



# INVESTOR ACCELERATOR TRAINING

## SALES

Below is the list of the short training films that instructors the investor on setting the pricing and terms and conditions of the sale, finding the buyers, negotiating the price and terms, writing the contract and disclosures, to signing the sales contract.

## 2.01.0 Pricing & Terms

| SECTION | TITLE  | TIME    | SECTION | TITLE                             | TIME   |
|---------|--|---------|---------|-----------------------------------|--------|
| 2.01.01 | understanding the underlying financial structure | (3.52)  | 2.01.02 | determining the fair market value | (3.04) |
| 2.01.03 | setting the sales price                          | (3.20)  | 2.01.04 | setting the down payment          | (2.35) |
| 2.01.05 | setting the terms and conditions                 | (11.29) | 2.01.06 | setting the monthly payment       | (2.22) |
| 2.01.07 | calculating the lifetime value of the deal       | (5.29)  | 2.01.08 | making adjustments                | (2.46) |
| 2.01.09 | evaluating required repairs                      | (4.57)  |         |                                   |        |

## 2.02.0 Finding the Buyer

|         |                                    |        |         |  |         |
|---------|------------------------------------|--------|---------|--|---------|
| 2.02.01 | who is our typical buyer           | (2.14) | 2.02.02 | finding the buyer                        | (10.18) |
| 2.02.03 | how to talk to a realtor           | (3.39) | 2.02.04 | benefits of homeownership versus renting | (2.11)  |
| 2.02.05 | pre-qualifying the potential buyer | (3.30) | 2.02.06 | answer the basic questions               | (3.56)  |
| 2.02.07 | show the house                     | (5.24) | 2.02.08 | if a realtor brings a potential buyer    | (3.39)  |

## 2.03.0 Negotiating the Terms and Conditions

|         |                              |        |         |                                      |        |
|---------|------------------------------|--------|---------|--------------------------------------|--------|
| 2.03.01 | normally we do not negotiate | (1.27) | 2.03.02 | negotiating the terms and conditions | (1.50) |
|---------|------------------------------|--------|---------|--------------------------------------|--------|

## 2.04.0 Contract and Disclosures - Wrap-Mortgage Transactions



| SECTION | TITLE   | TIME    | SECTION | TITLE  | TIME   |
|---------|---|---------|---------|--|--------|
| 2.04.01 | explain the contract and the structure  | (2.29)  | 2.04.02 | carefully explain the transaction  | (8.55) |
| 2.04.03 | one to four family residential contract (resale)  | (8.28)  | 2.04.04 | addendum for property subject to mandatory membership in a property owners association | (2.32) |
| 2.04.05 | seller financing addendum   | (3.48)  | 2.04.06 | addendum for reservation of oil, gas, and other minerals                               | (1.31) |
| 2.04.07 | addendum for seller's disclosure of information on lead-based paint and lead-based paint hazards as required by law | (1.52)  | 2.04.08 | wrap-mortgage addendum to the purchase contract  | (3.52) |
| 2.04.09 | seller's disclosure of property condition   | (0.53)  | 2.04.10 | seller's disclosure of property condition (seller)                                     | (0.47) |
| 2.04.11 | acknowledgement of wrap-mortgage transaction  | (2.01)  | 2.04.12 | disclosure of underlying lien transaction  | (2.34) |
| 2.04.13 | acknowledgement of state and federal mortgage regulations   | (1.13)  | 2.04.14 | acknowledgement of due on sale clause  | (1.43) |
| 2.04.15 | acknowledgment of election of title insurance policy  | (1.25)  | 2.04.16 | acknowledgement of payment options   | (1.10) |
| 2.04.17 | acknowledgement of receipt of earnest money   | (0.35)  | 2.04.18 | proof of income document checklist   | (1.22) |
| 2.04.19 | explaining the wrap-mortgage sales contract   | (15.26) |         |  |        |

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