



HOW TO BUY YOUR FIRST (OR NEXT)

RENTAL PROPERTY

IN THE NEXT 90 DAYS!



WELCOME!



**(IF YOU HAVE NO SOUND RIGHT NOW –
PLEASE LET US KNOW IN THE “CHAT AREA”
OR SEND AN EMAIL TO
DAVE@BIGGERPOCKETS.COM AND WE’LL
HELP YOU OUT IMMEDIATELY!**

**YOU ARE IN THE
RIGHT PLACE IF:**

YOU ARE IN THE RIGHT PLACE IF:

You have an interest in real estate investing, **passive income**, or entrepreneurship but you need to take the next
step

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You don't want to work your full-time job forever.

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You have an interest in real estate investing, **passive income**, or entrepreneurship but you need to take the next
step

You don't want to work your full-time job forever.

Looking for passive income so you can enjoy life - not just
survive it.

YOU ARE IN THE RIGHT PLACE IF:

You have an interest in real estate investing, **passive income**, or entrepreneurship but you need to take the next step

You don't want to work your full-time job forever.

Looking for passive income so you can enjoy life - not just survive it.

You are looking to get started ASAP

THIS IS NOT ABOUT
“GETTIN’ RICH.”

THIS IS NOT ABOUT

“GETTIN’ RICH.”

IT’S ABOUT

FREEDOM.

**WHAT DOES
FINANCIAL FREEDOM
LOOK LIKE TO YOU?**

WHAT DOES
FINANCIAL FREEDOM
LOOK LIKE TO YOU?

HOBBIES *ADVENTURE*
TRAVEL *KIDS* *FAMILY* *TIME*

**GREAT... BUT
HERE'S THE
PROBLEM.**

TODAY'S GOAL:

BY THE END OF THIS
WEBINAR, YOU'LL
HAVE A **STEP BY STEP**
BLUEPRINT FOR
BUYING YOUR FIRST
(OR NEXT) RENTAL
PROPERTY **IN THE**
NEXT 90 DAYS.



DOOR PRIZE #1



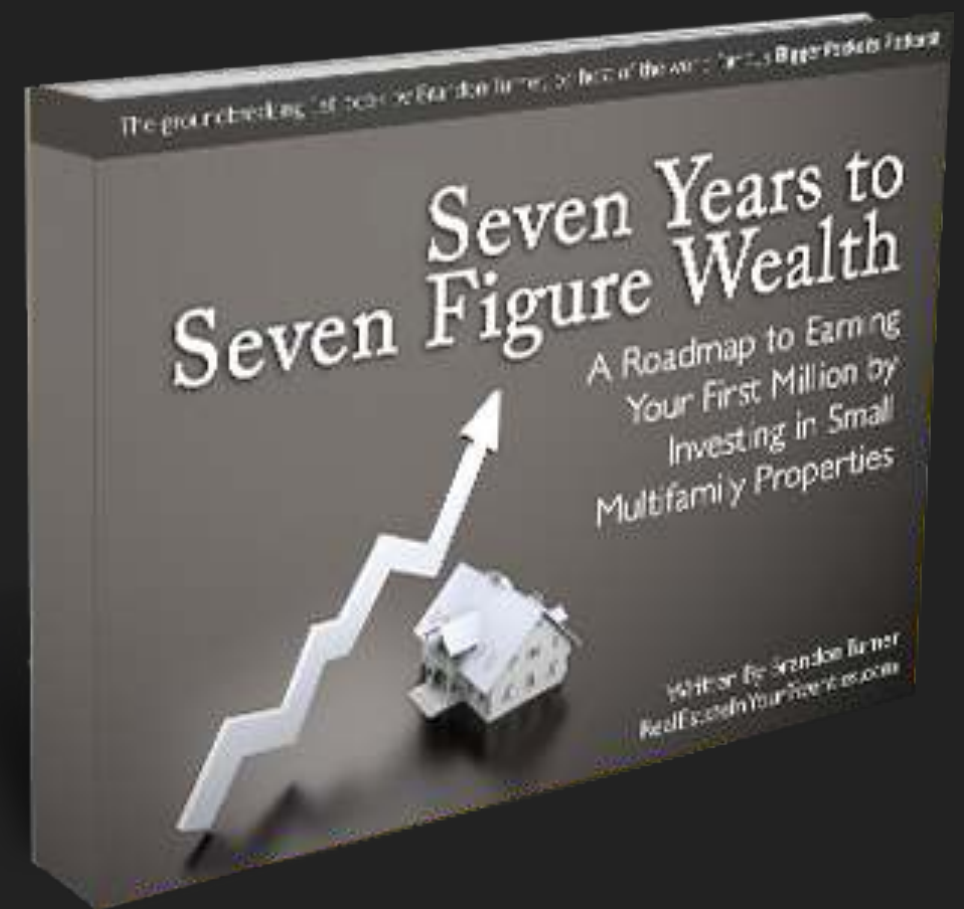
The Top 20
Real Estate Books
Every Investor
Should Read

A free guide from  BiggerPockets

By Brandon Turner, author of "The Book on Rental Property Investing"

WWW.BIGGERPOCKETS.COM/BOOKS

DOOR PRIZES #2 & #3



[www.BiggerPockets.com/_____](http://www.BiggerPockets.com/)

[www.BiggerPockets.com/_____](http://www.BiggerPockets.com/)

THEN FOLLOW
ALONG WITH
TODAY'S
WORKSHEET:

BiggerPockets.com Presents...

**"How to Buy Your First (or Next) Rental Property
in the Next 90 Days!"** 

Free Gift #1: www.BiggerPockets.com/ _____
Free Gift #2: www.BiggerPockets.com/ _____
Free Gift #3: www.BiggerPockets.com/ _____

a.) This is not about _____, It's about _____.
b.) Parkinson's Law: Work will _____ to fill the _____ allotted for its completion.
c.) The enemy is _____. A _____ is the solution.

The Blueprint:

Step One: _____
Notes: _____

Step Two: _____
Notes: _____

Step Three: _____
Notes: _____

Step Four: _____
Notes: _____

Step Five: _____
Notes: _____

Step Six: _____
Notes: _____

Pro Code: _____

"A Year from now you may wish you had started today." -Karen Lamb

www.BiggerPockets.com/517worksheet

Who Am I?

Brandon Turner



Who Am I?

Brandon Turner

Heather!



Who Am I?

Brandon Turner

Heather!

Charlie



Who Am I?

Brandon Turner

Heather!

Charlie



Who Am I?

Brandon Turner

Cats





Who Am I?

