

REWW/ACADEMY

Step-by-Step Instructions of Membership Site

In order to make you better understand how your membership site will look, we are providing you with this step-by-step reference guide. We will walk you through all page sections and the primary uses for each, prior to logging in and after.

Let's begin. First, we need to access the membership site. We provide two options: website link or mobile app. Please click the provided links found below:

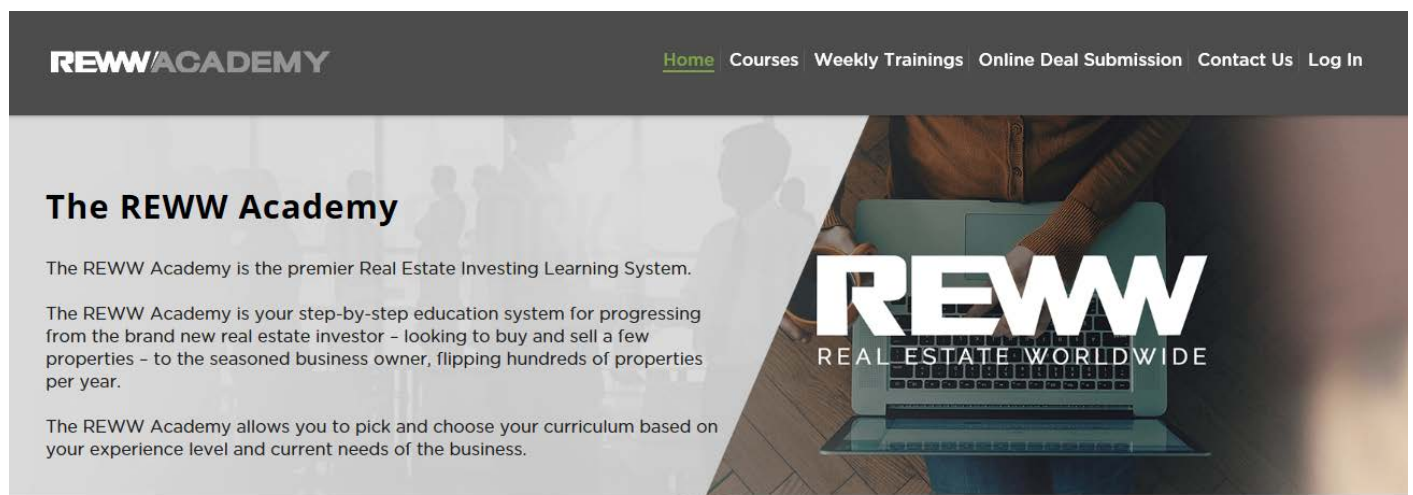
- **Website Link:** <https://academy.reww/login/>
- **Mobile App:** <https://get.reww.com/app/>

For instructional purposes, this reference guide will show information pertaining to the website only.

1. HOMEPAGE

Prior to logging into the membership site, the homepage will be the first page that appears.

Homepage Header: Displays Menu Options and REWW Academy description



Real Estate Wholesaling Mastery

If you want to quickly learn how to do profitable real estate transactions, but don't have a great deal of time to invest in the business just yet, then this course is what you need. Wholesaling can be a no hassle process for quickly finding and flipping a property for profits [...]

[View Details >](#)



Lease Option Mastery

Sometimes a straight purchase or sale simply won't work. You have to know how to be creative and how to create a workable solution. A lease option (more formally Lease With the Option to Purchase) is a type of transaction that can be utilized in both commercial and residential transactions. In a lease-option, a property owner and tenant [...]

Homepage Mid-Section: Displays Available & Coming Soon Courses with descriptions



Property Rehab Mastery

The Property Rehab Mastery Course gives you an unfair competitive advantage. In order to compete and win in today's real estate market, you have to be able to take a distressed property and effectively create value by repairing or rehabbing the property. Where [...]



Commercial Property Mastery

Buying and selling commercial property as a real estate investor is completely different than residential real estate. Whether you are interested in purchasing multi-family dwellings, retail space, apartment buildings, or industrial space, everything that you will need to know is included in the Commercial Property Mastery Course.



