

THE SHORTCUT TO GETTING YOUR FIRST DEAL OFF THE GROUND FAST

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The Shortcut to Getting Your First Deal Off the Ground Fast

Your step-by-step action plan—even if you're starting from zero.

If you're staring at a mountain of podcasts, YouTube videos, and real estate books thinking,

"Where the heck do I actually start?"

You're not alone—and you're not behind.

Here's the truth:

 Most new investors don't need *more* information.

They need a **clear, doable action plan** that gets them into motion.

This bonus is exactly that.

No fluff. No theory. Just real, beginner-friendly moves you can make this week—even if you don't have a property, funding, or any idea what to say to a seller yet.

We'll walk you through:

- ✓ The exact mindset shift that separates action-takers from “someday” dreamers
- ✓ How to spot your *first* deal (without hunting the MLS for hours)
- ✓ Simple scripts, templates, and tools that do the heavy lifting
- ✓ And how to pull it all together into one clean, focused plan that keeps you moving forward

Whether you're looking to flip, BRRRR, buy & hold, or house hack—this one-pager is your starting line.

Let's get you from *learning* to *closing*.

The Mindset Shift That Gets You Moving

Before the spreadsheets, the scripts, or the seller calls—this is where real momentum starts.

Let's be real for a second:

Most people don't fail in real estate because of bad deals.

They fail because they never get started.

Why?

Because they get stuck in “info-gathering mode.”

They listen to every podcast, read all the books, watch endless videos...

But when it's time to take action?

They freeze.

Here's the simple mindset shift that unlocks real progress 🙌

Treat It Like a Skill—Not a Gamble

Real estate investing isn't a lottery. You're not *hoping* to stumble into a good deal.

You're **learning a skill**—just like riding a bike, coding, or public speaking.

And like any new skill:

- ✓ It's awkward at first

- ✓ You'll make a few mistakes
- ✓ But you get better fast by actually *doing*

🧠 Think “First Deal,” Not “Forever Deal”

You're not picking your dream house. You're learning to **find and structure deals**. That means the goal is **progress**, not perfection.

🏠 Your job isn't to get rich on Deal #1. It's to get Deal #1 *done*—and use that momentum to grow.

🏆 The Action Muscle Builds Confidence

The people who win in real estate aren't the smartest—they're the ones who take the most reps.

They:

- Call that first seller
- Walk that first property
- Make that first low offer
- Send that first LOI

Each one builds your “action muscle.” And once that kicks in, confidence follows.

🧑 Bonus Tip: Forget the Timeline

Some people find their first deal in 30 days. Others take 6 months. *Doesn't matter.*

You're building a skill that will serve you for *decades*. So release the pressure—and commit to the process.

🔍 The 3-Part Criteria for a “Starter-Friendly” Deal

Not all deals are created equal—here's how to spot the ones built for beginners.

Your first deal doesn't need to be huge. It just needs to be **winnable**.

And “winnable” means something specific when you're starting out:

- ✓ Low risk
- ✓ High learning value
- ✓ Simple to finance or structure

Here's the 3-part filter that helps you separate the manageable from the mayhem 📌

📦 Easy to Understand

Avoid the complex stuff—no mixed-use buildings, no 6-unit rehabs, no zoning gymnastics.

Instead, look for:

- Single-family homes
- Duplexes or small multis (2–4 units)
- Clean title, no code violations, minimal surprises

🧠 *If the deal makes your head hurt—it's probably not a good first one.*

📄 Reasonable Entry Point

Don't chase \$800K flips or out-of-state apartment syndications on your first go. Start with something that fits your current capital, credit, or creative options.

Look for:

- Properties under \$250K (adjust for your market)
- Motivated sellers open to flexible terms (seller financing, lease option, etc.)
- Projects that *don't* require \$50K in repairs to be profitable

📊 *If you're unsure, check rent comps + run a basic cash flow formula. Simpler = safer.*

🔧 Doesn't Rely on Major Renovations

Cosmetic updates? Great.

Foundation cracks, mold remediation, or full gut jobs? Maybe hold off for Deal #2.

Ideal first projects:

- Carpet & paint
- Basic kitchen/bath refresh
- Light landscaping or curb appeal boosts

📁 *These let you learn project management without gambling your entire budget.*

🔥 Pro tip: The best “starter” deals often look boring to everyone else.