Brandon Turner

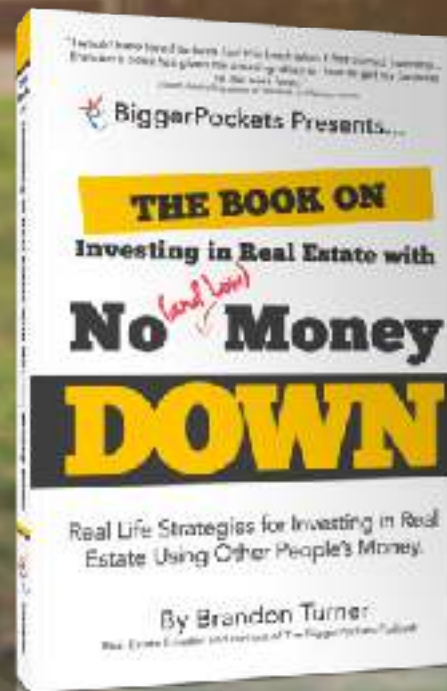
- Real Estate Investor



Who Am I?

Brandon Turner

- Real Estate Investor
- Author of “*The Book on Investing in Real Estate with No (and Low) Money Down*”



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Brandon Turner

- Real Estate Investor
- Author of “The Book on Investing in Real Estate with No (and Low) Money Down”
- **Author of “The Book on Rental Property Investing”**



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- **Co-host of the BP Podcast**



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- Author of “The Book on Rental Property Investing”
- Co-host of the BP Podcast
- **I stir peanut butter with a drill...**



▶ **DEAD END JOB...**



- ▶ **DEAD END JOB...**
- ▶ **STARTED LEARNING ABOUT REI**



- ▶ **DEAD END JOB . . .**
- ▶ **STARTED LEARNING ABOUT REI**
- ▶ **ALMOST DIDN'T DO IT**





- ▶ **DEAD END JOB . . .**
- ▶ **STARTED LEARNING ABOUT REI**
- ▶ **ALMOST DIDN'T DO IT**
- ▶ **MET REAL-LIFE PEOPLE DOING IT**



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- ▶ **BOUGHT FLIP . . . FAILED.**





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- ▶ **BOUGHT FLIP . . . FAILED.**
- ▶ **BOUGHT DUPLEX – DISCOVERED CASHFLOW & EVERYTHING CHANGED**



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- ▶ **STARTED LEARNING FROM OTHERS**



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- ▶ **CASHFLOW & EVERYTHING CHANGED**
- ▶ **STARTED LEARNING FROM OTHERS**
- ▶ **DISCOVERED THAT BUYING RENTALS**
- ▶ **WAS NOT A MYSTERY . . . IT WAS A**
- ▶ **WELL-WORN PATH.**



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- ▶ **DISCOVERED THAT BUYING RENTALS WAS NOT A MYSTERY . . . IT WAS A WELL-WORN PATH.**
- ▶ **TODAY I HAVE A LITTLE OVER \$3,000,000 IN REAL ESTATE, ENOUGH CASH FLOW TO PAY MY BILLS (FINANCIAL FREEDOM), AND BUYING MORE ALL THE TIME.**





HOW TO BUY YOUR FIRST (OR NEXT)

RENTAL PROPERTY

IN THE NEXT 90 DAYS!

WHY 90 DAYS?

PARKINSON'S LAW.

**WORK WILL EXPAND TO FILL
THE TIME ALLOTTED FOR ITS
COMPLETION.**

Parkinson's Law

WHY?

WHY?

DEAD SPACE.

**DEAD SPACE
IS THE
ENEMY.**

**A BLUEPRINT
IS THE
SOLUTION.**

WHEN YOU ALWAYS KNOW
YOUR **NEXT ACTIONABLE STEP,**
AND **TAKE ACTION ON IT,** DEAD
SPACE WILL BE DEFEATED.

**“A YEAR FROM NOW YOU'LL
WISH YOU HAD STARTED
TODAY.”**

Karen Lamb



HOW TO BUY YOUR FIRST (OR NEXT)

RENTAL PROPERTY

IN THE NEXT 90 DAYS!

STEP ONE: EDUCATION



STEP ONE: EDUCATION

▶ Books

STEP ONE: EDUCATION

- ▶ Books
- ▶ Podcasts

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- ▶ Books
- ▶ Podcasts
- ▶ Webinars (www.BiggerPockets.com/ProReplay)

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- ▶ UBG / UBG Video Course

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- ▶ Local Mentors
- ▶ BiggerPockets Forums

STEP TWO: FINANCING



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- ▶ Cash

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- ▶ Cash
- ▶ Conventional 20% Down

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- ▶ Cash
- ▶ Conventional 20% Down
- ▶ Portfolio Lenders

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- ▶ Cash
- ▶ Conventional 20% Down
- ▶ Portfolio Lenders
- ▶ Partnerships

STEP TWO: FINANCING

- ▶ Cash
- ▶ Conventional 20% Down
- ▶ Portfolio Lenders
- ▶ Partnerships
- ▶ Something more creative?

STEP THREE: GET LEADS



STEP THREE: GET LEADS

- ▶ The MLS

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- ▶ The MLS
- ▶ Driving For Dollars

STEP THREE: GET LEADS

- ▶ The MLS
- ▶ Driving For Dollars
- ▶ Direct Mail (www.BiggerPockets.com/directmail)

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- ▶ The MLS
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- ▶ Direct Mail (www.BiggerPockets.com/directmail)
- ▶ Craigslist Landlords

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- ▶ The MLS
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- ▶ Direct Mail (www.BiggerPockets.com/directmail)
- ▶ Craigslist Landlords
- ▶ Something more creative

STEP FOUR: ANALYZE DEALS



STEP FOUR: ANALYZE DEALS

- ▶ Quick rules of thumb

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- ▶ Quick rules of thumb
- ▶ By Hand / White Board

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- ▶ Quick rules of thumb
- ▶ By Hand / White Board
- ▶ Spreadsheets

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- ▶ BP Property Analysis Tools

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- ▶ Quick rules of thumb
- ▶ By Hand / White Board
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- ▶ BP Property Analysis Tools
- ▶ BiggerPockets Deal Analysis Forum

**LET'S DO A
REAL-LIFE
EXAMPLE
TOGETHER.**

STEP FIVE: MAKE OFFERS



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- ▶ MLS: Agent

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- ▶ Non-MLS: Purchase and Sale Contract

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STEP FIVE: MAKE OFFERS

- ▶ MLS: Agent
- ▶ Non-MLS: Purchase and Sale Contract
- ▶ Contingencies: Financing / Inspection
- ▶ Earnest money
- ▶ Negotiation

STEP SIX: DUE DILIGENCE



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- ▶ Hire a house inspector

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- ▶ Hire a house inspector
- ▶ Title company / attorney to handle inspection

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- ▶ Hire a house inspector
- ▶ Title company / attorney to handle inspection
- ▶ Contingencies: Financing / Inspection
- ▶ Sign papers and close!

- 1. EDUCATION**
- 2. FINANCING**
- 3. GET LEADS**
- 4. ANALYZE**
- 5. MAKE OFFERS**
- 6. DUE DILIGENCE**

**SO WHAT'S THIS
ALL ABOUT?**

Imagine you no longer **had** to work
a day-job because of the cash flow
from your rentals.