Property Management Mastery

As real estate companies grow, time and time again, they turn to property management as a new business vertical. Unfortunately, most fail due to a lack of experience and understanding of the complexities involved. In the Property Management Mastery Course, you will learn the ins and outs of every aspect of property management [...]



Private Lending Mastery

The "life-blood" of any real estate organization is its ability to access unlimited funding. Discover how to raise private money in any market, negotiate favorable terms with private lenders, and access unlimited funding for your real estate business. Learn to "turn the tables" as your business grows and quickly become the bank for other investors as well.



Buy & Hold Mastery

Building a profitable real estate portfolio as a "business" has many challenges. Discover the "ins and outs" of how to build a wildly profitable real estate portfolio of cash flow properties. Learn how to locate the properties, negotiate favorable terms, rehab the properties, find and place the tenants, and manage a property for monthly cash flow.



Tax Lien Mastery

This course is designed to prepare you with a deep understanding of Tax liens and numerous ways to profit from them. From purchasing delinquent tax liens to dealing with overages and helping home sellers to recoup their lost profits, we cover it all in this course. [...]



Short Sale Mastery

The Short Sale Mastery Course opens up a whole new world of opportunity for any organization. Understanding how to step into a negative equity position and create a profit opportunity, while helping a distressed homeowner, is invaluable to any real estate organization [...]



Land Development Mastery

Land development and new construction can be one of the most fulfilling and most profitable areas of real estate. Our instructors have first hand, real-world experience taking raw land and creating beautiful homes and developments. In this course, you will learn what it takes to get started and to begin your journey. [...]

Homepage Footer Section: Displays contact & social media information with menu navigation to [Courses](#), [Contact Us](#), & [Login](#).

The key to a bright and prosperous future. You are just one step away!

REWW/ACADEMY

[HOME](#) [COURSES](#) [CONTACT US](#) [LOG IN](#)



▶ 5530 La Jolla Boulevard 1A
La Jolla, CA 92037



▶ 1.800.REWW.041
(800.739.9041)



