

Rei Rockstars

Coaching Series

Make More Money Tips

1. Assume the underlying loan
2. Wrap the note to an end buyer
3. Wrap to you on good terms
4. Re-wrap to end buyer
5. Negotiate non-real estate items
6. Offer non-real estate items
7. Negotiate cleaning & repairs (buy side)
8. Negotiate cleaning & repairs (sell side)
9. Low option fee (buy side)
10. No option fee (sell side)
11. Seller pays closing costs (buy side)
12. Buyer pays closing costs (sell side)
13. No balloons on buy side
14. No balloons on sell side
15. Loan origination fee
16. Owner finance fee
17. Higher sales price
18. Undetermined exit strategy
19. Just get it under contract
20. Seller maintains payments
21. Home tenders
22. Private lenders
23. Foreclosure prevention
24. Negotiating multiple deals
25. Testing & tracking your marketing
26. Attorney access for buyers & sellers
27. Attorney creativity to get the deal done
28. Attorney creativity to make more \$\$
29. Attorney legal assistance - stay out of jail
30. Attorney protection in closing documents
31. Wholesaling
32. Equity Sharing
33. Partnering
34. Promissory notes
35. Creative down payment funds
36. Networking
37. HOA & Insurance paid outside closing
38. Don't advertise down payment
39. SAFE ACT Compliance
40. Creative loan terms
41. Escrow two payments
42. Deed in lieu
43. Required escrow (TI)
44. First payment due at closing
45. Payments due on the 15th
46. Late fees
47. Third party servicing
48. Pre-payment Penalty or Due on sale clause
49. Possession according to temporary lease
50. Don't promise the seller any \$\$
51. Don't be a HOG
52. Up front due diligence
53. Roof Inspection/insurance claim
54. Ask buyer their business - use as creative way to help with D.P.
55. Have buyer make split payments