THE PERFECT DEAL FLOW

"SOURCE"

- 1. Offline
- 2. Online
- 3. Network

"LEADS"

CONVERSION





SHORT-TERM

MID-TERM

LONG-TERM



EVALUATE

NEGOTIATE

 \Longrightarrow

CONTRACT

FUNDING

EXIT STRATEGY

What type of COMPs? The (2)

options are:

- 1. Online
- 2. Actual

Timing and circumstances will create motivation for the negotiation.

The Contracts control the Deal.

Have the REPC,

Addendum, Option,

& Assignment ready!

Options for

Funding are:

- 1. You (cash/Credit)
- 2. Private-Money
- 3. Hard- Money

Options for Buyers are:

- 1. Cash Buyers
- 2. Retail Buyers
- 3. Creative Exits