



**GATOR 0.0**

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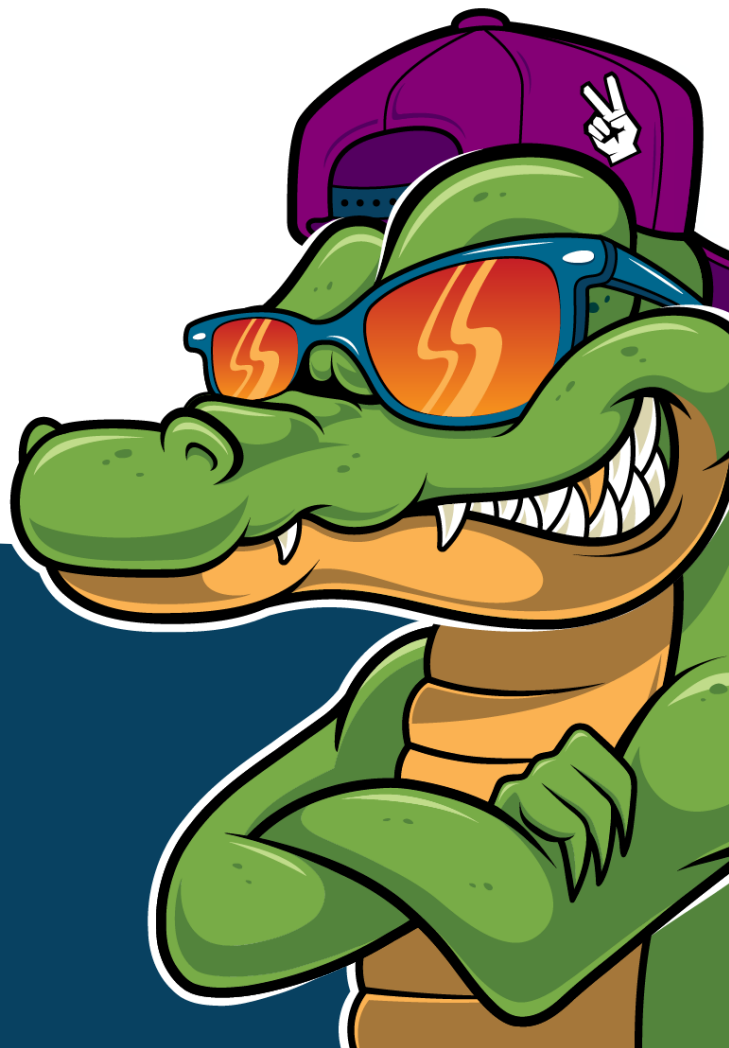
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## Disclaimer

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# WELCOME TO TRAINING 0.0!

## Learning Objectives

Your learning objectives are designed to ensure that you fully grasp the information in the trainings. You'll come back to these at the end of each training, so make sure you watch the full video and supplemental videos, use the workbooks, take notes, and ask any questions you might have in the Facebook group!

Identify the different ways to find money to fund deals

Identify the different ways to provide money to fund deals almost passively

Start building your network, and understand the importance of your community

## Next Steps

Ready to dive into the swamp? Let's get started!

- Watch the video lesson
- Take notes, either on your own or within this workbook
- Do the assessments and knowledge checks throughout the workbook
- Most importantly: Take action!





# HOW DO I GET MONEY?

## “How do I get money?”

This is the number one question you’ll find anyone in the real estate industry asking.

And at this point, that’s what you’re probably asking yourself, too! So let’s dive into the ways you can access money so you can start inserting yourself into other people’s deals!

### 1. Your Own Money

#### DO NOT USE YOUR OWN MONEY.

By using your own money, you’re robbing yourself of a lucrative network, opportunities, deals, and even more money. And you’re drastically *increasing* your own risk by putting your personal money at stake.

That being said, if you are one of the rare Gators who is planning on using your 401k or IRA, you should always learn to do Gator deals as if you have NO money, because it will make you a better Gator and increase your network and net worth.

### 2. Lines of Credit (LOC)

Lines of credit are the secret sauce of highly successful Gators. With credit cards like **Plastiq**, you can build a significant line of credit that you can use directly to fund deals or for cash advances. You can find in-depth credit trainings within the Zoom vault.

Remember, it can take 6-18 months to build a substantial line of credit.

#### DO NOT GIVE UP!

Some Gators have built up \$500,000 lines of credit in just 2 years. Access to money like this will be *vital* for later Gator strategies, so commit to chipping away at it for just a little bit every week.

**Start doing this *first*, and *then* dive into the next strategies that require no money and no credit.**

# HOW DO I GET MONEY?

## Prime Corporate Services

Investors are very cautious of scams—they're dealing with tons of money, after all.