What would your **day look like?**

Imagine you no longer **had** to work
a day-job because of the cash flow
from your rentals.

What would your day look like?

What would your **life look like?**

Freedom.



Freedom.

TIME

HOBBIES

FAMILY

KIDS

TRAVEL

ADVENTURE



But
**financial
freedom**
doesn't
happen
automatically.



You have to
WORK IT





Dennis

11:52 AM (0 minutes ago)



to me

Hey Brandon,

Wanted to thank you and BP. After attending your webinar on how to make \$1000000 in real estate I got inspired to take action. So last week I closed on my first deal. I now have a triplex that is rented and will cash flow very well for me. I can now call myself a real estate investor. I have a plan moving forward and will make my business a success.

Thank you



THE KEY TO SUCCESS:

THE KEY TO SUCCESS:

**SMALL ACTIONS TAKEN
DAILY (THE COMPOUND
EFFECT)**

THE 90 DAY CHALLENGE

THE 90 DAY CHALLENGE

30 Minutes

5 Days a week

90 days

A FEW
QUESTIONS:

A FEW QUESTIONS:

Are you prepared to kill the dead space in your real estate journey?

A FEW QUESTIONS:

Do you know what your next step is?

A FEW QUESTIONS:

Will you take action on your next actionable step to continually move forward?

THEN

REMEMBER

**IF YOU WANT TO BUY MORE
PROPERTIES YOU MUST...**

**IF YOU WANT TO BUY MORE
PROPERTIES YOU MUST...**

MAKE MORE OFFERS!

**IF YOU WANT TO BUY MORE
PROPERTIES YOU MUST...**

MAKE MORE OFFERS!

ANALYZE MORE DEALS!

**IF YOU WANT TO BUY MORE
PROPERTIES YOU MUST...**

MAKE MORE OFFERS!

ANALYZE MORE DEALS!

GET MORE LEADS!

If you want to make this process easier, faster, and have more confidence doing it - let me show you how BiggerPockets can help.

Getting
started with
real estate
often feels
like this:



**We want to
help you
make it feel
like this:**





IP

BiggerPockets

Pro

BiggerPockets Pro

Make smarter
decisions with
unlimited use
of the
BiggerPockets
Property
Analysis
Software

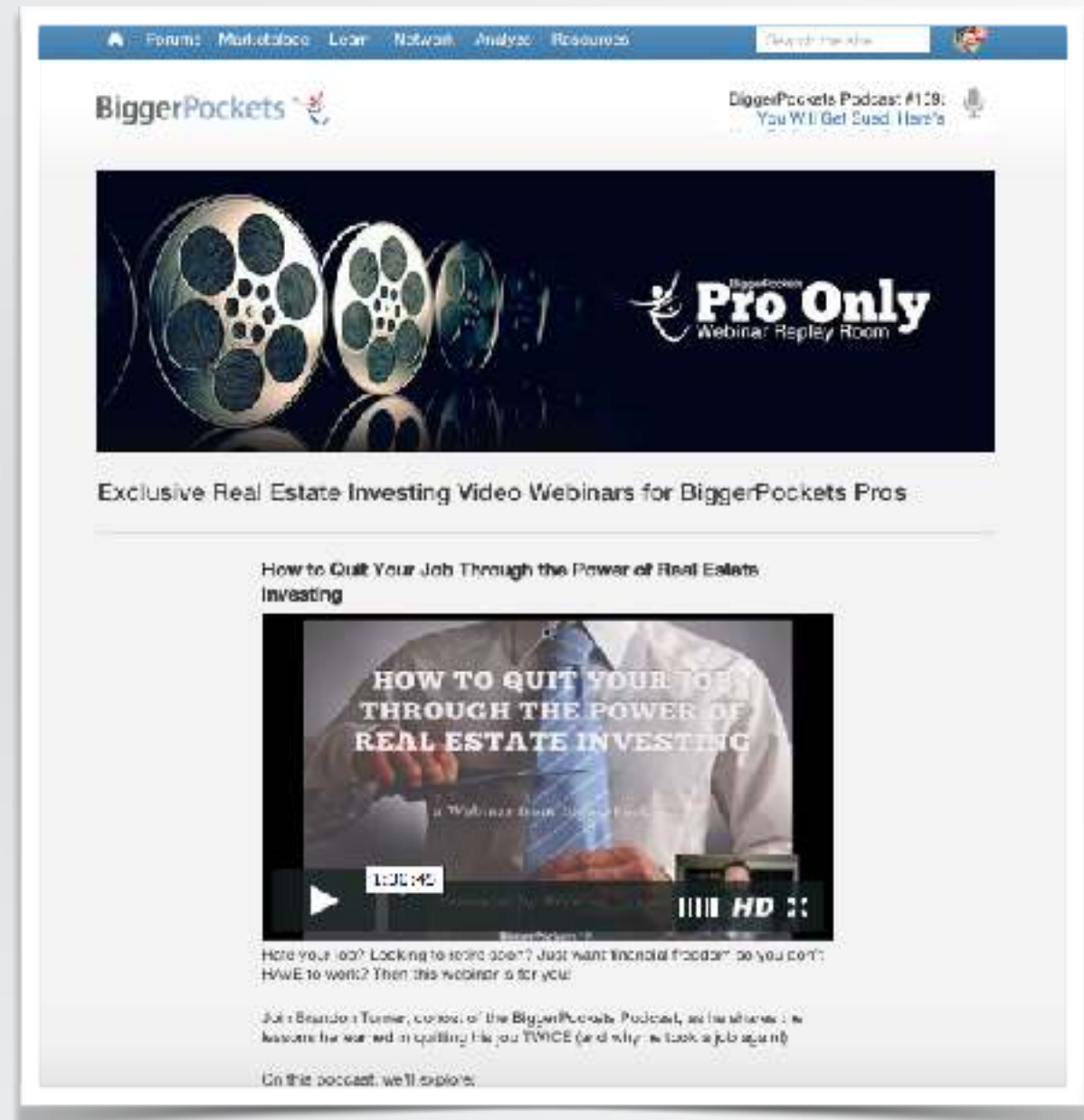


The screenshot shows the BiggerPockets Pro website interface. At the top, there is a headline: "The Easiest Way to Analyze Real Estate Investment Properties". Below this, a sub-headline reads: "The BiggerPockets Investment Property Calculators will help you quickly and accurately estimate the potential profit of your next rental, flip, or wholesale deal." A green button with the text "Click Here to Get Your Free Trial" is positioned below the sub-headline. The background of the top section features a smiling couple embracing in front of a brick wall. Below the main content area, there is a section titled "How it Works" with four steps: "Choose Your Calc" (represented by a question mark icon), "Enter Data" (represented by a pencil icon), "See Results" (represented by a bar chart icon), and "Share Your Results" (represented by a document icon).