But boring = predictable = profitable.

🌍 Where to Find Beginner-Friendly Deals (No MLS Needed)

Hint: The best deals usually aren't where the crowd is looking.

If you've been refreshing Zillow or Redfin every day hoping the perfect deal will just... appear... It might feel like everything is overpriced, picked over, or gone in 24 hours.

And you're not wrong.

The MLS (Multiple Listing Service) is *fine*—but it's crowded.

The best starter deals? They're often sitting in places that aren't as obvious, but way more accessible for new investors.

Here's where to look instead 📍

📧 Direct-to-Seller (a.k.a. Off-Market)

This is where real deals are made.

No agents, no bidding wars, just you + a motivated seller.

How to start:

- Drive for Dollars 🚗 (look for vacant or run-down properties)
- Use mailers or door hangers in target neighborhoods
- Talk to neighbors—word travels fast

Tools that help: DealMachine, Propstream, or a simple spreadsheet + Google Maps

👛 Wholesalers

Wholesalers find deals, get them under contract, and assign them to investors (like you) for a fee.

🧠 *They're basically deal-sourcing pros—and they love working with new buyers who can close.*

Where to find them:

- Facebook groups (search "Your City + Real Estate Investors")
- BiggerPockets Marketplace
- Local REIAs (Real Estate Investor Associations)

Ask to join their buyer list—and follow up consistently.

📧 Pre-Foreclosures & Distressed Sellers

These folks usually need a quick solution and might not list with an agent.

Where to find them:

- County courthouse or online property records
- Services like Foreclosure.com, Propstream, or local legal notices
- Bandit signs ("We Buy Houses")—you can call them too

✔ These aren't always "pretty" properties—but they often have negotiable terms.

🏠 For-Rent-by-Owner (FRBO) Listings

Landlords who are tired, burned out, or retiring often list rentals themselves.

Check:

- Craigslist
- Facebook Marketplace
- Zillow "for rent" section

Start the convo with:

"Hey, would you ever consider selling instead of renting again?"

📈 This one script alone has opened the door to thousands of off-market deals.

🔥 Bonus: **Your Personal Network**

Let people know you're looking! Friends, family, co-workers, church groups, neighbors.

You'll be shocked how often someone knows "a guy with a rental he wants to get rid of."

💬 Bottom line: You don't need 100 leads.

You need **one right conversation** with **one motivated seller**.

And now you know where to find them.

✔ **Your First Deal Checklist**

From "I found something" to "I'm making an offer"—without missing a step.

You've spotted a potential deal. The numbers *seem* solid.

Now what?

This is where a lot of new investors freeze—not because they're not ready, but because they don't have a clear, repeatable **process**.

That's what this checklist is for: a simple, step-by-step guide that keeps you focused and moving forward (without getting overwhelmed).

📄 The Starter Deal Checklist:

🔍 **Run the Numbers**

Use a basic deal calculator or back-of-napkin formula:

Cash Flow = Rent – (Mortgage + Taxes + Insurance + Repairs + Vacancy)

Not sure? Use conservative estimates. The goal is to **not lose money** on your first deal.

Drive the Property / Area

If it's local, see it in person.

Take note of:

- Curb appeal
- Condition of neighboring homes
- Parking, noise, and walkability
- For rent or sale signs nearby (hint: comps)

Talk to the Seller or Wholesaler

Ask:

- Why are they selling?
- What's the current rent / occupancy?
- Any recent repairs or known issues?
- Would they consider seller financing or other terms?

 *Don't focus on "getting a deal"—focus on solving their problem.*

Pull Comps (Comparables)

Look at similar properties nearby that sold recently. You want to know:

- Is the asking price in line with the market?
- What might it rent for post-upgrade?
- How fast are similar homes selling?

Tools: Zillow, Redfin, Propstream, Rentometer, or call a local agent.

Check for Red Flags

Look out for:

- Mold, water damage, foundation issues
- High crime area
- HOA restrictions (especially for rentals)
- Property tax spikes or pending assessments

 *It's not about finding a perfect property—it's about knowing what you're getting into.*

Prepare to Make an Offer

If the numbers work and your gut feels good:

- Decide your price
- Add basic contingencies (inspection, financing)
- Keep it simple—this isn't a 50-page corporate contract

 Use a simple purchase agreement (your agent, attorney, or title company can help)

How to Talk to Sellers Without Sounding Like a Rookie

Confidence isn't about knowing everything—it's about asking the *right* questions.

