



**TRAINING PREQ1 WORKBOOK:
GIVE MONEY, RAISE MONEY, MAKE MONEY**



EST.

imarketing.courses
BEST PLACE TO LEARN !

2021

Table of Contents

Subject	Page Number
PREQ1.1. Congratulations on Investing in Your Success!	3
PREQ1.2. “If you fail to plan, you plan to fail.”	4
PREQ1.3. Set Your Intention	6
PREQ1.4. Private Money: The What and Where?	8
PREQ1.5. How to Raise Private Money	9
PREQ1.6. Homework	11
PREQ1.7. Gator Mindset & Inspiration	12

Disclaimer

I am not a CPA, attorney, insurance, contractor, lender, or financial advisor. The content in this document shall not be construed as tax, legal, insurance, construction, engineering, health & safety, electrical, financial advice, or other, and may be outdated or inaccurate; it is your responsibility to verify all information yourself. This is material for entertainment purposes ONLY.



PREQ 1.1. Congratulations on Investing in Your Success!

Welcome to the Gator Tribe!

This is the first workbook in the Gator Method Course.

Remember these workbooks are a companion to the training videos, not a replacement for them.

You should watch each training video, as well as complete each companion workbook in order to get the most benefit from this course.



Like any industry, real estate investing has its own language and terminology. If you come across unfamiliar words, your **Gator Glossary** is located in your **Kajabi course**.

Don't worry if you don't understand all the material the first time around. It's completely normal to rewatch or re-read the same content more than once or even multiple times.

The important actions are that you don't stop and you complete the course.

Let's talk about the video you just watched, Give Money, Raise Money, Make Money.

This training was a prerequisite and designed to prepare your Gator brain for the questions it will have to answer soon. Let's put it this way - if you want to open a dealership that sells cars, you still need to know about the parts of the cars you are selling. Even if you don't have a service center, customers are going to ask you about car parts on a regular basis, and it would be your job to answer those questions.

It's the same thing in Gator Method. **Private capital (a.k.a. private money) will be a key part of your new business and you need to understand the what, why and how of this part of Gator Method.**

This training video was aimed at helping people get private money, which is a perspective you need to know and part of future Gator Strategies you will learn about.

The 1st training video was also full of mindset shifts. These shifts are part of the joy of learning something new. When you shift your brain into the right gear, and begin taking calculated action, you've put yourself on the path to success.

So prepare for even more awesome mind shifts in the upcoming 1st workbook and have fun on your Gator Method journey!

PREQ 1.2. "If you fail to plan, you plan to fail." ~ Benjamin Franklin

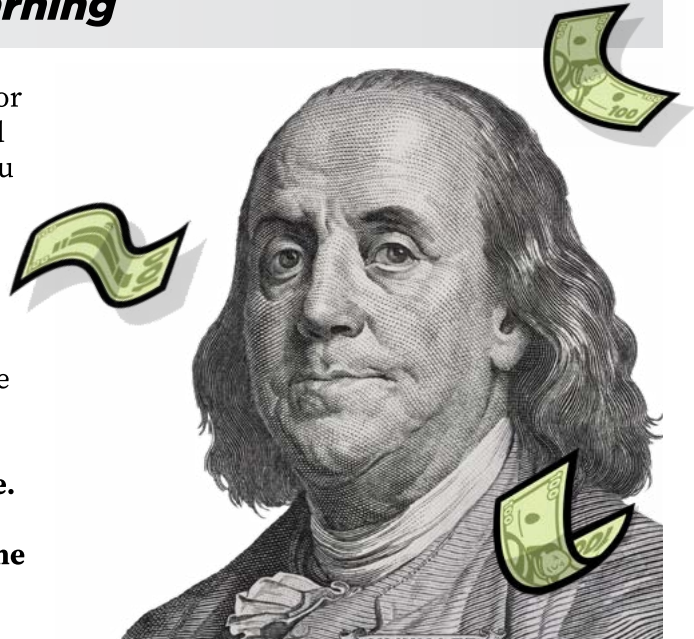
Your 1st Assignment: Plan Your Learning

How do you like to schedule your time? Digital calendar or do you kick it old school with a good ol' fashioned pen and paper planner? If you don't have either of these, we got you covered.

On the next page is a blank 1 month calendar template that you can use. Print out as many copies as you need to plan out your course modules and the action you need to take, such as watching the videos and working through the companion workbooks.

Your 1st assignment is to calendar your Gator study time.

If you want to make the Benjamins, you have to be like the famous Benjamin featured on the \$100 bill.



We recommend planning to complete one course module per every 1-2 weeks, depending on how much content is in the module.

Naturally, some modules will take longer than others. You may need more or less time and that's ok. Your plan might get off track and that's ok too.

You may not understand everything the 1st time around. Remember to give yourself grace and JUST DON'T QUIT!

Gator Planner

Month:

Year:

NOTE: On **ANY** of the date boxes below or **ANYWHERE** in this entire document where you are prompted to take notes, you are able to do so by clicking in the note area and typing as much as you like!

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

NOTES:

PREQ 1.3. Set Your Intention

This Gator Method course is a solution to the unspoken problem in this question:
“How do I get started in real estate?”

That’s why you invested in this course- to start your new real estate business and accomplish the financial goal that is meaningful to you.

Or maybe you have started already, but you want to expand your real estate investing toolkit.

The beauty of Gator Method is that you will learn tools that you can use to build your real estate business forever.

You can make this business as small or as big as you want. Both options are okay, but it’s your choice to make.

It is not only your responsibility, but also your right to design and build a business that fits into your lifestyle and helps you attain your wealth goals.

