



# TRAINING 2.0 WORKBOOK:

GATOR STRATEGIES MUTUAL RELEASE STATES



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## 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tax, legal, insurance, construction, engineering, health & safety, electrical, financial advice, or other, and may be outdated or inaccurate; it is your responsibility to verify all information yourself.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.**



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

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



## 2.1. Gator Strategies

Now, the key to getting your chunks out of real estate deals is knowing your Gator strategies.

As you're going through this training, follow along with this workbook to fill-in-the-blanks on the next several pages.

This exercise will help reinforce foundational knowledge you need for Gator Method.

It should also help you begin imagining the possibilities for your new business!



### REVIEW:

**Gator Method** is using one (or several) resources you have as the Gator to get “paid” in a real estate deal.

“Paid” could mean:

- **Money**, like part of a wholesaler's assignment or the back-end of a fix and flip
- Part of the **“equity in ownership”** of property
- Part of the **cash flow** of a deal.

### The Original Gator Method

Helping wholesalers find \_\_\_\_\_ and \_\_\_\_\_ deals has been one of the most utilized methods of gaining CHUNKS of someone else's deal.

**The issue is that you need to bring more to the table than just:**  
“Send me your deals” or “Can I help you find a buyer?”

But this method is oversaturated, like a “red ocean” in business. You need a competitive advantage. (See section 2.5 for an explanation of “red versus blue oceans” in business.)

### The 2nd Gator Strategy- Earnest Money

The majority of new wholesalers DO NOT have \$1,000 for \_\_\_\_\_ (a.k.a. EMD).

**Depending on the Wholesalers \_\_\_\_\_ you can make up to \$5,000 in less than 15 days with NO RISK if your paperwork is correct.**

**Make \$300-\$500k per year easy.**



## Proof of Funds/Credibility Strategy

The majority of wholesalers ask, “Where do I get A \_\_\_\_\_ of \_\_\_\_\_? How do I show credibility?”

Future trainings will show how to put together a credibility package to show you how you can go to wholesalers and say, “Leverage my credibility to get the deal done as long as I get a portion of the deal- whether its assignment, cash flow, ownership, etc.”

## Agency/Paperwork Strategy

Real estate agents can leverage their existing skills as a Gator.

The majority of \_\_\_\_\_ don't know how to fill out \_\_\_\_\_ properly or which paperwork to even use.

Agents can help with \_\_\_\_\_ work, etc.

### The 3 Rs:

Remember: Resource = \_\_\_\_\_



## Transactional Funding Strategy

\_\_\_\_\_ is going to continue to be required as \_\_\_\_\_ will become outlawed in the next 5 years.

Having the ability to \_\_\_\_\_ for 1-3 days will become a \_\_\_\_\_ !

With \$300k in capital, you can make roughly \$1-3 million per year in fees.

This requires a *line of credit* OR for you to be a \_\_\_\_\_ .



## Flip Funding Strategy

\_\_\_\_\_ money has become SUPER EASY to obtain with companies like \_\_\_\_\_ and other similar companies.

[MyInvestorLoan.com](http://MyInvestorLoan.com)

The problem is they DO NOT \_\_\_\_\_ ALL the \_\_\_\_\_ .

\_\_\_\_\_ MONEY is the superpower!



## Gator Wrestling Strategy

Gator Wrestling means that you as the 1st Gator would bring a 2nd Gator to the table and Joint Venture on the funding.

This is a good method if you are still building up your capital.

What are some of the other benefits to Gator Wrestling that Pace mentions in the video?

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## Sponsor of Loans- Qualifying Party Strategy

Gator Loan Sponsors have the \_\_\_\_\_ and the \_\_\_\_\_ to sponsor entire deals.

