE AND SUPPORT

Reflect and share everything you have learned and let's brain storm on more ideas for the next round. Guest speaker will take you on their journey to success. Learn how you can give back to your community.

WHY NOT CARE

## WHY SHOULD I INVEST IN REAL ESTATE?

REAL ESTATE INVESTMENT IS THE PURCHASE OF A FUTURE INCOME STREAM FROM PROPERTY AND CAN OFFER SEVERAL ADVANTAGES OVER OTHER TYPES OF INVESTMENTS, INCLUDING POTENTIALLY HIGHER RETURNS, STABILITY, INFLATION HEDGING, AND DIVERSIFICATION

## HOW DO I START MY SUCCESS:

- MAKE THE CHOICE TO BE SUCCESSFUL
- BE CONSISTENT
- BELIEVE IN YOUR SUCCESS
- TRUST THE PROCESS
- INSPIRE, SERVE AND ENJOY THE JOURNEY
- LEARN, LEARN, LEARN

## TIPS FOR FIRST-TIME HOME BUYERS

1. PAY OFF ALL DEBT AND BUILD AN EMERGENCY FUND
2. DETERMINE HOW MUCH HOUSE YOU CAN AFFORD
3. SAVE A DOWN PAYMENT
4. SAVE FOR CLOSING COSTS
5. GET PREAPPROVED FOR A LOAN
6. FIND A HOME FOR SALE IN YOUR PRICE RANGE
7. RESEARCH NEIGHBORHOODS FOR BEST FIT
8. ATTEND OPEN HOUSES AND THINK LONG TERM
9. MAKE A COMPETITIVE OFFER (THAT'S WITHIN YOUR BUDGET!)  
(YOU WILL NEED TO GET THE PROPERTY INSPECTED BEFORE MAKING ANY OFFERS)
10. PREPARE FOR CLOSING

SOURCE: [HTTPS://WWW.DAVERAMSEY.COM/BLOG/TIPS-FOR-FIRST-TIME-HOME-BUYERS](https://www.daveramsey.com/blog/tips-for-first-time-home-buyers)

THESE ARE ALL SUGGESTIONS AND YOU SHOULD DO YOUR OWN RESEARCH BEFORE JUMPING INTO ANYTHING.

## VIDEOS

1. 10 AWESOME STRATEGIES FOR FINDING GREAT REAL ESTATE DEALS!

[HTTPS://WWW.YOUTUBE.COM/WATCH?V=ZBEXYWEZHs](https://www.youtube.com/watch?v=zBEXYWEZHs)

2. HOW TO WHOLESAL REAL ESTATE FOR BEGINNERS

[HTTPS://WWW.YOUTUBE.COM/WATCH?V=PSKAAR6rKrQ](https://www.youtube.com/watch?v=pSKAAR6rKrQ)

3. HOW TO WHOLESAL HOUSES 101: [HTTPS://WWW.YOUTUBE.COM/WATCH?V=UYRHOUwTEAY](https://www.youtube.com/watch?v=UyRHOUwTEAY)

4. CONTRACTS NEEDED FOR WHOLESALING: [HTTPS://WWW.YOUTUBE.COM/WATCH?V=0EA67VVgyDU](https://www.youtube.com/watch?v=0EA67VVgyDU)

5. HOW TO GET RICH IN REAL ESTATE! - JAY MORRISON

[HTTPS://WWW.YOUTUBE.COM/WATCH?V=WISD-fKAW00](https://www.youtube.com/watch?v=wISD-fKAW00)

6. HOW TO FLIP YOUR FIRST HOUSE NO MONEY DOWN!

[HTTPS://WWW.YOUTUBE.COM/WATCH?V=B-1izKU5fVk](https://www.youtube.com/watch?v=B-1izKU5fVk)

## WATCH, RESEARCH AND MAKE THE BEST CHOICE FOR YOU.

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## TIPS FOR FIRST TIME FLIPPERS

AS A LENDER WE TALK TO NEW HOME FLIP INVESTORS REGULARLY. THE FOLLOWING ARE SOME SUGGESTIONS REGARDING THAT FIRST DEAL.