www.BiggerPockets.com/ProUpgrade code: 517

BiggerPockets Pro

✓ Dive DEEP into education with unlimited replays of all the past BiggerPockets Webinars



The screenshot displays the BiggerPockets Pro website interface. At the top, there is a navigation bar with links for 'Forum', 'Marketplace', 'Learn', 'Network', 'Analysis', and 'Resources', along with a search bar. The main header features the BiggerPockets logo and a podcast player for 'BiggerPockets Podcast #119: You Will Get Sued. Here's...'. Below this is a large banner image with film reels and the text 'BiggerPockets Pro Only Webinar Replay Room'. Underneath the banner, it says 'Exclusive Real Estate Investing Video Webinars for BiggerPockets Pros'. The featured content is a video player for a webinar titled 'How to Quit Your Job Through the Power of Real Estate Investing'. The video player shows a man in a white shirt and blue tie, with the text 'HOW TO QUIT YOUR JOB THROUGH THE POWER OF REAL ESTATE INVESTING' overlaid. The video player includes a play button, a progress bar at 1:31:42, and an HD icon. Below the video player, there is a short description: 'Here you are? Looking to start over? Just want financial freedom, do you not? How to work? Then this webinar is for you!' and a paragraph: 'Join Brandon Turner, co-host of the BiggerPockets Podcast, as he shares the lessons he learned in quitting his job TWICE (and why he took a job again)'. At the bottom, it says 'On this podcast, we'll explore:'.

www.BiggerPockets.com/ProUpgrade code: 517



Over 50 hours of incredible video trainings...

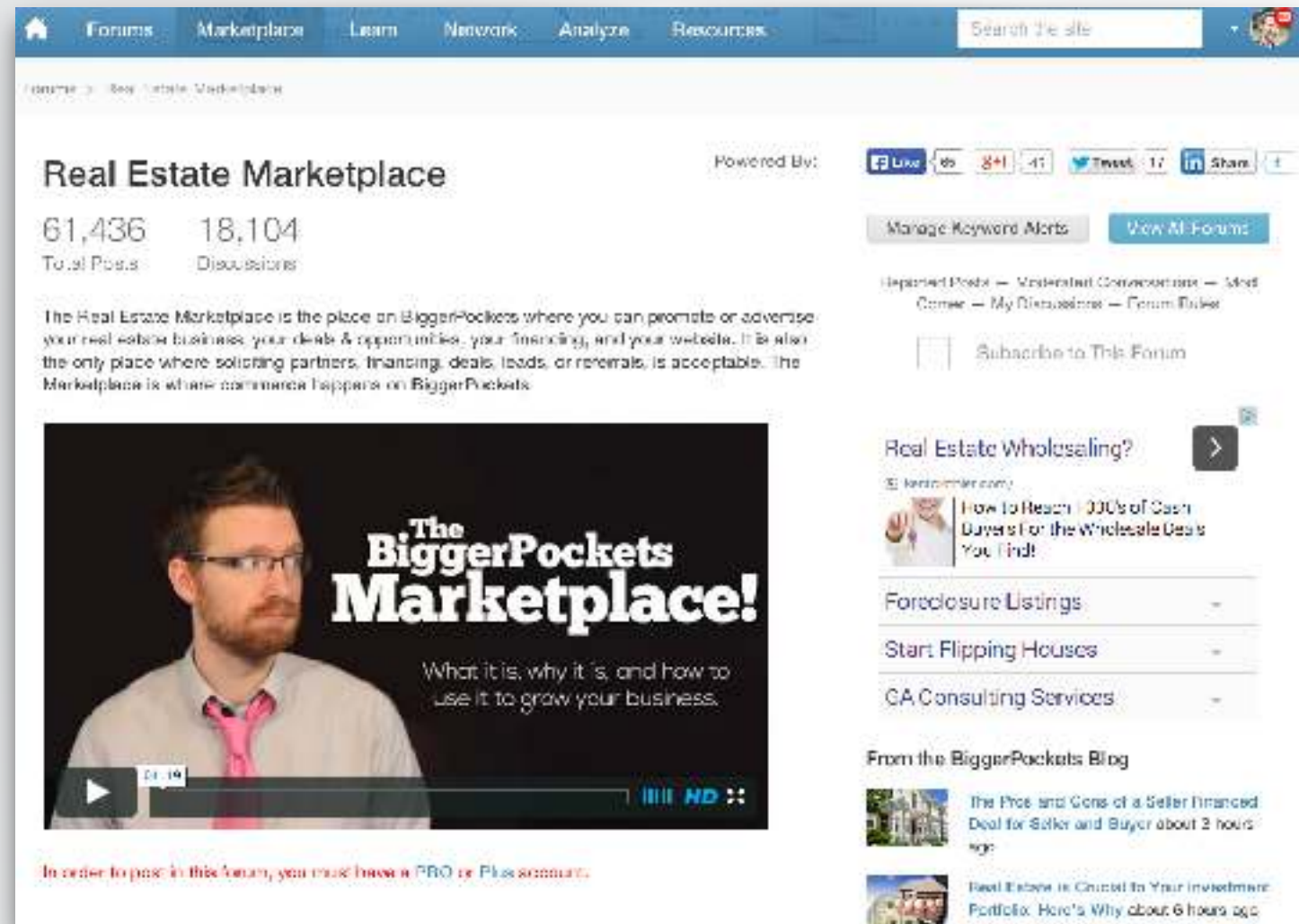


Over 50 hours of incredible video trainings...

BiggerPockets Pro

✔ Post ads in the Marketplace for your haves and wants.

What do YOU need right now?

