

Intro // Lesson 1

What You Will Learn





A DEAL?

**A property
meets your
investment
criteria**

#1 SKILL

Finding Good
Real Estate
Deals



Skill Includes:

- 1. Marketing Principles**
- 2. Marketing Plan**
- 3. Lead Generation**
- 4. Lead Capture/Screening**

COMMIT TO THE PROCESS



Results = no direct control

Process = direct control

WHAT DO YOU HOPE TO
LEARN IN THIS COURSE?



NEXT:

HOW DEAL-FINDING
REALLY WORKS