- Look for lower priced homes that with relatively reasonable renovation budgets. Townhouses with ARV's in the \$150-250K range are easy deals to complete. Think Baltimore, PG County, Newark DE, and Philadelphia. Target homes up to 1,500 sq ft. More than that and the costs of renovation expand substantially and you will need more cash to invest.
- For your first deal, avoid major projects; renovations more than \$100,000 require more involvement and money.
- Interview 3 contractors. Find out if they are experienced in working with home flippers. At the lower end of the price scale, you will want contractor grade trims (especially for homes that may be rentals). Your contractor needs to be familiar with what is needed.
- Avoid the lowest cost contractor, they likely will take longer and take shortcuts such as using tradesmen that are moonlighting from their regular day jobs. The cost in delays will not be worth it.
- Choose in stock product at Home Depot or Lowes or a local contractor yard. You will not want to wait for custom order product.
- Don't renovate with your taste and price scale in mind. The house should reflect the expectation and budget of the neighborhood and price point. Neutral colors are by far the best.
- Visit your site at least every other day to ensure progress is being made. You can catch poor work, misunderstandings, and other problems early. Your property needs to be close enough that you can do this regularly. Make sure your credit is in order. Many lenders have a minimum FICO Score, (ours is 620). Pay your bills, and if you have not established any credit history, get some credit cards and repay them on time.
- Determine how much money you have to invest. For first timers, you will need approximately 30% of the property purchase value to complete a deal. You will need to show proof that you have possession of the funds to close a hard money deal.

### **BEST OF LUCK ON YOUR FIRST OF MANY SUCCESSFUL FLIPS!**

<http://www.hardmoney2go.com/insights/tips-for-first-time-flippers/>

## REAL ESTATE BOOKS

1-THE BOOK ON RENTAL PROPERTY INVESTING: HOW TO CREATE WEALTH AND PASSIVE INCOME THROUGH SMART BUY &

HOLD REAL ESTATE INVESTING - BY BRANDON TURNER

2. HOW TO INVEST IN REAL ESTATE: THE ULTIMATE BEGINNER'S GUIDE TO GETTING STARTED

BY BRANDON TURNER (AUTHOR), JOSHUA DORKIN

3. LONG-DISTANCE REAL ESTATE INVESTING: HOW TO BUY, REHAB, AND MANAGE OUT-OF-STATE RENTAL PROPERTIES

BY DAVID GREENE (AUTHOR)

4. THE BOOK ON ESTIMATING REHAB COSTS: THE INVESTOR'S GUIDE TO DEFINING YOUR RENOVATION PLAN,

BUILDING YOUR BUDGET, AND KNOWING EXACTLY HOW MUCH IT ALL COSTS BY MR. J SCOTT

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# SUNDAY

I AM POWERFUL

GOALS FOR THE DAY
WHAT AM I GREATFUL FOR
WHAT MADE TODAY SUCCESSFUL

# MONDAY

I GOT THIS!

GOALS FOR THE DAY
WHAT AM I GREATFUL FOR
WHAT MADE TODAY SUCCESSFUL

# TUESDAY

I CHOOSE TO WIN

GOALS FOR THE DAY
WHAT AM I GREATFUL FOR
WHAT MADE TODAY SUCCESSFUL

# WEDNESDAY

ONE LIFE TO LIVE

GOALS FOR THE DAY
WHAT AM I GREATFUL FOR
WHAT MADE TODAY SUCCESSFUL

# THURSDAY

I BELIEVE IN ME

GOALS FOR THE DAY
WHAT AM I GREATFUL FOR
WHAT MADE TODAY SUCCESSFUL

# FRIDAY

SUCCESS IS IN MY REACH

GOALS FOR THE DAY
WHAT AM I GREATFUL FOR
WHAT MADE TODAY SUCCESSFUL