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My Journey

- Video 1 – **My Journey** (3:20)
- Video 2 – **My Investments** (2:00)
- Video 3 – **1st House at 19** (5:17)
- Video 4 – **Hitting the Wall** (4:35)
- Video 5 – **Florida Portfolio** (2:40)
- Video 6 – **Cottage Portfolio** (1:43)
- Video 7 – **Arizona Portfolio** (1:50)
- Video 8 – **Alberta Portfolio** (4:36)
- Video 9 – **Belize Portfolio** (12:00)
- Video 10 – **My Media** (0:43)

Total – 30 Minutes

Fundamentals

- Video 1 – **Game of Life** (10:00)
- Video 2 – **Risk, Inflation & Leverage** (19:00)
- Video 3 – **Hands-off Investing** (9:30)
- Video 4 – **Cash-flow Comparison** (3:21)
- Video 5 – **Plan A - Residential** (20:00)
- Video 6 – **Plan B - Commercial** (16:32)
- Video 7 – **Plan C - Development** (15:00)
- Video 8 – **Review Assignment & Co-venture** (60:00)

Total – 2.6 Hours

Networking

- Video 1 – **Know Yourself** (8:15)
- Video 2 – **Write Your Own Story** (25:00)
- Video 3 – **Sales 101** (37:12)
- Video 4 – **Influence 101** (67:00)
- Video 5 – **Prospecting** (22:00)
- Video 6 – **Negotiate Like a Pro** (38:00)

Total – 3.2 Hours

Investor Financing

- Video 1 – **Finding Clients to Invest** (78:00)
- Video 2 – **1st Contact Stories** (45:00)
- Video 3 – **Spot a JV Partner 20 Feet Away** (16:00)
- Video 4 – **Know Your Client** (21:00)
- Video 5 – **Financing a Deal** (50:00)
- Video 6 – **Types of Investments** (34:00)
- Video 7 – **Sources of Capital** (10:00)
- Video 8 – **VTB Financing Process** (19:21)
- Video 9 – **Convince a Co-Venture Partner** (12:00)
- Video 10 – **Funding Deal - Co-Venture Partner** (11:00)
- Video 11 – **Co-Venture Agreement – Quick** (10:00)
- Video 12 – **Co-Venture Agreement – Full** (33:00)

Total – 5.7 Hours

Essentials

- Video 1 – **Find Off-Market Deals by Farming Area** (86:00)
- Video 2 – **Finding Off-Market Property** (60:00)
- Video 3 – **Property Hunting with Google Earth** (19:00)
- Video 4 – **Source of Commercial Deals** (13:21)
- Video 5 – **Real Estate Life Cycle** (13:00)
- Video 6 – **Area Study** (24:23)
- Video 7 – **10 Types of Properties** (14:00)
- Video 8 – **Gross Rents vs Net Rents** (8:00)
- Video 9 – **Residential vs Commercial** (12:00)
- Video 10 – **Multi-family vs Mixed-Use** (6:16)
- Video 11 – **Realtor Script 101** (13:31)
- Video 12 – **Property Owner Script** (11:12)
- Video 13 – **MLS Listing & Proforma Review** (11:16)
- Video 14 – **7 Key Numbers** (42:00)
- Video 15 – **Analysis Spreadsheet Review** (25:15)

Total 6.2 Hours

Advanced

- Video 1 – **Property View Form** (15:00)
- Video 2 – **Repairs / Upgrades** (90:00)
- Video 3 – **Share Reno Cost** (5:20)
- Video 4 – **Purchase Agreement Defined** (30:00)
- Video 5 – **Master Clauses** (37:00)
- Video 6 – **Purchase Agreement Standard** (14:00)
- Video 7 – **Due Diligence 101** (29:00)
- Video 8 – **Property Management 101** (28:00)
- Video 9 – **Assignment of Contract Strategy** (60:00)
- Video 10 – **Assignment Sales Package** (20:00)

Total – 5.5 Hours

Self Storage

- Video 1 – Zero to Self Storage (10:17)
- Video 2 – Self Storage Defined (5:08)
- Video 3 – Self Storage 1-4 Generation (15:12)
- Video 4 – Self Storage Revenue Streams (18:10)
- Video 5 – Self Storage Area Study (6:00)
- Video 6 – Self Storage 4th Generation (7:00)
- Total – 1 Hour