You don't need to be slick, smooth, or seasoned to talk to a seller.

You just need to sound **curious, clear, and confident** in your process.

Here's how to have a seller conversation that feels good (for both of you) 🙌

Start with a Simple Goal

You're not there to impress them. You're there to figure out:

- Is this a deal worth pursuing?
- Are they a motivated seller?
- Can you help them solve a problem?

You're gathering info—not trying to close a deal in 10 minutes.

Open the Conversation Like This

“Hey [Seller Name], I saw your property at [Address] and just wanted to ask a few quick questions—do you have a minute?”

That's it. No need for a big pitch.

Great Questions to Ask

These questions do two things:

1. Show the seller you're serious
2. Help you spot real opportunities

Ask things like:

- “Can you tell me a little about the property?”
- “Why are you thinking about selling?”
- “What kind of repairs or updates does it need?”
- “Is the property currently rented?”
- “If we came to an agreement, what would an ideal timeline look like for you?”

 *Tip: Always end with open-ended questions that let the seller talk.*

👉 Keep It Casual, Not Salesy

Most sellers aren't expecting a pro investor.
So don't pretend to be one.

Just be honest:

"I'm just starting out and looking for a good first deal—something simple I can make work. If this isn't a fit, no worries at all."

- ✅ Honesty builds trust
- ✅ Trust creates opportunity

🚫 What NOT to Say

- "I want to lowball you." ❌
- "I have no idea what I'm doing." ❌
- "I can close super fast with cash!" (unless you actually can) ❌

Stick to what's true. If you're using financing or need help from a partner, that's fine—just don't overpromise.

💰 Simple Financing Options That Actually Close

You don't need to be rich—you need the right strategy for your situation.

One of the biggest mental blocks for new investors?

💡 *"I don't have enough money to do a deal."*

Here's the truth: Most first deals aren't about having money—they're about knowing how to structure it.

Let's look at beginner-friendly financing paths that actually work 🙌

🏠 Traditional Bank or Credit Union

Best for: W2 income earners with decent credit

Pros:

- ✅ Low interest rates
- ✅ Predictable monthly payments
- ✅ Great for long-term holds

Cons:

- ❌ Slower process
- ❌ Requires 20–25% down on investment properties

🧠 *Tip: Look for portfolio lenders or local banks—they often offer better terms for first-timers.*

🏠 Owner-Occupied Financing (House Hacking)

Best for: New investors willing to live in the property

Use an FHA or conventional loan to buy a duplex/triplex/quad, live in one unit, and rent the rest.

- ✅ 3.5–5% down
- ✅ Live for free (or close to it)
- ✅ Build rental experience

💡 *Great way to ease into landlording while building equity fast.*

📄 Seller Financing

Best for: Sellers who own free and clear + want monthly income

You negotiate terms *directly* with the seller:

- Down payment
 - Interest rate
 - Amortization
 - Balloon (if any)
-
- ✅ Skip banks
 - ✅ Flexible terms
 - ✅ Often low money down

🧠 *Ask: “Would you be open to monthly payments if we agreed on a fair price?”*

🏠 Partnerships

Best for: People with hustle, but not a ton of cash

You find the deal, they fund it.

Split profit, rent, or equity depending on structure.

- ✅ Low/no money down for you
- ✅ Fast path to credibility
- ✅ Leverage other people’s strengths

📌 *Make sure you have a written agreement—clarity = safety.*

📁 Bonus: Other Creative Options

- **Subject-To:** Take over the seller’s mortgage payments (advanced, but powerful)
- **Private Money:** Borrow from individuals you know—offer a return, secured by the property
- **Lease Option:** Rent the property now, buy later—great for low cash starts

… Bottom line: There's always a way to fund a good deal.

The key is finding a seller who wants to work *with* you—and knowing your financing game plan in advance.

Scripts, Templates, and What to Say Next

No more guessing. No more awkward pauses. Just clear, confident conversations.

