

***Tele-Seminar Notes for
Dwan Bent-Twyford***

The Wholesaling Formula that Makes Sense

How to average 10% of Retail on Every Wholesale Deal & Exactly What You Can Do to Systematize Wholesaling So You're Only Averaging 2 ½ Hours Per Deal. (and a whole lot more...)

Note: You can copy/paste this text into Microsoft Word or other text editor program and be able to type your notes right into the spaces provided.

1. The case for why every investor should do at least 1 wholesale deal per year:

Newbie's-

Seasoned Pros-

Landlords-

Rehabbers-

Everyone Else-

2. The best types of properties for wholesale deals:

3. Really cool and innovative ways to get GREAT! Deals coming to you, week after week.

4. What to say to prospective sellers and how to quickly determine if this is a good deal and they're ready to act now!

5. What about Equity? How much do we need

-How to do No-Equity wholesale deals?

-When NOT to do a short sale even if you can

6. Title Companies...Tricks of the trade, finding good ones, dealing with them and one's to avoid at all costs.

7. The Question of Profit: How to make sure you're getting at least \$10,000 or 10% of retail value on every deal.

8. How to organize your wholesaling businesses where you only spend 2 ½ hours of total time on a single deal and how to systematically do 1 wholesale deal a week. (do the math; 1 wholesale deal a week, times 2.5 hours per deal, equals 10 hours of work for \$40,000 in profits. This is not a typo)

9. How to cultivate a **list of buyers** who can buy within a couple days notice and how to manage your 'A' list of buyers who will buy everything you get.

10. Time & Speed are the key to **systematizing** this business. How to ensure your deals get closed fast, with no seller back-outs and no buyer issues.

11. The **biggest mistakes** investors make when wholesaling deals. (even seasoned pros)

12. The reason **why every investor is not doing wholesale deals**, why you need to know this and how to keep from making the one crucial mistake that could have significant impact on your monthly cash flow.

The Complete Wholesaling System
www.CashEveryMonth.com

- For newbie investors
 - For investors not doing any wholesale deals now
 - For investors who buy and hold and need more positive cash flow and a way to pay down rental property mortgage.
 - For Investors who want quick cash with the least amount of headaches and time spent.
- For investors who do wholesaling now, but spend more than 2.5 hours on a typical deal or make less than \$10,000 average per deal.