

## Welcome to RCCSOL.com Video Library

### Strategies

- Video 1 – Assignment of Contract (60:00)
  - Video 2 – Buy-Fix-Sell (68:00)
  - Video 3 – Buy-Reno-Hold (BRRR) (57:00)
  - Video 4 – Rent to Own (38:00)
  - Video 5 – Multi-family Commercial (68:00)
  - Video 6 – Option to Purchase (50:00)
  - Video 7 – Discount Mortgage (65:00)
  - Video 8 – Property Tax Sale (25:00)
  - Video 9 – How to Build a House (47:00)
  - Video 10 – Paradise Investing Belize (68:00)
  - Video 11 – Self Storage (10:00)
  - Video 12 – Kids Education Funding (50:00)
  - Video 13 – Hand-Me-Up Gentrification (60:00)
  - Video 14 – USA Buying Structure (12:00)
  - Video 15 – Realtor & Mortgage Agent (30:00)
- Total – 12 Hours

### Find Investor

- 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 Investment Systems (36:00)
  - 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 – Quick Explain JV Agreement (10:00)
  - Video 12 – Full Explain JV Agreement (33:00)
- Total – 6 Hours

### 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 (3:30)
  - Video 5 – Plan A - Residential (20:00)
  - Video 6 – Plan B - Commercial (17:00)
  - Video 7 – Plan C - Development (15:00)
  - Video 8 – Review Assignment & Co-venture (60:00)
  - Video 9 – Bookkeeping & Business Ratio (20:00)
  - Video 10 – Wealth Fundamentals (90:00)
  - Video 11 – Business Fundamentals (97:00)
  - Video 12 – Formula Fundamentals (60:00)
- Total – 7 Hours

### Essentials

- Video 1 – Find Off-Market Deals by Focus Area (86:00)
  - Video 2 – Finding Off-Market Strip Plaza (60:00)
  - Video 3 – Property Hunting with Google Earth (19:00)
  - Video 4 – Residential vs Commercial (12:00)
  - 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 – Multi-family vs Mixed-Use (6:16)
  - Video 10 – Realtor Script 101 (13:31)
  - Video 11 – Property Owner Script (11:12)
  - Video 12 – MLS Listing & Proforma Review (11:16)
  - Video 13 – 7 Key Numbers (42:00)
  - Video 14 – Analysis Spreadsheet Review (25:15)
- Total 6 Hours

### Networking

- Video 1 – Know Yourself (8:00)
  - Video 2 – Write Your Own Story (25:00)
  - Video 3 – Sales 101 (37:00)
  - Video 4 – Influence 101 (67:00)
  - Video 5 – Prospecting (22:00)
  - Video 6 – Negotiate Like a Pro (38:00)
  - Video 7 – Part 1-Understand Intelligence (60:00)
  - Video 8 – Part 2-Supercharge the Mind (25:00)
  - Video 9 – Problem Solving (75:00)
- Total –6 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 (50:00)
- Total – 6 Hours

## Development – How to Build

- Video 1 – **Development Plan** (38:00)
  - Video 2 – **Urban Planning** (68:00)
  - 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** (37:00)
  - Video 9 – **Stick vs Modular Cost Comparison** (23:00)
  - Video 10 – **How to build a house – Part A** (45:00)
  - Video 11 – **How to Build a House – Part B** (45:00)
  - Video 12 – **Types of Investment Systems** (36:00)
- Total – 8 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 4<sup>th</sup> Generation** (7:00)
- Total – 1 Hour