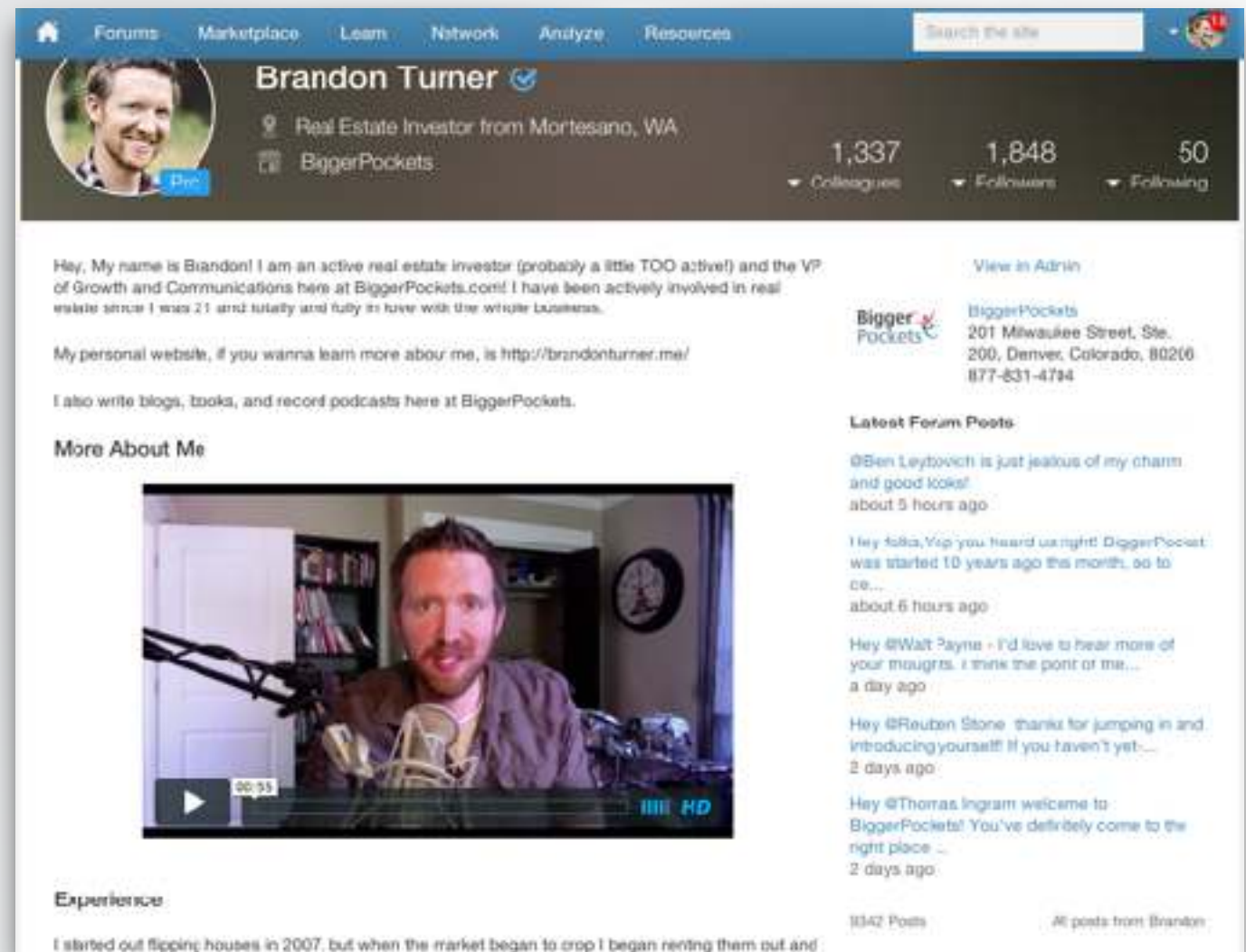


The screenshot shows the 'Real Estate Marketplace' forum on BiggerPockets. The page features a navigation bar with links for Forums, Marketplace, Learn, Network, Analyze, and Resources. The main content area includes the forum title, statistics (61,436 Total Posts, 18,104 Discussions), and a video player titled 'The BiggerPockets Marketplace!' with the subtitle 'What it is, why it is, and how to use it to grow your business.' Below the video, a red text box states: 'In order to post in this forum, you must have a PRO or Plus account.' The right sidebar contains social media sharing options, a 'Manage Keyword Alerts' button, a 'View All Forums' button, and a list of related topics such as 'Real Estate Wholesaling?', 'Foreclosure Listings', 'Start Flipping Houses', and 'CA Consulting Services'.

www.BiggerPockets.com/ProUpgrade code: 517

BiggerPockets Pro

✓ Help your Profile stand out with an enhanced forum signature, profile video, and Pro badge.



The screenshot shows a user profile for Brandon Turner on the BiggerPockets website. The profile includes a navigation bar with links for Forums, Marketplace, Learn, Network, Analyze, and Resources. The user's name is Brandon Turner, and he is identified as a Real Estate Investor from Montesano, WA. He has 1,337 Colleagues, 1,848 Followers, and 50 Following. The profile bio states: "Hey, My name is Brandon! I am an active real estate investor (probably a little TOO active!) and the VP of Growth and Communications here at BiggerPockets.com! I have been actively involved in real estate since I was 21 and totally and fully in love with the whole business." Below the bio, there is a link to his personal website (http://brndonturner.me/) and a mention that he writes blogs, books, and records podcasts at BiggerPockets. A "More About Me" section features a video of Brandon Turner speaking into a microphone. The "Experience" section begins with "I started out flipping houses in 2007, but when the market began to drop I began renting them out and...". On the right side, there is a "View in Admin" link, a BiggerPockets logo, and contact information: "BiggerPockets 201 Milwaukee Street, Ste. 200, Denver, Colorado, 80206 877-831-4794". A "Latest Forum Posts" section lists several posts with their respective timestamps. At the bottom right, it shows "1342 Posts" and "All posts from Brandon".

www.BiggerPockets.com/ProUpgrade code: 517

BiggerPockets Pro

- ✓ Increased networking abilities with /Meet
- ✓ Download Unlimited Files and Forms
- ✓ Expanded Private Message Abilities
- ✓ See Who's Checking You Out
- ✓ Access to the Pro Only Forum

www.BiggerPockets.com/ProUpgrade code: 517

BiggerPockets Pro

**Help support the site
that is changing how
people build wealth in
America.**

www.BiggerPockets.com/ProUpgrade code: 517

Why BiggerPockets Pro?

www.BiggerPockets.com/ProUpgrade code: 517

Why BiggerPockets Pro?

You are **worried** about buying a **bad deal**

www.BiggerPockets.com/ProUpgrade code: 517

Why BiggerPockets Pro?

You are **worried** about buying a **bad deal**

You **need bank suggestions, partners, or properties**

www.BiggerPockets.com/ProUpgrade code: 517

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You are **worried** about buying a **bad deal**

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You need to **connect** with investors who can help you

www.BiggerPockets.com/ProUpgrade code: 517

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You are looking to **get noticed** by the community

www.BiggerPockets.com/ProUpgrade code: 517

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You **need bank suggestions, partners, or properties**

You need to **connect** with investors who can help you

You are looking to **get noticed** by the community

You want to **support** BiggerPockets

www.BiggerPockets.com/ProUpgrade code: 517



Just wanted to say thank you for the webinar. It was very informative and gave me several good ideas. I signed up for pro and used the calculator you demonstrated to evaluate and make offers on 2 deals I found. 1 was accepted (currently listed on Marketplace) the other the seller was unyielding in price even after I showed them the numbers (oh well their loss). So again I just wanted to say hello and thanks.

www.BiggerPockets.com/ProUpgrade code: 517

“

“Put simply - BiggerPockets made me a millionaire.

In addition to the calculators and the other benefits- being a Pro member has helped me build a solid reputation on BP that has led to clients, deals, and financing.”



-David Greene

Rental Property Investor

Full-Time Police Officer

San Francisco, CA

So . . . how much is
BiggerPockets Pro?

BiggerPockets PRO

How much is BiggerPockets Pro?

\$100,000

\$50,000

\$20,000

\$10,000

BiggerPockets PRO

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

BiggerPockets PRO

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

\$290 per **year**

~~\$20,000~~

~~\$10,000~~

BiggerPockets PRO

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

\$290 per **year**

but...