You don't need to sound like a slick closer to land your first deal.

You just need a few solid go-to phrases, a little prep—and the right timing.

This section gives you real-world, fill-in-the-blank scripts you can use with sellers, agents, lenders, and more.

Let's make this easy.

Reaching Out to a Seller (Direct to Seller)

“Hi [Seller's Name], I saw your property at [Address] and wanted to see if you'd be open to an offer. I'm looking for something I can improve and hold long term—would you be open to a quick chat about it?”

Follow-up Qs if they're open:

- “What's the story with the property?”
- “Are there any repairs you've been meaning to do?”
- “What would an ideal outcome look like for you?”

Asking About Seller Financing

“If we could agree on a fair price, would you be open to something where I make monthly payments instead of one lump sum?”

If they ask what that means:

“It's called seller financing. You'd act like the bank, and I'd make payments to you over time. It can help with taxes and give you steady income—worth a conversation?”

Messaging a Wholesaler

“Hey [Name], I'm just getting started and looking for simple single-family deals in [City/Area]. Please keep me on your buyer's list—cash or financing, I can move fast if it's the right fit.”

Tip: Always follow up and build the relationship.

Talking to Agents as a Newbie

“Hey [Agent Name], I’m just getting into investing. I’m looking for properties I can improve a little and rent or hold. I’m not looking for a dream house—I want a good deal. If anything like that crosses your desk, would you send it my way?”

Bonus: Ask if they work with other investors—agents with experience can be gold.

Offer Template (Quick Overview)

If making a written offer, keep it clean and simple:

- Purchase Price
- Contingencies: (inspection, financing, title)
- Closing Date: [X] days from acceptance
- Earnest Money: [Amount]
- Who Pays What: (e.g., “each pays their own closing costs”)

 Tip: Title companies or local REI groups often have offer templates you can borrow. Don’t overcomplicate it.

What Matters Most?

Consistency > Perfection.

You’re not trying to say the “perfect thing.” You’re trying to **show up**, have real conversations, and learn as you go.

And that? That’s how deals get done.

Avoiding “Analysis Paralysis” with a Clear Framework

The #1 silent deal killer isn’t bad math—it’s overthinking yourself into inaction.

If you’ve ever stared at a spreadsheet for 2 hours, ran the same numbers five different ways, and still felt unsure...

 You’re not alone.

“Analysis paralysis” is real—and it stops more deals than bad financing or high interest rates ever will.

But good news? There’s a fix.

It starts with simplifying your process and knowing *when enough is enough*.

The 80% Rule (Not Perfect, But Profitable)

You don't need 100% certainty to take action.

You need a deal that passes these filters:

- ✓ It cash flows (conservatively)
- ✓ It's in a solid location you understand
- ✓ You've talked to the seller, seen the property, and reviewed comps
- ✓ You've built in a margin for surprises

If those boxes are checked—and it still feels like a *maybe*—you're likely overanalyzing.

Set Your “Green Light” Criteria

Before you even start looking, define:

- 💰 Minimum monthly cash flow (\$300? \$500?)
- 🛠️ Max rehab you're willing to take on (\$10K? Just paint + floors?)
- 📍 Target neighborhoods (3–5 zip codes you're comfortable with)

Now every deal becomes a **yes / no / maybe** instead of a brain fog.

Use a “Compare, Don't Perfect” Mindset

Ask:

“Is this better than my current financial situation?”

“Is this a smart use of my capital and time for where I am right now?”

You're not marrying the deal. You're **building the skill** of taking action.

The Simple Flow: From Lead to Decision

Use this 5-step mini framework to avoid getting stuck:

1. **Run the numbers**
2. **Compare to your buy box**
3. **Talk to the seller / gather info**
4. **Check comps + confirm rehab**
5. **Decide: Make offer, pass, or follow up**

That's it. No magic. Just reps.

🔥 Pro tip: Time block your decision-making.

Don't sit in limbo for 3 days. Give yourself a 24–48 hour window to review and act.

 Bottom line:

Your first deal isn't about perfection. It's about **progress**.

Get in, learn, adapt, repeat.

What to Do the Week You Go Under Contract

The seller said yes. Now what?

This is where most first-time investors either **step up...** or **stress out.**

But don't worry—you're about to walk through it like a pro.