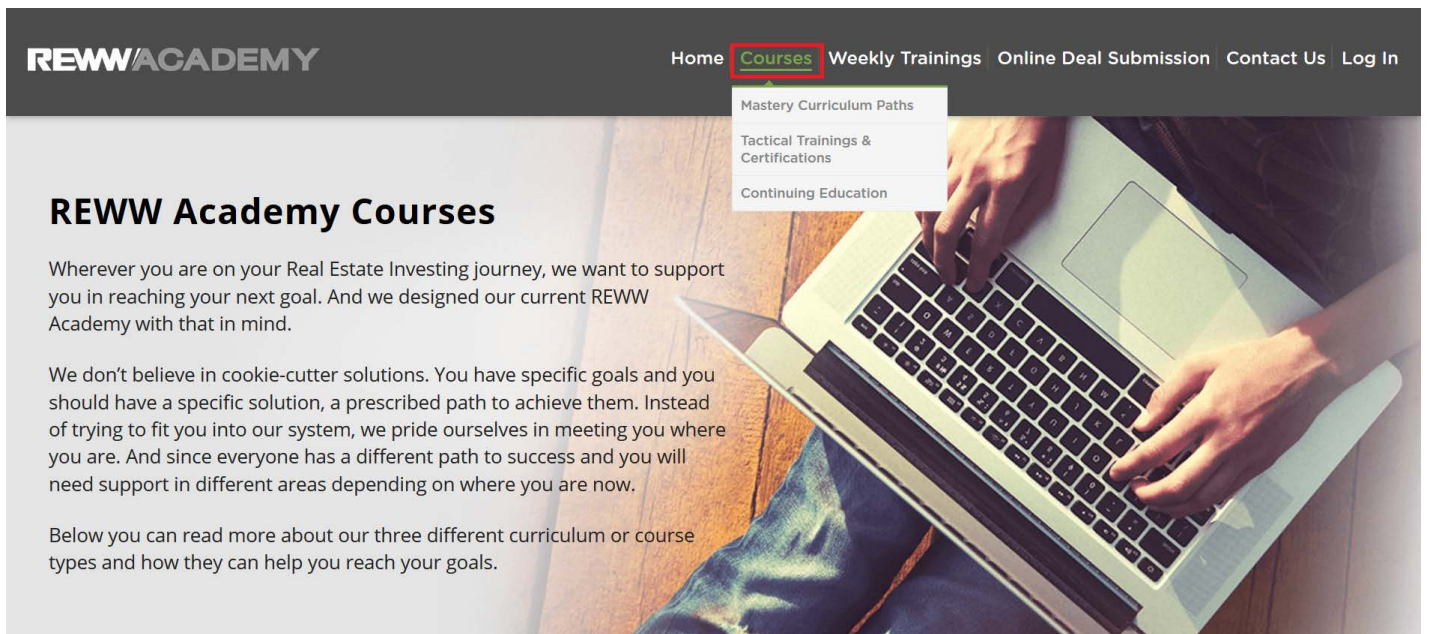
▶ Help Center
support@reww.com

2. COURSES

When you click [Courses](#) found at the top of the Homepage, three different course types appear:

- [Mastery Curriculum Paths](#)
- [Tactical Trainings & Certifications](#)
- [Continuing Education](#)

By clicking any course type, you will be redirected to the corresponding page.

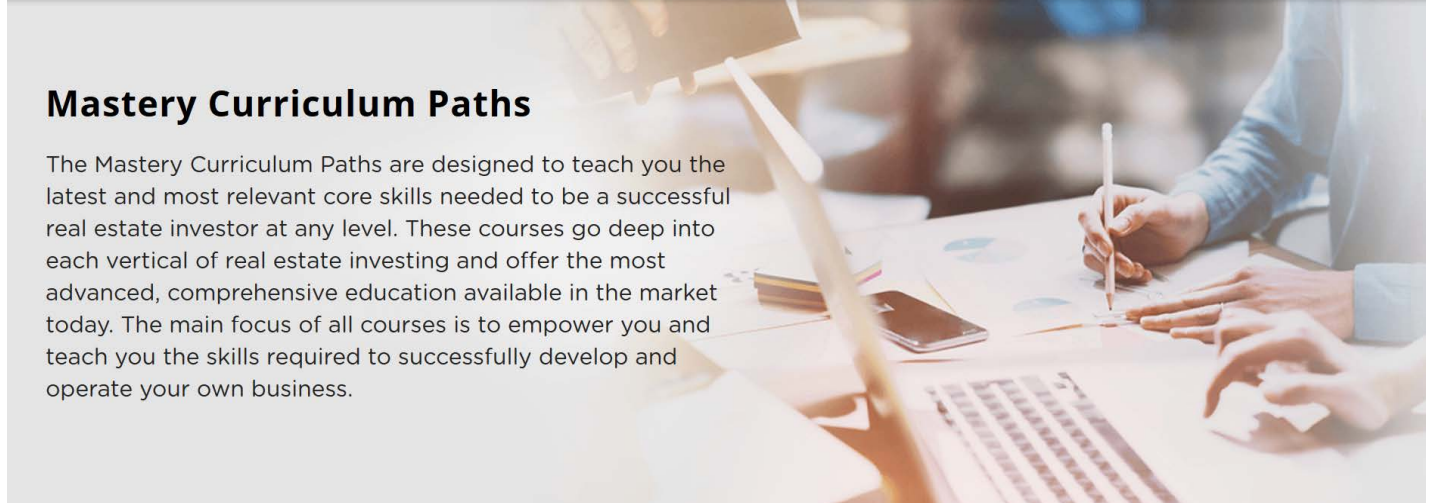


Mastery Curriculum Paths: Displays course type descriptions and available & coming soon courses with brief overviews.

REWW/ACADEMY[Home](#) [Courses](#) [Weekly Trainings](#) [Online Deal Submission](#) [Contact Us](#) [Log In](#)

Mastery Curriculum Paths

The Mastery Curriculum Paths are designed to teach you the latest and most relevant core skills needed to be a successful real estate investor at any level. These courses go deep into each vertical of real estate investing and offer the most advanced, comprehensive education available in the market today. The main focus of all courses is to empower you and teach you the skills required to successfully develop and operate your own business.