That's why we've done the heavy lifting to find and partner with the industry leader in building corporate credit.

Prime Corporate Services (PCS) is the gold standard for corporate credit coaching and provides the highest level of support to their clients.

Make sure you have either established a relationship with PCS or are scheduled for a call with one of their representatives. By keeping a solid relationship with PCS and sticking to your credit growth plan, you'll be able to grow your own wealth with none of your own money.

## What's Your OPM Plan?

Time to take action! Don't delay the success you're looking for. Use the below worksheet to write down your **S.M.A.R.T.** plan to either start or grow your line of credit.

My goal is: (make sure to share this goal with your PCS coach to get their feedback on how this goal can be obtained)

**Specific** — What specifically do I want to happen? (Target your goal)

**Measurable** — What number am I going to use to measure achieving my goal?

**Achievable** — How will I accomplish this goal? (Be realistic)

**Relevant** — Why is it necessary that this goal is achieved?

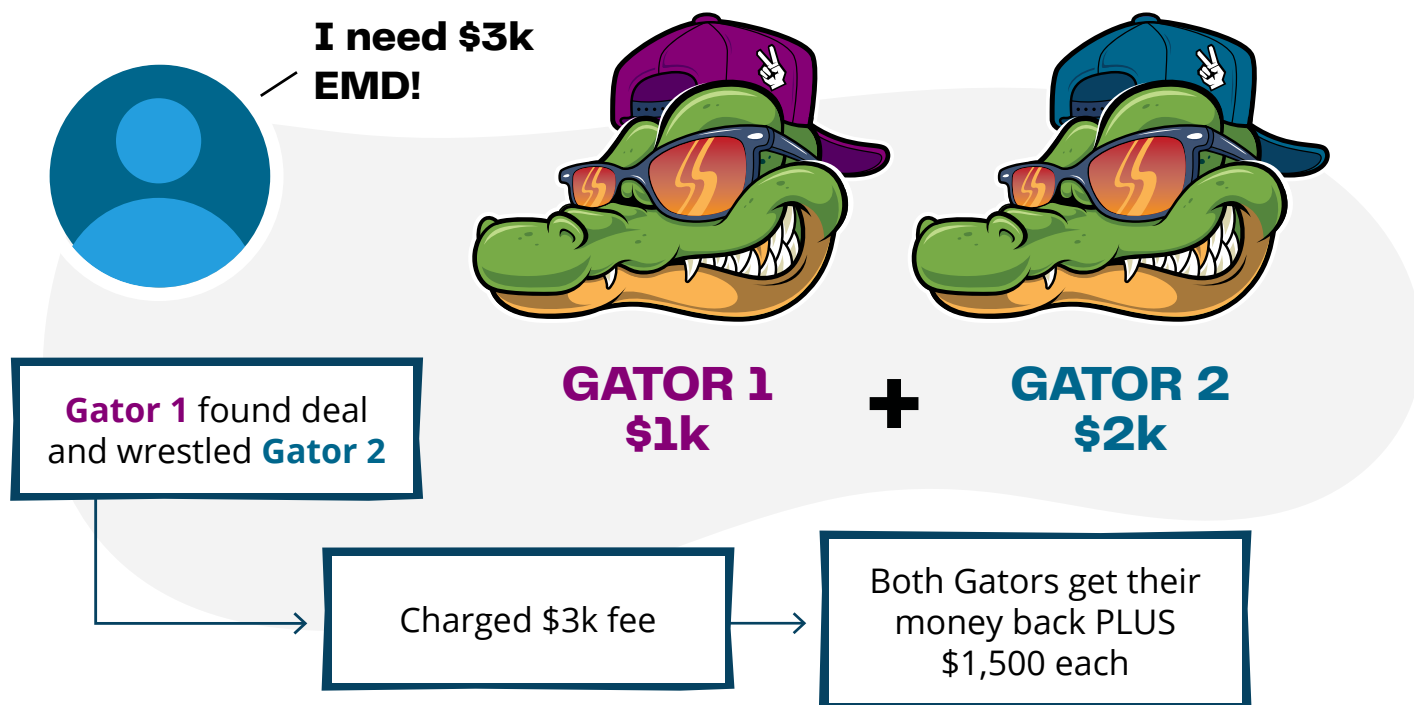
**Time-based** — Set a deadline for this goal to be achieved and work backward from that date.



# HOW DO I GET MONEY?

## 3. Gator Wrestling

Gator wrestling is the most basic Gator strategy that literally *anyone* can do. Gator wrestling involves joint venturing (JVing) with other Gators who have access to capital in order to fund EMD on a deal.



What should all parties have in place in this deal? The right contracts!