## 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)
- Total – 30 Minutes

**100**  
**Video Recordings**  
**53 hours**

## Audio Sessions with Owners & Managers

### Total – 9.6 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 1<sup>st</sup> & 2<sup>nd</sup> 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 – 1<sup>st</sup> 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 1<sup>st</sup> 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 1<sup>st</sup> 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 2<sup>nd</sup> 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 1<sup>st</sup> & 2<sup>nd</sup> 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)
- Audio 38 – No sale to potential JV & Private Lending (20:00)
- Audio 39 – How to get NOI Numbers from a reserved owner (8:00)
- Audio 40 – From a no sale to the "Hatrick" (7:00)
- Audio 41 – Blame low price on the math & rents (12:30)
- Audio 42 – Pulling numbers from an owner is like pulling teeth (10:30)
- Audio 43 – Part 2 – speaking to Owner about the P&S Agreement (26:00)
- Audio 44 – Found massive portfolio (12:00)
- Audio 45 – Owner pays 2% referral fee on off-market deals (12:00)
- Audio 46 – Property Manager will email introduce us to Owner (5:30)
- Audio 47 – P. Manager will connect us with other owners (3:30)
- Audio 48 – Left 4 point message with PM (1:30)
- Audio 49 – Building for sale, has 6-plex, 2houses & lot to sell (15:00)
- Audio 50 – Potential for JV with Huge company (8:00)
- Audio 51 – “No” to 60 investors before me (24 unit) (19:00)
- Audio 52 – Turned up the Thunder on a Rude Owner (11:00)

52

Audio Recordings

9.5 hours

## Download Documents

### GENERAL DOCUMENTS

90 Day Challenge Outline

Property & Market Fundamentals

Assignment & Co-venture Flowchart

Residential Investing Flowchart

1<sup>st</sup> – 5<sup>th</sup> Call to Owner Check List

Investment Opportunity Email, Level 1 & 2 Template

### KNOW YOUR CLIENT

KYC – Risk & Skill Level Form 1

KYC – Res & Com Buy Ability Form 2

KYC – GDS & TDS Calculation

KYC – Personal Financial

### PROPERTY ANALYSIS

Property Analysis – Step 1

Property Analysis Template (spreadsheet)

Commercial Property Rent Roll (spreadsheet)

Multi-Family Rent Roll Template (spreadsheet)

Builders Template (spreadsheet)

### PROPERTY OWNER CONTACT SYSTEM

Spot a Distressed Property (flyer)

Can I Buy your Property (flyer)

I want to Buy your House (flyer)

I want to Buy your House 2 (flyer)

Realtor Script (1st contact)

1st Contact with Owner Script

2nd Contact with Owner Script

3rd Contact with Owner Script/email

Owner Follow-up Letter (buying only)

Owner Follow-up Letter (will sell)

Property Manager follow-up Letter

1st Contact Owner Letter (Forward by Property Manager)

Request for information Letter (with NDA)

### PURCHASE AGREEMENTS

Form 100 & 500 – Purchase Agreement – ON (seek legal review)

Purchase & Sale Agreement Template

Master Clauses in Text Form (seek legal review)

Form 145 – Assignment of P&S – ON (seek legal review)

Tenant Acknowledge Form

**72 Files**  
**(PDF, DOC, XLS)**

### FINANCE A DEAL

Mortgage Application (checklist)

Request for Information – Commercial Finance (checklist)

Letter of Intent Development Project (checklist)

MOE-Mortgage Investment Offering (checklist)

### JOINT VENTURE

JV-Venturer Personality Profile

JV-Venturer Application

JV-Quick Explanation of JV Agreement Sheet

JV-Letter of Intent

JV-JV Agreement (seek legal review)

### PROPERTY MANAGEMENT

Tenant Interview Questions

Form 410 – Rental Application

Rental Rules for New Tenant

Residential Lease Agreement (seek legal review)

Commercial Lease Agreement (seek legal review)

Pre-rental Unit Condition Checklist

3 Rental Budgets (Operation, Cash-flow, Capital)

Repair Request Form – Tenant

Eviction – 3 day notice missed rent

Eviction Process

Share utility agreement among tenants

### RENT TO OWN

Lease Option Agreement (seek legal review)

### OPTION TO PURCHASE

Option to Purchase Agreement (seek legal review)

Intent to Exercise Option to Purchase

Extension of Option to Purchase

Assignment of Option to Purchase

Option conditions Waiver

### DISCOUNT MORTGAGE

1st Contact Letter with VTB holder

Purchase Mortgage Agreement (seek legal review)

1st Contact Letter to VTB buyer

NDA-Non disclosure agreement to VTB buyer

Performance Agreement with VTB buyer (seek legal review)

### PROPERTY TAX SALE

1st Contact Letter with P-Tax Arrears Home Owner