Development – How to Build

- Video 1 – Development Plan (38:00)
- Video 2 – Urban Planning (1:08)
- Video 3 – Government Departments (41:00)
- Video 4 – Elements of Construction (49:00)
- Video 5 – Purchase Vacant Land (45:00)
- Video 6 – Site Plan Approval (46:00)
- Video 7 – Strategic Partners (12:00)
- Video 8 – Stick vs Modular House (37:22)
- Video 9 – Stick vs Modular Cost Comparison (23:10)
- Video 10 – Investment Structures (37:00)
- Total – 6.6 Hours

Advanced Strategies

- Video 1 – Assignment of Contract (60:00)
- Video 2 – Buy-Fix-Sell (25:00)
- Video 3 – Buy-Reno-Hold (BRRR) (25:00)
- Video 4 – Rent to Own (25:00)
- Video 5 – Multi-family Commercial (68:00)
- Video 6 – Option to Purchase (25:00)
- Video 7 – Discount Mortgage (25:00)
- Video 8 – How to Build a House (47:00)
- Video 9 – Paradise Investing Belize (60:00)
- Video 10 - Property Tax Sale (25:00)
- Video 11 – Self Storage (10:17)
- Video 12 - USA Buying Structure (12:00)
- Total – 5.5 Hours

Audio Sessions with Owners & Managers

Total – 6.5 Hour

- Audio 1 – Not for Sale owner will consider (12:40)
- Audio 2 – Owner will sell for the right price (6:00)
- Audio 3 – Potential Assignment of Contract deal (20:30)
- Audio 4 – Left detailed message for Property Manager (3:30)
- Audio 5 – Discussion with Property Management Receptionist (5:00)
- Audio 6 – Simulation 1st & 2nd call with Owner (17:00)
- Audio 7 – Son’s inheritance but will ask if he’ll sell (7:30)
- Audio 8 – Possible sale, call back in the summer (3:15)
- Audio 9 – Not ready to sell, may next year (4:30)
- Audio 10 – Sale & possible assignment deal (8:00)
- Audio 11 – Not selling, still growing possible Assignment (9:00)
- Audio 12 – Had portfolio for sale last summer, turned off (11:00)
- Audio 13 – 1st chat with realtor on private deal (23:00)
- Audio 14 – Owner called my Cap-Rate analysis crazy (17:00)
- Audio 15 – Most common questions asked by Owners (29:00)
- Audio 16 – Give 1st to receive extra info from PMgr. (8:00)
- Audio 17 – Failed attempt recruiting a Property Manager (3:00)
- Audio 18 – From PM to Owner, a 3 part call to JV deal (11:30)

- Audio 19 – Not selling but may sell other & JV (9:00)
- Audio 20 – PM to VP who buys (possible Assignment) (10:30)
- Audio 21 – Not ready to sell but will ask wife (7:30)
- Audio 22 – Be memorable to PM & info gets passed on (6:00)
- Audio 23 – My 1st house Owner contact in 12 years (20:00)
- Audio 24 – Navigate through the PM to the buyer (5:00)
- Audio 25 – Speak with super to gather info on Owner (8:00)
- Audio 26 – Saucy PM gatekeeper – Left detailed msg for Owner (4:00)
- Audio 27 – Quick hack through “We are not selling” (1:30)
- Audio 28 – Negotiate a lower price by using the takeaway (13:30)
- Audio 29 – Recruit a PM to find deals for you (5:30)
- Audio 30 – Place anchor with PM for easier 2nd call (6:00)
- Audio 31 – Part 2 of a conversation with an Owner (18:30)
- Audio 32 – Not selling but referral of 9 unit deal (36:00)
- Audio 33 – 3-plex Owner 1st & 2nd call to solve price (22:00)
- Audio 34 – Setup a series of small PMs to refer deals (7:00)
- Audio 35 – Setup a series of large PMs to refer deals (8:00)
- Audio 36 – Can find deals in Developer portfolio (18:00)
- Audio 37 – Clueless people (1:30)

Videos = 36.5 hours
Audio = 6.5 hours
Total = 43 hours