Bonus #1

**Get 20% off by using
code "517"
on the checkout page**
(A \$58 Value)



www.BiggerPockets.com/ProUpgrade code: 517

Bonus #2

For Pro Annual Members:

**The 2012
BiggerPockets
Conference Audio
(over 25 hours of
real estate audio
training) for FREE.**

(A \$300 Value)

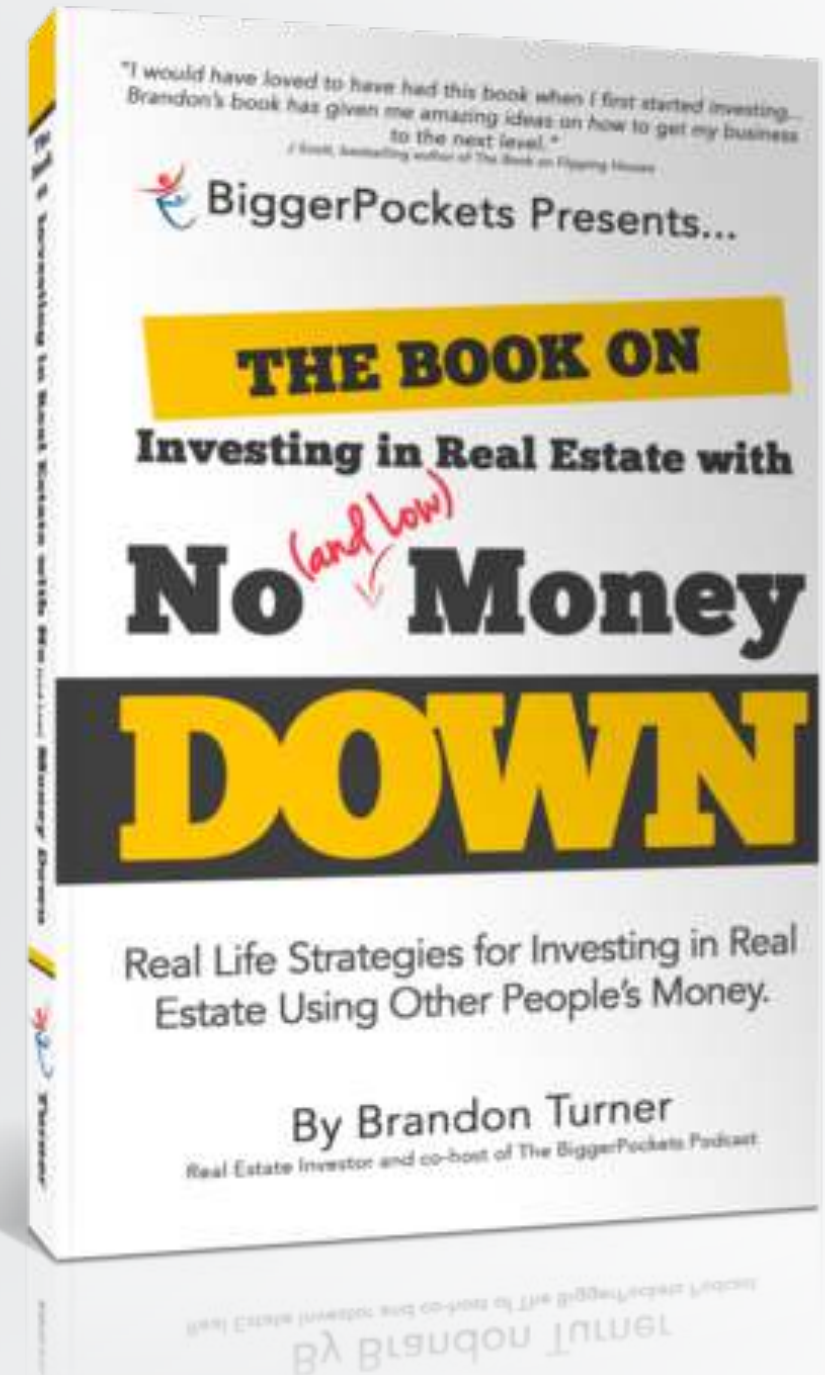


www.BiggerPockets.com/ProUpgrade code: 517

Bonus #3

For Pro Annual Members:

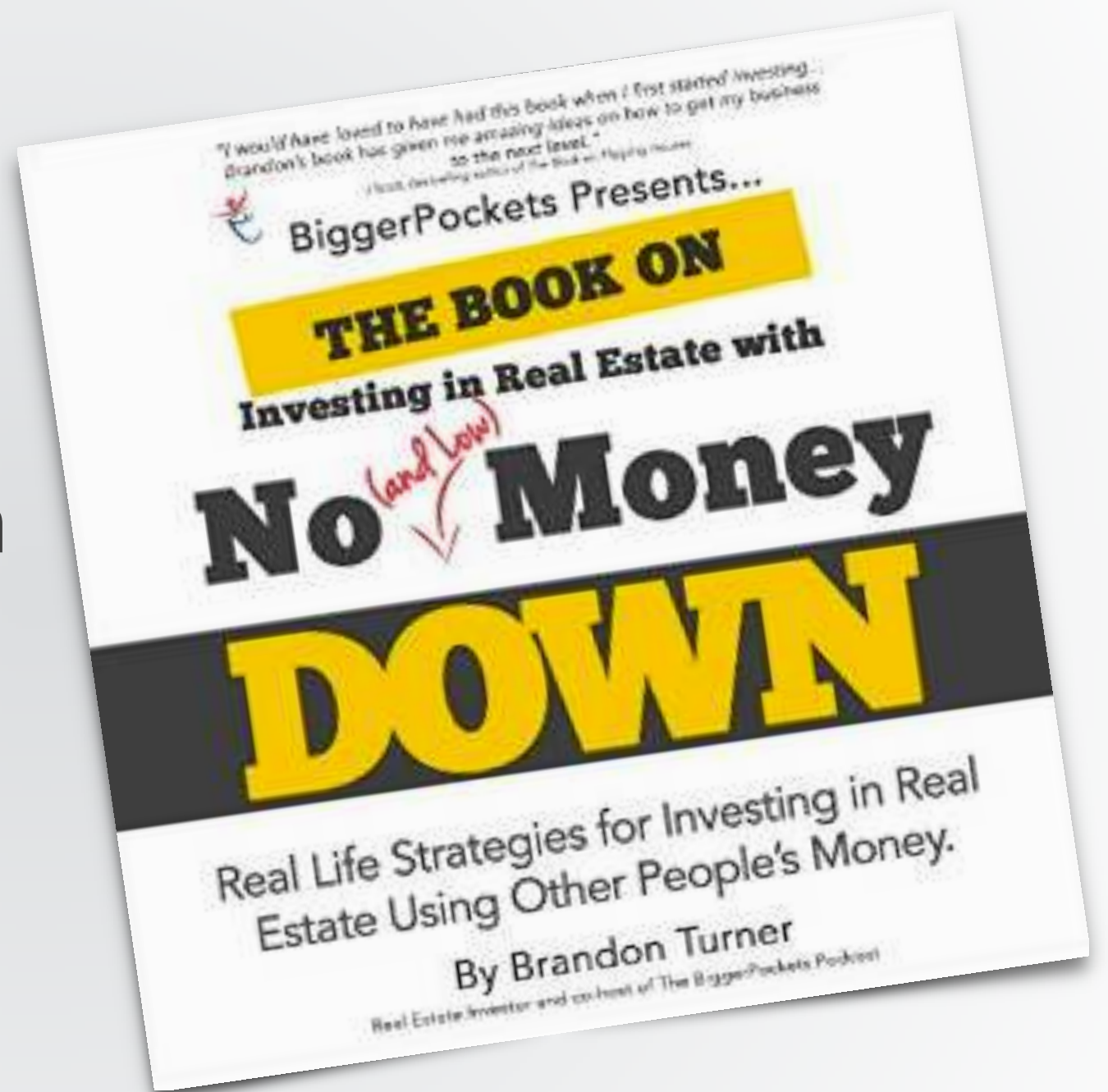
✓ Get a digital copy
of "The Book on
Investing in Real
Estate with No (and
Low) Money Down
FREE
(A \$19 Value)