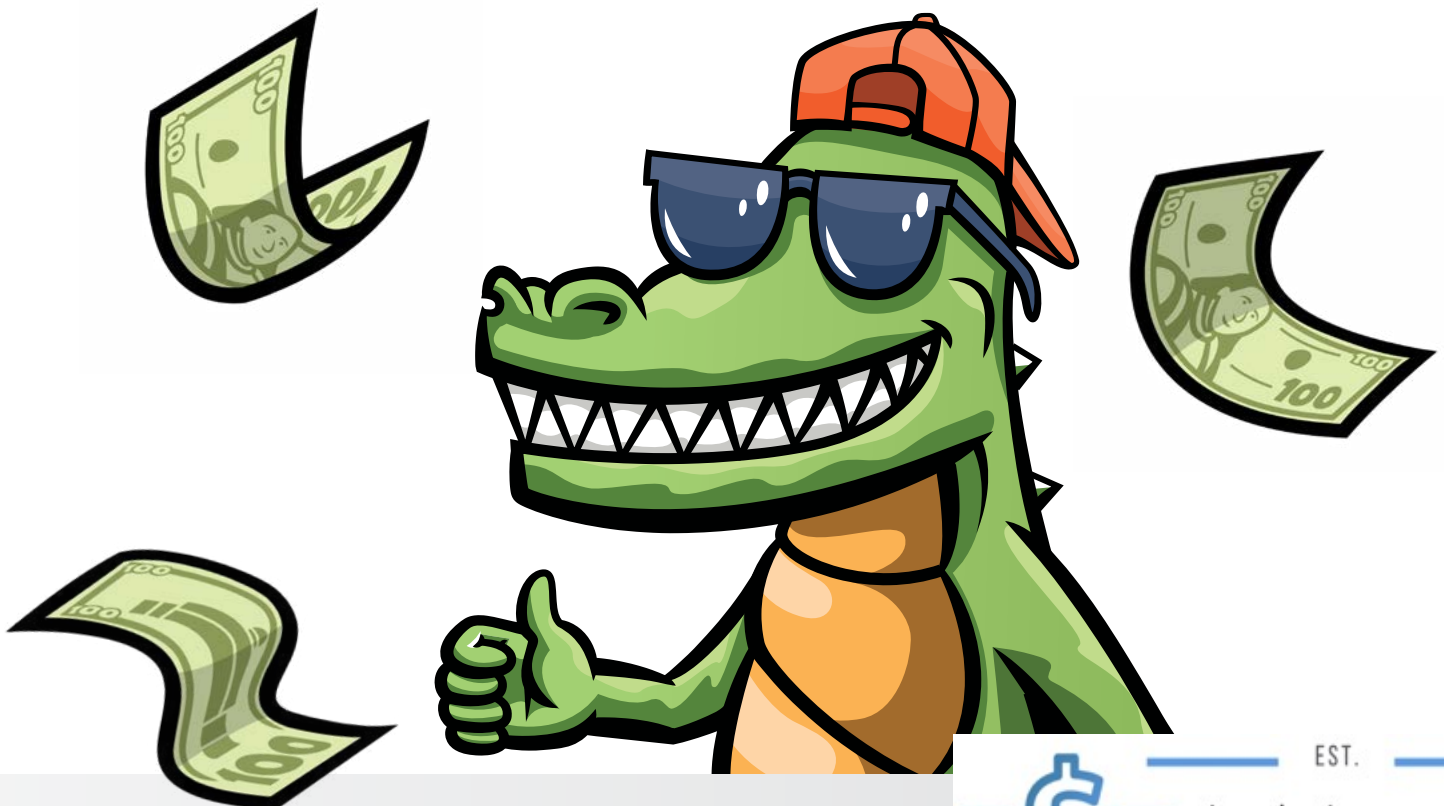
**They can:**

Qualify for \_\_\_\_\_. NO money.

Qualify for \_\_\_\_\_ requirements.

Qualify for \_\_\_\_\_ requirements.

**This method would be considered a business “blue ocean”- lots of opportunity!**  
(See section 2.5 for an explanation of “red versus blue oceans” in business.)



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## 2.2. Why would someone go to a Gator instead of a bank, a PML, or a HML?

**Based on what you learned so far, answer the following questions:**

- ① What types of funding situations do banks, hard money lenders, and private money lender usually ignore? These types of deals are usually outside of their business model.

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- ② Describe the types of deals that your new Gator instincts should be looking for now.

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**Your business as a Gator is to take advantage of each opportunity, no matter how small, and leave nothing on the table.**

Think about how gators are in the wild. Do they leave food behind? No!  
Other animals might leave scraps, but not gators. They want it ALL!  
**It's the same way in real estate.**



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2.3

Beware the  
Mutual Release States

# HOUSTON SWAMP A HARD LESSON

## TEACHES GATOR

A Cautionary Tale of  
What NOT to Do

There once was a Gator from  
Arizona who decides to expand his  
business outside his home state.  
He travels to a wet, humid, swampy place  
Full of people doing real estate deals.

He thinks, "Houston- the Bayou City- is the  
perfect place for a Gator like me to lend EMD!"

So he plunks down \$1,000 at one title company and \$1,000 down at another to cover 2 wholesalers' earnest money.  
10-15 days go by, and instead of  
the deals closing, they both fall through.  
But the Gator thinks...

"That's fine,  
because both deals cancelled before the  
inspection period was up. I'll be getting my  
money refunded ASAP!"

BUT...



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# LITTLE DID HE KNOW...

## The Gator had made TWO mistakes:

1. He did this entire arrangement on a handshake with no paperwork to protect himself.
2. He had no knowledge of "mutual release states."

He had NO IDEA that in a mutual release state like TX, the seller has to sign off agreeing to release a buyer's EMD back to them. In his wonderful home state of AZ, such insanity did not exist!



So the Gator went back to AZ, and his money stayed in TX where it will remain for the rest of eternity. But he was determined to learn from his mistakes.

He vowed to always use the right paperwork to protect himself from risk in the future. And he got to work looking for a way to solve this "mutual release" problem, so it wouldn't burn him or any other future Gators again!

### MORAL OF THE STORY

Never put yourself in a risky situation!  
No handshake agreements.