The best places to find Gators (or non-Gators!) to wrestle are:

- **Live Zooms:** Use the side chat to network
- **Facebook groups:** Post, post, post! Our most active members are our most successful members
- **Meetups:** Creative U meetups are the #1 place to find people to work with. There are hundreds of meetups happening each month — USE THEM!

Most importantly, remember to *do your paperwork* when you're JVing with others. This will protect you, the money, and everyone else involved.

# HOW DO I GET MONEY?

## 4. Private Money

**You have millions of dollars sitting in your phone right now — you just don't know it yet.**

Raising private money is the act of finding a private money lender (PML), a.k.a. someone who has a lot of their own money, and using their money to fund deals.

A great example of raising private money is Kevin Nguyen's story:

As a brand new Gator, Kevin started building relationships. Even when he had no money, no credit, and no network, he would reach out to investors posting about doing deals and befriend them.

He also posted on his personal social media accounts about his Gator journey, sharing the highs and the lows. Most of his followers didn't know the first thing about real estate, but one day a woman reached out to him saying she had \$45,000 saved up that she'd love for him to use in his Gator deals.

She ended up becoming his personal PML.

A few days later, one of Kevin's new friends posted in the FB group that she needed \$44,000 for a deal. Kevin instantly offered up his PML's \$45,000 and his friend gladly accepted because at this point she knew and trusted Kevin despite never having worked with him.



Kevin Nguyen, Real Estate Investor and Gator

**| Are you starting to understand the power of networking?**

# HOW DO I GET MONEY?

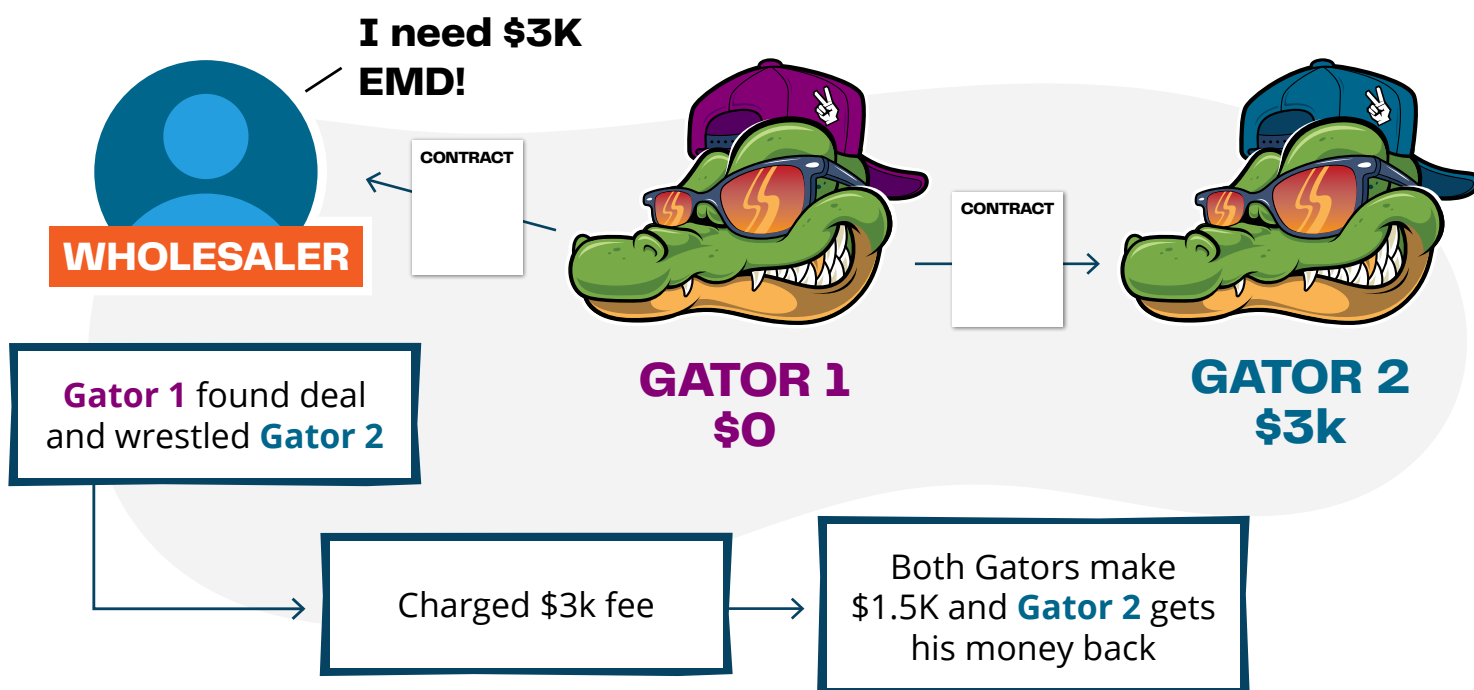
## 5. Gator Connecting

So how did Kevin make money just by raising PML?