So set your intention for your Gator Method business here and now. Begin your journey with the end in mind. Write your story with the actions you take going forward to get to your destination.

1. Imagine yourself 5 years from now.

Only positive thoughts allowed when you visualize your future. Evict negativity.
Negativity is a waste of your valuable time. Only positivity will attract your dreams.

Write a description of what your life looks like 5 years from now.

Where do you live? How do you earn money? What people do you see there?



How about your success? What does that look like 5 years from now? What does success look like to you?
Maybe it looks like a bank account with lots of digits in the balance? Maybe it’s a large real estate portfolio?
Maybe it’s a comfortable life where you don’t worry about money anymore. Describe it here.

2. Action + Community = Success

What action are you willing to take to make sure your Gator Method business is successful? Are you going to commit to completing this course? Are you going to commit to implementing what you've learned? **Will you commit to working on your success mindset, each and every day?**

What community is going to help you succeed? Who's advice will you listen to on this journey? Equally important- who are you not going to listen to? Not everyone is going to support you. You will need courage to ignore the haters.



EST.

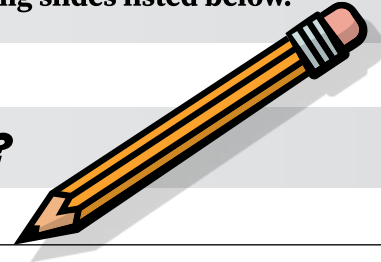
imarketingcourses
BEST PLACE TO LEARN !

2021

PREQ 1.4. Private Money: *The What and Where?*

Use the notes boxes to record your most important takeaways from the training slides listed below.

1st slide: Private Money - What is it? Where is it?



2nd slide: Fears & Objections

3rd slide: What is Private Money? Who has it?

4th slide: Why Private Money?

5th slide: What you can do with Private Money - 8 Ideas

6th slide: Risk & Control

PREQ 1.5. How to Raise Private Money

Strategy #1 - Word of Mouth

This is Amy's four second power pitch to hook PMLs:

"I show people how to make double-digit returns by investing in real estate."

Do you have a power pitch? If so, write it below. If not, don't sweat it right now, but keep this in the back of your mind and develop one when you're ready.

A four second power pitch is a great tool to make the connections for your business!



Strategy #2 - Fundraising Events

Take some time to do research and identify fundraising events that you can attend in your area. Then, put them on your calendar and go network!

Strategy #3 - Online Presence

What are the 3 social media accounts Amy recommends you have? If you haven't opened them, get that done, but use them strategically, as she recommends.

Amy's Affirmations

"I can raise private money by building my foundation first and speaking with confidence."

"I can raise private money, because I know how to nurture my network, and I know how to protect, secure, and insure my investors."

"I can raise money, because I have steps, I have a system, and I know



EST. **imarketing.courses**
BEST PLACE TO LEARN!

2021

Strategy #4 - 1 x 4 x 30 Method

What is Amy's "1 x 4 x 30 Method" strategy?

How would you take action on this strategy?

- Where would you meet prospects in person?
- Would you meet them virtually, like in Zoom or GoogleMeet?
- What day of the week would be your networking day?

Strategy #5 - Entrepreneurial events

Take some time to research in-person and virtual events like Amy describes in the training.

1. Put at least 2 or more on your calendar.
2. Actually attend, participate, and make other connections with other people at these events.
3. When you're ready to start your business, follow-up with the connections you've made and start making some money together!



PREQ 1.6. Homework

Your Online Presence

In today's digital world, how you present yourself online is just as important as the impression you make face-to-face, maybe even more so. **The only business card you need now is Instagram. So go study your social media. Google search yourself.**

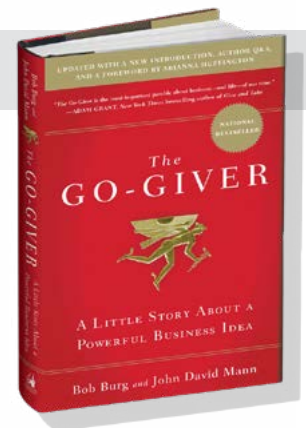
Now put yourself in the shoes of a potential customer or someone else in the real estate investing world. What would these people think of the way you present yourself online? Will this image help or hurt your new business? **Do you have a presence that would make people want to work with you, or keep on scrolling?**

Give Money, Raise Money, Make Money

"Your income is determined by how many people you serve and how well you serve them."

- **Bob Burg, *The Go-Giver: A Little Story About a Powerful Business Idea***

Being a Go-Giver is not only good for your business, but it's good for your character and those you serve. Who do you plan on serving and how will you serve them?



PREQ 1.7. Gator Mindset & Inspiration

"Your income is determined by how many people you serve and how well you serve them."

- Bob Burg, The Go-Giver;
A Little Story About a Powerful Business Idea



"It's the fundamentals of understanding our business that's vital."

LeBron never stops with the layups."

Mastering fundamentals is what makes us the best."

- Amy Mahjoory



"May I never reach my potential, because I want to always grow."

- Jamil Damji



EST.

imarketing.courses
BEST PLACE TO LEARN !

2021

PREQ 1 Conclusion Page

Nice work finishing finishing Give Money, Raise Money, Make Money.

You have now completed 1 of 2 course prerequisites. Your brain (and heart) should feel a little bigger than before you started.

This training helped lay the foundation for your upcoming core Gator Method trainings.

Make sure you complete the homework. Whether you like it or not, your personal branding and the way you present yourself to the world is now something you will have to monitor going forward.

Time to move on to your second (and last) prerequisite training!

Time to move on to Gator Method 1.0!



EST.

imarketing.courses

BEST PLACE TO LEARN !

2021