Protect



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# Mutual Release States

## What You Need to Know so You Don't Lose Money

The story you just read illustrates a key issue with certain states that you need to be aware of: **Mutual Release of Earnest Money Deposit.**

To explain, let's look at 2 examples in 2 different states: Arizona and Texas.

In Arizona, if a seller and buyer open escrow and the buyer deposits EMD, as long as the buyer cancels before their inspection period is over, the buyer gets their money back.

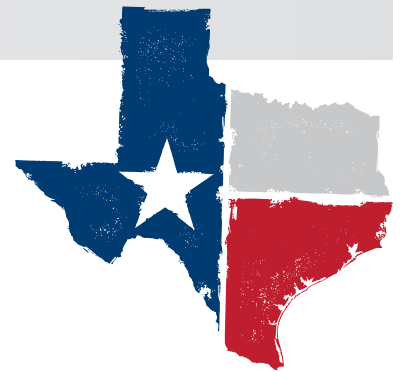
No questions asked and the seller has no control over if the EMD gets released or not.

## But in states like Texas, the opposite is true.

Texas is a “mutual release of EMD” state. So in Texas, both the buyer AND the seller have to sign off in order for the buyer to get their money back.

This is why the Gator (a.k.a. Pace Morby) in the story has money trapped in Texas. The sellers refused to sign off on having the earnest money released back to him.

However, there is a new and improved Wholesale Contract that takes care of this issue and it is available to you for FREE!



**Click here to get the new contract- a \$3,200 value- for FREE**

(This contract was also included in your Gator documents you received with this course.)

Pace has worked with his lawyer to craft the new Wholesale Contract to solve the mutual release problem going forward.

This contract is the result of many years of trial and error, seeing what works and what doesn't. Pace spent over \$3,000 to update his wholesale contract, available to you right now FREE, to begin using and protect your EMD.

We realize that many real estate newbies (especially new wholesalers) are using some random contract that's been edited and passed around for who knows how long.

**This free purchase agreement is the best in business.**

**So spread this contract around like candy, so it can become the new industry standard and everyone can benefit from it!**





**NOTE:**

**You need to use additional paperwork to complete your Gator Method deals, but you haven't reached that stage in your journey just yet.**

We are currently working on the foundational layers of Gator Method at this stage of the course.

If you are more experienced, consider this a nice review.

If you're newer and your Gator brain is starting to feel overwhelmed, **take a brain break, then jump back into the educational waters.**



**NOTE:**

**As with all transactions, you need to have a conversation with whatever title company/closing attorney for the transaction and verify that the terms of the paperwork are understood prior to funding EMD.**

**It is absolutely necessary that you make sure the title company knows what you are doing in order to minimize your risk.**

## 2.4. Why do I need an LLC?

### REVIEW:

- You either are or you are becoming a business owner. You shouldn't be funding deals in your personal name.
- It could save you literally thousands of dollars come tax time.
- You can build up a corporate line of credit to fund your deals.

Do you have an LLC already?

If not, the good news is that **Prime Corporate Services** will help you get that established on your first onboarding call. It is not included in the package you purchased but PCS will do this for FREE - you will only pay the hard costs and fees your state requires to set up!"



**You should start immediately.** One reason this is important is that in order to get a corporate line of credit from a lender, your business usually needs to be at least 1 year old. (There are exceptions of course, but generally this is the case.)

Life gets busy. You don't want to let time slip away, then regret not establishing your LLC sooner. Delaying your LLC formation can set off a chain reaction of other delays in your business. **If you're serious about your business, you need a corporate entity.**

If you have any questions about the set up or ongoing process with Prime for your entities or credit process, please reach out to [support@primecorporateservices.com](mailto:support@primecorporateservices.com)!



### WRITE DOWN YOUR PLAN HERE:

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## 2.5. Gator Mindset & Inspiration

**Print this page & keep it nearby to help inspire you on your Gator Method journey.**

**Every Resource = A Return**

**The Costco Effect:  
People pay attention to what they pay for.**

**To be SUCCESSFUL  
you need to TAKE ACTION and be part of a good COMMUNITY  
that's full of the people and resources you need.**

**Red vs. Blue Oceans**

**In the business world, there is this concept of “red oceans  
versus blue oceans.”**

**Red oceans are full of what already exists.  
They symbolize a full, maybe crowded or oversaturated,  
marketplace. They are like an ocean full of sharks, who have  
already left blood in the water.**

**But blue oceans are wide open.  
They symbolize vast, unexplored opportunities in an industry  
or market.**

**Which would you rather sw**



# Mini Workbook Conclusion Page

***Nice work finishing finishing Gator Method 2.0: Gator Strategies & Mutual Release States!***

The main learning objectives of this module were:

***2.1. Gator Strategies***

***2.3. Beware the Mutual Release States***

Make sure you understand these topics well enough that you can explain them to someone else.

If you can't, review the course material for this objective.

***Time to move on to Gator Method 3.0!***



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