By Gator connecting.

Gator connecting is slightly different from Gator wrestling because it's usually a larger amount of money, not necessarily EMD, and you, as the connector, must legally provide some kind of service throughout the whole deal.

A Gator connector connects a PML with an investor in need of funds and charges a fee for bringing them together.



What do all parties have in this deal to keep them and their money safe?

The right contracts!



# HOW DO I GET MONEY?

## 6. Pace and Abraham Bonus

PaceandAbraham.com is Creative U's exclusive bank. Can't find anyone to wrestle and don't have a LOC yet? PaceandAbraham.com provides funding for most Gator deals for a 30% fee.

If you don't have any resources, this is your launchpad. It'll fund your first 10 deals (and more, if you're a stellar Gator to work with).

Your deal isn't guaranteed to be approved, but only because Pace and Abraham expertly vet the deal and refuse any opportunity that poses a risk to you.

You're not ready to start doing deals yet, but you can still start exploring [PaceandAbraham.com](https://PaceandAbraham.com).

## 7. Alpha Gator

Whether you're actively funding deals or not, you can almost passively generate invoices by setting up your white label.

As a bonus we will have a HML partner that you can have an affiliate with, but we also encourage you to network with other HML to provide more options in your business.



# CHECK YOUR KNOWLEDGE



Let's see how you did on the learning objectives:

In your own words...

How can you fund deals without putting up any of your own resources?

How can you fund deals without putting up any of your own cash or networking and connecting others?

Why and how does your network dictate your net worth? Where are the best places to start building your community?

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Define the following abbreviations:

**PML:**

**LOC:**

**JV:**

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1. What does using your own money as a Gator rob you of?

2. On every single strategy within 0.0, what is the one thing you should do *before* working with anyone?

# CHECK YOUR KNOWLEDGE



3. Where are the best places to find other people to Gator wrestle, connect, or source for private money?

4. Which two methods outlined in this lesson can be done without wrestling, connecting, networking, or using your own line of credit?

5. Why is networking the #1 most important thing for you to do as a Gator? Think of the stories Pace told in this lesson. Do you have any examples of networking with great success from your own life?

6. What 3 things are just as valuable as money when it comes to doing deals?

Find at least 5 things within these categories that you can bring to deals.

# ANSWER KEY



How can you fund deals without putting up any of your own resources? **You can use other peoples' money to fund deals by Gator wrestling, using private money, connecting other Gators, and utilizing resources like Alpha Gator Funding, PaceandAbraham.com.**

How can you fund deals without putting up any of your own cash *or* networking and connecting others? **You can use AGF, PaceandAbraham.com, and corporate credit to fund deals without networking with other Gators.**

Why and how does your network dictate your net worth? Where are the best places to start building your community? **The more people you know, the more deals, resources, and opportunities you'll have access to. The best places to start building your community are in the Gator Facebook community and at Creative U meetups.**

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Define the following abbreviations:

**PML: Private Money Lender**

**LOC: Line of credit**

**JV: Joint venture**

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1. What does using your own money as a Gator rob you of? **Opportunity.**
2. On every single strategy within 0.0, what is the one thing you should do *before* working with anyone? **Make sure your paperwork is in place.**
3. Where are the best places to find other people to Gator wrestle, connect, or source for private money? **Zooms, Facebook communities, and meetups.**
4. Which two methods outlined in this lesson can be done without wrestling, connecting, networking, or using your own line of credit? **AGF and P&A.com**
5. Why is networking the #1 most important thing for you to do as a Gator? Think of the stories Pace told in this lesson. Do you have any examples of networking with great success from your own life? **Because networking means more deals, more money, and more opportunity.**
6. What 3 things are just as valuable as money when it comes to doing deals? **Skills, relationships, and resources.**

# TIME TO TAKE ACTION!

Over the next week:

## **Set up your line of credit with PCS.**

Spend 1 to 2 hours per week attending the bonus credit-building Zooms and taking actions to grow your LOC.

## **Post in the Facebook group.**

Share your successes *and* your failures. Tell your community what's been challenging for you, and ask any questions you have. Remember, as a Creative U student you are now a part of the greatest real estate community on the planet — use it!

## **Find at least 5 deals you could Gator wrestle or connect on.**

You don't have to actually reach out to these people (although it's highly encouraged that you do — think of Kevin Nguyen's story!) This action item is to encourage you to sharpen your Gator opportunity radar.



## **Next Steps**

Now that you know where to find and get money to fund deals, you're ready to deep dive into the details of the deals you'll soon be working on so you can start taking your chomps.

Sound exciting? Let's get chomping!





COMPLETE:

**GATOR 0.0**

UP NEXT:

**GATOR 1.0**