



**TRAINING 1.0 WORKBOOK:
WHAT IS GATOR METHOD?**



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Disclaimer

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1.1. Welcome to Gator Method Training!

Do you feel that? That's the feeling of your Gator brain getting bigger.

In the prerequisites module, not only did you have several mindset shifts, but also practical, actionable knowledge on private money lGatorsers and raising private capital.

You now have the foundational knowledge for Gator Method.

Time to jump into your core trainings!

You've probably heard me say this before, but it's worth repeating. **Do NOT start trying to transact Joint Venturing on EMD at this stage in the course** (especially if you have no idea what EMD stands for).



As investors, we know that risk is part of the game. Without risk, there is no opportunity.

But smart Gators learn how to analyze a deal and strategize in order to minimize their risk as much as possible. **The #1 Rule of Gator Method is: Don't Lose Money.**

In order to follow Rule #1, you need to complete the core trainings and make sure you understand how to protect your downside (more about this topic in Training 3.0).

Get prepared for your Gator brain to grow more. The fun is just beginning!

1.2. What is Gator Method?

So why is this business strategy called Gator Method?

Well, think about alligators in the wild.

Gators will often go after food that other animals won't. They're known for taking big CHUNKS out of their food. They also don't leave anything behind.

And that's why this strategy is called Gator Method. Gator Method is simply using your resources (usually money) to squad up with someone else, so that you can get big CHUNKS of money in real estate deals.

As the Gator, you will have a resource someone else needs to make a real estate deal happen. You will provide it and, in exchange, will receive your compensation.

Compensation can be cash money or equity in ownership in a deal.

The best part is you can get started making money in real estate without doing all those things that make you cringe!

As a Gator, you have something someone else needs in a real estate deal.

That means you can partner up with someone else, give them what they need to complete a deal, and share in the profit when the deal is done!

There's a bunch of ways a Gator can help others and get paid big time! We'll talk about some examples later.

1.3. Benefits to Gator Method



Don't have to have lots of money- can start with no or low money down



Don't have to call sellers



Don't have to have real estate experience



Don't have to build an acquisitions team



Don't have to negotiate with sellers



Don't have to be in charge of every little detail in a transaction. Can do it virtually from home



No matter who you are, no matter what resources you have, you can become a Gator.

Which of these benefits speak to you?

Can you think of any additional benefits not listed above?

How is Gator Method going to fit into your life and lifestyle?

Write down your thoughts below.



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1.4. What is a Gator?

A Gator is someone who can bring a resource to somebody else's deal and gain a chunk of profit in return.

And even though real alligators in the wild are pretty scary, a Gator needs to have (or is willing to learn) people skills.



After watching the video, fill in the blanks below.

A Gator has certain personality traits and ways of doing business. This is someone who:

Is _____ - Gators are usually in and out of deals quickly. They do not like to have their funds tied up in one deal for too long. Likes to be in and out of deals quickly, preferably a week, but less than 3 months,

Does _____ transactions in a year. They are constantly in and out of transactions.

Is in it for their _____ of the deal.

Understands that squadding up (a.k.a joint venturing) with others to create win-win situations for both partners is the foundation of Gator Method.

Doesn't care about _____ because Gators are in the deal for a chunk of the profit, not the money made on _____.

NOTE: This is one of the major differences between **Gators** and **PMLs/HMLs**.

PML stands for _____.

HML stands for _____.

Gators don't mess with interest rates, because Gators structure their deals as "joint venture partnerships" with the person bringing the deal.

They operate in terms of receiving chunks of compensation in a real estate deal (like money or equity in ownership) in exchange for whatever resource they bring to the table to help close the deal.



1.5. What are some examples of Gator Method?

Novice investors often have the wrong impression about how deals get done.

They imagine there is this mythical investor who magically finds leads, negotiates perfectly, finds the perfect buyer every time, runs the whole thing by himself, and gets paid every time with ease.

WRONG! Maybe once you're a seasoned pro with years of experience and a well-oiled business behind you, that myth will *maybe* come true.

But **joint ventures** between people who have resources other people need are what usually make deals and money happen.

Regular people squad up to make deals happen in real estate every single day.

And this is where Gators come in.



Here's a list with brief descriptions of just some of the many ways in which a Gator can help others by squadding up with them, giving what's needed, and earning their chunk of money in a deal.

These strategies will be discussed at length later in the course.

- 1 Funding earnest money deposits to the title company/attorney when escrow is opened on a new property contract.** This is the 1st strategy this course will teach.

Thousands of these opportunities are happening every day!

- 2 New wholesalers are always asking for a proof of funds or how they can prove credibility with sellers and agents.**

A future private Gator training will teach how to put together a credibility package for yourself. You can then let wholesalers borrow your credibility to leverage in deals, which of course you would negotiate compensation for.

- 3 You can provide transaction coordination work;** an overlooked, yet highly valuable resource. Knowledge is \$\$\$.

- 4 As time goes on, and the wholesaling industry and its' practice of assigning contracts becomes more and more heavily regulated, these headaches will create opportunities**

As a result, the need for **Transactional Lending*** and **Double Cl** ability to fund for 1-3 days will become a SUPERPOWER!

** See Gator Glossary for definitions*



5 You can do Flip Funding (a.k.a. Be a Gap Lender).

Having private money is a highly sought after resource!

