



**TRAINING 2.0 WORKBOOK:**  
**GATOR STRATEGIES AND MUTUAL RELEASE STATES**

**ANSWER KEY**



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## 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 **buyers** and **comp** 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 **earnest money** (a.k.a. EMD).

**Depending on the Wholesalers assignment fee ...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 **proof of funds**? 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 **wholesalers** don't know how to fill out **paperwork** properly or which paperwork to even use.

Agents can help with **Transaction Coordination** work, etc.

### The 3 Rs:

Remember: Resource = **Return**



## Transactional Funding Strategy

**Double closing** is going to continue to be required as **wholesaling** will become outlawed in the next 5 years.

Having the ability to **FUND** for 1-3 days will become a **SUPER POWER!**

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 **Gator Wrestler**.



## Flip Funding Strategy

**Hard** money has become SUPER EASY to obtain with companies like

**MyInvestorLoan.com**

The problem is they DO NOT **FUND** ALL the **money**.

**PRIVATE** 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?

**Gain POINTS!**

**Gain part of the backend of the flip.**

**Gain part of the equity.**

**Gain part of the cashflow.**



## Sponsor of Loans- Qualifying Party Strategy

Gator Loan Sponsors have the **resources** and the **clout** to sponsor entire deals.

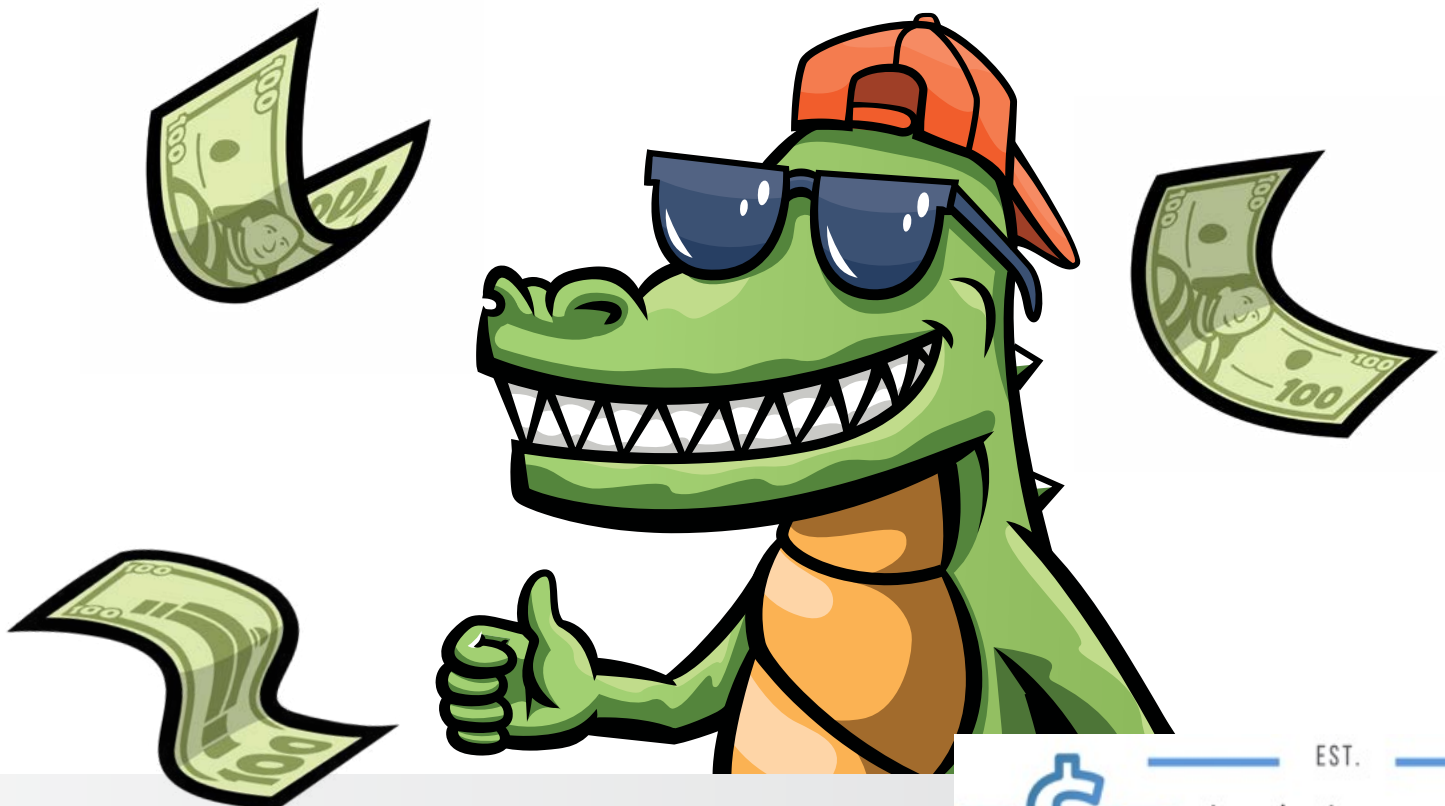
**They can:**

**Qualify for loans. NO money.**

**Qualify for net worth requirements.**

**Qualify for liquidity 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.

Gator Method often involves small amounts of money, like \$2,000 of earnest money. A bank, Hard Money Lender, or Private Money Lender would laugh at an amount that small. They make their money on interest, so small amounts are not worth their time. Banks, HMLs, and PMLs will ignore what they think doesn't fit their business model.

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



**Funding opportunities with small amounts.**

**Transactions with a quick turn around time (less than 30-90 days).**

**Wholesalers needing EMD.**

**House Flippers who need a small amount of money (gap lending) to finish their flip or hold them over till closing.**

**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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