



**TRAINING 3.0 WORKBOOK:  
INTRO TO JOINT  
VENTURING ON EMD  
ANSWER KEY**



EST.

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2021

# 3.1. Quiz Time!

## Can your Gator brain pass the test?

### Fill in the blanks-

**Gator Method isn't necessarily "lending."** You will form a **joint venture** with someone else who has a real estate deal, but needs a **resource** you have to complete the transaction.

- ① **Private Money Lenders** care about **interest**, but Gators care about **chunks**.
- ② **In 2.0, you learned the cautionary tale of the Gator who lost his money in Houston, TX. How did the Gator lose his money?**

- A. He lost it betting on the Houston Texans football team.
- B. The title companies chose not to return it.
- C. He didn't have the right paperwork and the seller refused to release it.
- D. He lost his wallet while visiting NASA.

**Which letter has the right answer?** **A**

- ③ **EMD stands for:**

- A. Earnest money deposit
- B. Eat more dairy
- C. Early money down
- D. Enhanced monetary deposit

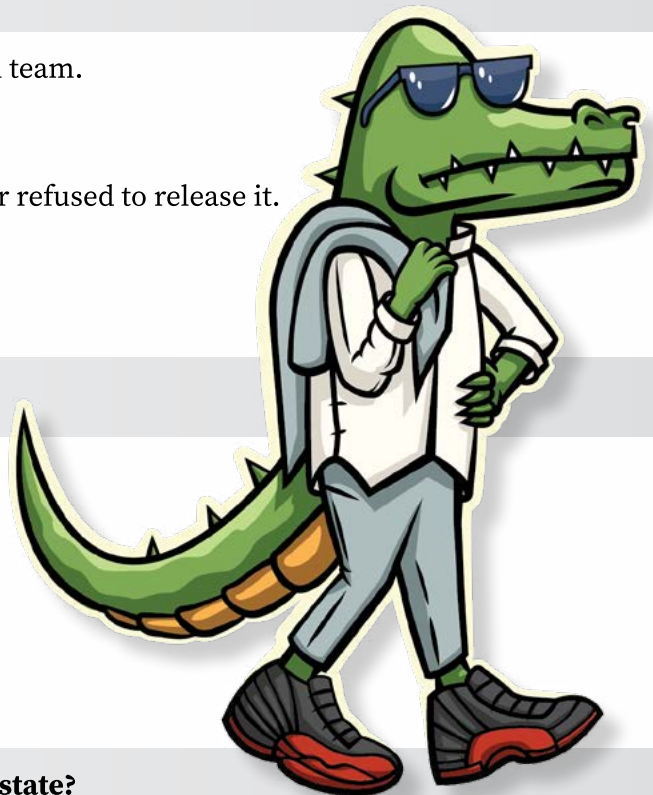
**Which letter has the right answer?** **C**

- ④ **What is an example of a "mutual release of EMD" state?**

**Texas**

- ⑤ **Why is Arizona the greatest state in the U.S.(or at least when it comes to Gator Method)?**

**Arizona is not a "mutual release of EMD" state.**



**6 Why is the new Wholesale Contract so revolutionary?**

- A. It's the 1st real wholesale contract ever drafted.
- B. This contract gets rid of the "mutual release of EMD" issue- the arch nemesis of Gators.
- C. It will let you get paid no matter what.
- D. All the cool investors like Jamil Damji, Brent Daniels, and Cody Sperber- use this contract

**Which letter has the right answer? B**

**7 Why should you help "pass this contract around like candy?"**

- A. Actually you should not pass it around. This contract cost a lot of money- just keep it for yourself!
- B. It contains contractual language that gets rid of mutual release of EMD.
- C. It is better for your Gator Method business if this contract becomes the standard A.S.A.P.
- D. Both B and C

**Which letter has the right answer? D**

**8 Fill in the blanks-**

If the paperwork you use in your Gator Method business is the 1st layer of protection for your money, picking up the phone and talking to the **title company** or **closing attorney** (depending on what state you're in) is your 2nd layer of protection.  
It is vital that you speak with them and confirm their understanding of the paperwork you're using and that you will get your EMD back no matter what.

**9 Why are you choosing to invest your time and money into learning Gator Method?**

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**10 How is your new business going to change your life?**

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**Nice work keeping your eye on the**

