

# Training 4.0. JV + EMD - Check Your Risk

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Training 4.0 has so much gold, you might need to watch it twice, especially the part about checking your risk before you JV on an EMD.

### After Watching this Video You Will:

- Know who a transaction coordinator is, so that if paperwork or coordinating a transaction is your weakness, you know who you need to hire to help you complete a transaction so you get paid.
- Know the steps to take in a situation where the wholesaler used the wrong contract
- Learn negotiation strategies in order to maximize your profit.
- Be able to find the opportunities to do Gator deals, so that you can always have a stream of money-making opportunities available. Keep working these systems and, one day, the deals will start coming to YOU.
- Know how to market yourself in a way that does NOT sound like you're a sleazy car salesman (no offense to any car salesmen LOL), so that you are seen as a helpful guide who can provide value, instead partner repellent.
- Learn about inspection periods and that it's essential that you monitor these dates, so that you don't lose your money.
- Know that to do when a stakeholder in the transaction "ghosts" on the deal (a common problem in real estate) so that you don't lose your money.
- Learn the "5 Steps to Checking Your Risk Before JV + EMD" so that you can mitigate your risk as much as possible.

Your companion workbook is attached to this training and you can find resources here: [Gator Method Course Links](#)