Here's your "under contract" checklist to keep things moving, protect your interests, and get to closing with confidence.

Lock In the Basics

Make sure your contract includes:

- ✓ Purchase price
- ✓ Contingencies (inspection, financing, appraisal)
- ✓ Closing timeline
- ✓ Who pays which costs
- ✓ Earnest money amount (usually \$500–\$5,000 depending on deal size)

 *Pro Tip: A strong contract protects both sides. Get it reviewed by your title company or attorney (depending on your state).*

Schedule the Inspection ASAP

The inspection clock is ticking—don't wait.

Use your contingency window to:

-  Identify major issues (foundation, roof, HVAC, electrical)
-  Get estimates if needed
-  Use findings to renegotiate or request seller credits

 *Even if the deal feels solid, always inspect. Surprises = stress.*

Finalize Your Financing

If you're using a loan:

- Submit docs to your lender immediately
- Order the appraisal (often through lender)
- Stay responsive—slow docs = slow closing

If using private money or seller financing:

- Get the terms in writing
- Clarify timelines and closing steps

- Make sure title/escrow knows who's funding

Title, Insurance, and Due Diligence

Once under contract:

- Open escrow with your title company
- Order title search
- Line up property insurance (you'll need it to close)
- Ask about pending liens, zoning issues, or HOA restrictions

 *This is where a good title company shines—they'll flag the hidden stuff for you.*

17 Prep for Closing

With 1–2 weeks to go:

- Confirm final walkthrough
- Wire funds to title (double-check wire instructions by phone!)
- Review your closing disclosure or final settlement sheet
- Schedule a notary or in-person signing

 Bring ID. Sign the docs. Take a breath. You did it.

 Bottom line:

Going under contract is exciting—but don't let emotions rush you.

Use this week to **verify, clarify, and negotiate if needed**. The goal is a smooth, stress-free closing.

The One-Page Action Plan That Keeps You Moving Forward

Because clarity = momentum.

Real estate can feel like a maze—especially when you're new.

But the best investors? They don't rely on memory or motivation.

They use **systems**—even if it's just one sheet of paper.

So here it is: Your no-fluff, get-it-done action map. Print it. Tape it to your wall. Live by it.

 Your First Deal Shortcut Plan:

 **Mindset Check:**

→ Remind yourself: “Imperfect action beats perfect inaction.”

Define Your Criteria:

- Location: [Neighborhoods or Zip Codes]
- Minimum Cash Flow: **\$/month**
- **Max Rehab:** \$ or cosmetic only
- Property Type: [e.g., SFR, Duplex, Triplex]

Find a Deal:

- Choose 1–2 lead sources (off-market, agent, wholesaler)
- Block time weekly to analyze new leads
- Use your deal calculator or spreadsheet to screen quickly

Start Conversations:

- Reach out to 3–5 sellers or agents per week
- Use the provided scripts to open the door
- Ask better questions, not give better pitches

Line Up Financing:

- Pick your funding path (bank, partner, seller financing)
- Start building relationships now—not when you're in a rush
- Have proof of funds or pre-approval ready

Make the Offer:

- Don't wait for a “perfect” deal—if it fits your buy box, take the shot
- Use a clean, simple purchase agreement with contingencies
- Follow up (the fortune is in the follow-up)

Inspect + Confirm:

- Use your inspection period wisely
- Walk the property, review repairs, pull comps again
- Renegotiate if needed—then commit

Close + Celebrate:

- Secure insurance
- Sign, wire, smile
- Don't forget your “I bought a property” selfie 😎

Bonus Tip: Use a Whiteboard, Journal, or Google Doc

Track:

- Deals reviewed
- Sellers contacted
- Offers made
- Wins + lessons

 Progress builds confidence. Confidence builds momentum. Momentum builds wealth.

👉 Final Word:

This isn't just about one deal. It's about building the skill that unlocks many more.

Print this. Keep it simple.

And when in doubt?

Just take the next best step.

★ Enjoyed This Bonus?

If *The Shortcut to Getting Your First Deal Off the Ground Fast* helped you feel more confident, clear, or ready to take action—leaving a quick review is the best way to say thanks 🙏

Your feedback helps more future investors find this content—and helps us keep the good stuff coming.

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