www.BiggerPockets.com/ProUpgrade code: 517

Bonus #4 For Pro Annual Members:

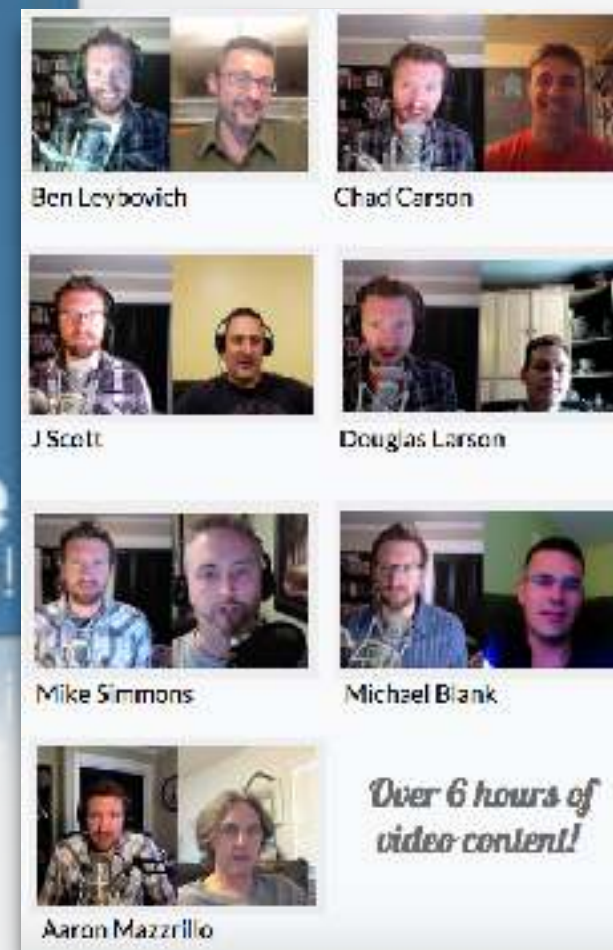
✓ Get the digital audiobook of "The Book on Investing in Real Estate with No (and Low) Money Down FREE (A \$19 Value)



www.BiggerPockets.com/ProUpgrade code: 517

Bonus #5 & 6 For Pro Annual Members:

✓ Get the digital bonus book "How to Find Incredible Real Estate Deals" Plus seven mp3/video interviews with creative investors!
(A \$50 Value)



www.BiggerPockets.com/ProUpgrade code: 517

Bonus #7

For Pro Annual Members:

Get a 2-hour video recording of “**How to Invest in RE with No (and Low) Money Down**”
- FREE

\$200 Value



www.BiggerPockets.com/ProUpgrade code: 517

Annual vs. Monthly?

www.BiggerPockets.com/ProUpgrade code: 517

Annual vs. Monthly?

20% Off +

20% Off

2012 Conference Audio
No & Low Money PDF
No & Low Money Audio
7 One-on-One Interviews
How to Find Deals PDF
2-hour Video

www.BiggerPockets.com/ProUpgrade code: 517

Question & Answer

I am not a lawyer or accountant.
This not is not legal or tax advice.



DOOR PRIZE #1



The Top 20
Real Estate Books
Every Investor
Should Read

A free guide from  BiggerPockets

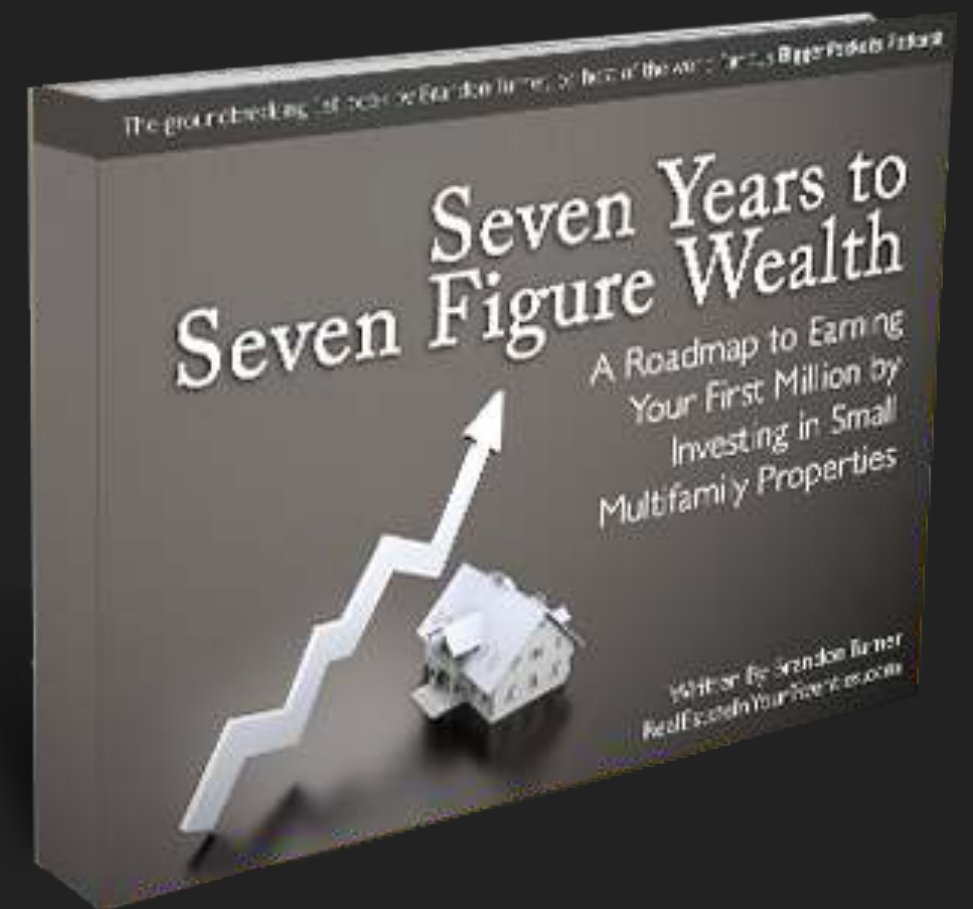
By Brandon Turner, author of "The Book on Rental Property Investing"