Hard money has become SUPER EASY to obtain with companies like

MyInvestorLoan.com

The problem is they do not fund ALL the money to someone trying to flip a house.

Flippers sometimes need “soft money” to fill in the gap between what the HML will give them and the total amount they need.

That’s where a Gator can come in and profit on the deal too.

6 People often need a Loan Sponsor where you act as the qualifying party.

They need Gators to bring in the resources, like the clout needed to obtain a loan. Gators can also just provide net worth or liquidity requirements, which don’t require money out of the Gator’s pocket (so resources don’t always have to be monetary).

These loans are usually non-recourse loans. This means that they are secured by the asset and will never go against your credit, even if they default.

Stop and reflect on what you just read.

Write down the 6 examples of Gator Method strategies BUT in the order that they interest you from MOST interested to LEAST interested.

1. _____ - **most**

2. _____

3. _____

4. _____

5. _____

6. _____ - **least**

1.6. Use Other People's Money - Not Your Cash

Most people think the only way to get started in real estate is by finding a property, fixing it up, selling it as a flip, and you can do it all in a mere 45 minutes. Thanks Reality TV. . .

(For a fresh look into flipping, tune into

Triple Digit Flip on A&E



A lot of beginners aren't even aware that partnering on a deal is a possibility for them.

Their scarcity mindset tells them, "You don't have anything to offer in a real estate deal." But that assumption is wrong. There's actually 2 ways for these beginners to start:



A. They can start with less than \$2,000

B. Or they can start with no money at all

The 2nd assumption most people make: They have to have a lot of cash sitting in the bank in order to get started. **WRONG! Don't use your cash to partner in joint ventures. And if you don't have cash, stop worrying about that too.**

You can be the bank if you learn how to get creative.

Instead, use Other People's Money (OPM). Use a corporate line of credit (LOC). Your corporate LOC might have to start small, but if you follow a credit building plan (and stick to it), over time your line of credit will get bigger and bigger.

So if you're one of those people with a limiting scarcity mindset, start retraining the way you think today. You need an abundance mindset to get the success you want in life.

Get on a plan to grow your corporate line of credit, because this will allow you to have leverage for bigger deals as time goes by and your business continues to grow.

Prime Corporate Services

Because investors need to be cautious of scams and thoroughly vet anyone or any program before paying them for a service, we've done the heavy lifting to find the industry leader on building corporate credit.

Prime Corporate Services (PCS) is the gold standard for corporate credit coaching and prides itself on the high-level of support they give to their clients.

At this time, you should either have already established your relationship with PCS, or you are scheduled for a call with one of their representatives.



Make sure you are on time and prepared for each meeting with PCS and that you are following the plan that you and your representative establish.

Please keep in mind that businesses can have a different corporate structure, age, and other factors that affect building credit. The best advice will come from your credit coach - be sure to discuss any obstacles with them beforehand and during this process!

All the big names in real estate used other people's money when they started out, just like you are now. And they continue to use it, even after they became rich. **OPM helps them continue to grow their wealth and keep their cash as the same time!**

What's Your OPM Plan

Having a corporate line of credit is essential to your success as a Gator.

LOCs take time to grow, so you'll want to get started right away so that while you are working through this course, you are simultaneously growing your line of credit.

Also, stop to ask yourself, "What should my goal line of credit be?" **Then, share this goal with your PCS coach to get their feedback on how your goal can be obtained.**

Use the worksheet on the next page to write down your S.M.A.R.T. plan to either grow or start your line of credit ASAP. Then, COMMIT TO IT!

You don't want time to slip away and regret not taking action sooner.

This will just delay the success of your looking for.

Be an Action Taker!

S.M.A.R.T. goals are a great way to set realistic, achievable goals for any aspect of your life or business. They also help focus your goals and keep you on track.

The worksheet on the next page is a tool you need to keep & use over and over as you grow your business.



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When Setting Goals for your Business Make Sure they are S.M.A.R.T.

Setting Realistic Goals and Achievable Outcomes

My Goal is:





**What Specifically do I
Want to Happen?**

Target your Goal



**What Number am I
Going to Use to Measure
Achieving my Goal?**



**How will I Accomplish
this Goal?**

Be Realistic



**Why is it Necessary that
this Goal be Achieved?**



**Set A Deadline for this Goal
to be Achieved and Work
Backward from that Date.**



1.7. Gator Mindset & Inspiration

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

Don't let a scarcity mindset get in your way.

Don't let the fact that you only have \$500 or \$2000 in the bank, maybe less, get in your way.

Gator Method is possible, but only to people who have an abundance mindset and will think creatively

A gator doesn't leave any meat on the carcass.

They eat the entire thing.

Be an Action Taker! Don't just consume content.

The key to building wealth is having multiple streams of income.

Gator Method will be one of those streams.

You always want to give away 10% of a deal, whether it's to your place of worship, a charity that's important to you, your community, someone in need, etc.

Call it tithing, building your karma, whatever.

Just be a good person and help where you can when you can.

Something is better than no



Mini Workbook Conclusion

Nice work finishing Gator Method 1.0: What is Gator Method?

This module had 2 main learning objectives:

1.2. What is Gator Method?

1.6. Use OPM- Not Your Cash

Make sure you understand this topic well enough that you can explain it to someone else.

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

Time to move on to Gator Method 2.0!



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