WWW.BIGGERPOCKETS.COM/BOOKS

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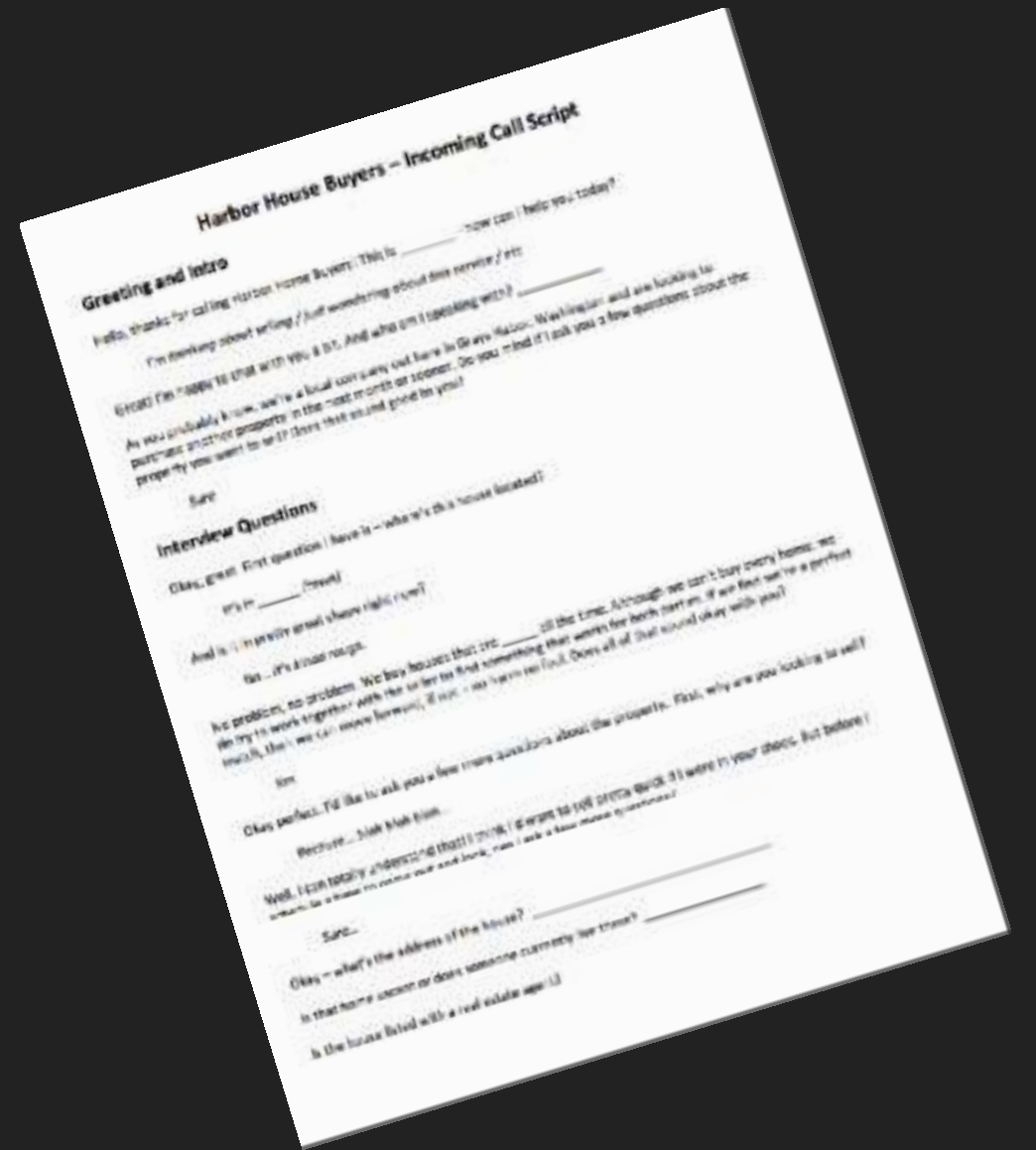
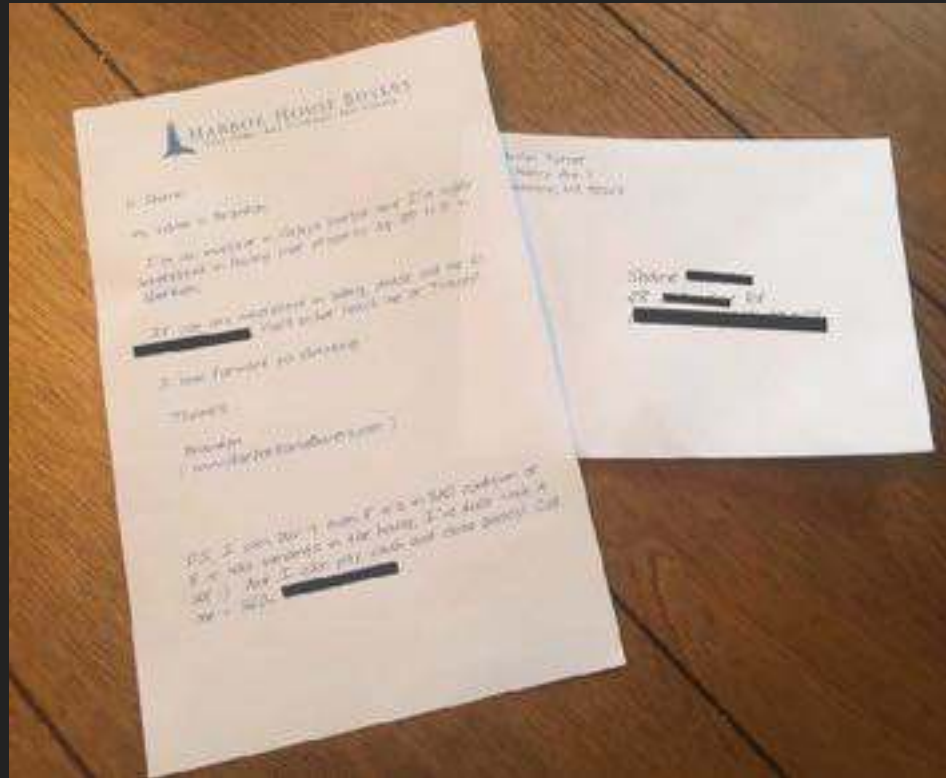


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