Real Estate Wholesaling Mastery

Real estate wholesaling is the "lowest barrier of entry" into the real estate. It can also be one of the simplest and most rewarding experiences in real estate. With a part-time effort and minimal resources, a wholesaler can earn a sizable income and create a full-time paycheck.

[View Details >](#)



Lease Option Mastery

Sometimes a straight purchase or sale simply won't work. You have to know how to be creative and how to create a workable solution. A lease option (more formally Lease With the Option to Purchase) is a type of transaction that can be utilized in both commercial and residential transactions. In a lease-option, a property owner and tenant [...]



Property Rehab Mastery

The Property Rehab Mastery Course gives you an unfair competitive advantage. In order to compete and win in today's real estate market, you have to be able to take a distressed property and effectively create value by repairing or rehabbing the property. Where most real estate professionals shy away, this course teaches you how to step up.



Commercial Property Mastery

Buying and selling commercial property as a real estate investor is completely different than residential real estate. Whether you are interested in purchasing multi-family dwellings, retail space, apartment buildings, or industrial space, everything that you will need to know is included in the Commercial Property Mastery Course.

Tactical Trainings & Certifications: Displays course type descriptions and available & coming soon courses with brief overviews.

REWW/ACADEMY[Home](#) [Courses](#) [Weekly Trainings](#) [Online Deal Submission](#) [Contact Us](#) [Log In](#)

Tactical Trainings & Certifications

The Tactical Trainings & Certification Paths are designed to teach you specific tactics and techniques to accelerate your success in a specific areas of real estate. These courses cover specific skills and job functions that are required in any successful real estate investing operation. These skills make you significantly more attractive to prospective employers, can provide you with targeted training allowing you to expand into different areas of REI or can be used to train your workforce for you.



Property Acquisition Specialist

This is the most valuable position in any real estate organization. Whether you are brand new to the game or just looking to brush up on your "hunting skills", everything that you will need to know about how to quickly locate the best "off-market" [...]

[View Details >](#)



Property Sales Specialist

Knowing how to sell, who to sell to, and how to keep them buying for years to come is an art form and a skill that every real estate organization needs. Whether you are interested in selling commercial or residential [...]

[View Details >](#)



Lease Option Specialist

Lease Options are a great strategy for acquiring properties in any market. Learn all the ins and outs of this highly profitable strategy in this certification program.



Commercial Property Specialist


Discover how to find a variety of commercial properties, how to negotiate the deals, and how to do it all profitably.

Continued Education: Displays course type descriptions and available & coming soon courses with brief overviews.

REWWACADEMY[Home](#) [Courses](#) [Weekly Trainings](#) [Online Deal Submission](#) [Contact Us](#) [Log In](#)

Continuing Education & Foundational Courses

The Continuing Education Courses are designed to round out your education and put you in the driver's seat of your life and business. These courses cover a variety of topics including: Mindset, Health, Business-Life Balance, Hiring And Training Employees, Financial Overviews for Business Owners, and much more. These courses help to "fill in the gaps" supporting you in not only becoming a well-rounded and effective entrepreneur, but a well-rounded and effective person.



6 Primal Life Pillars

In order to accel in today's market, you have to play a different game. You need to understand the mental game as well as the tactical game. You need to understand how to create the "ultimate you" and tap into your inner strength to compete and succeed. The Six Primal Life Pillars Course is designed to help you [...]

[View Details >](#)



Creating & Implementing Your Vision

Unleash YOUR VISION for your organization and the impact that it has on your daily actions, your ability to recruit talented people, and to implement and grow your business.



How To Read The Financials

The achilles heal of most entrepreneurs is understanding financial reporting and the actions to take based on the information. In this course, you will learn EXACTLY what to look at and what actions to take on a weekly, monthly, and annual basis.



Financial Literacy For The Business Owner

Let's get down to the basics. What you need to know, What terms you need to be aware of. What numbers impact your business and how to plan ahead.

3. CONTACT US

When you click on [Contact Us](#), you will be redirected to the following screen. Once submitted, the form gets sent to our customer service team.

REWW/ACADEMY[Home](#) [Courses](#) [Weekly Trainings](#) [Online Deal Submission](#) [Contact Us](#) [Log In](#)

Your Name (required)

Your Email (required)

Subject

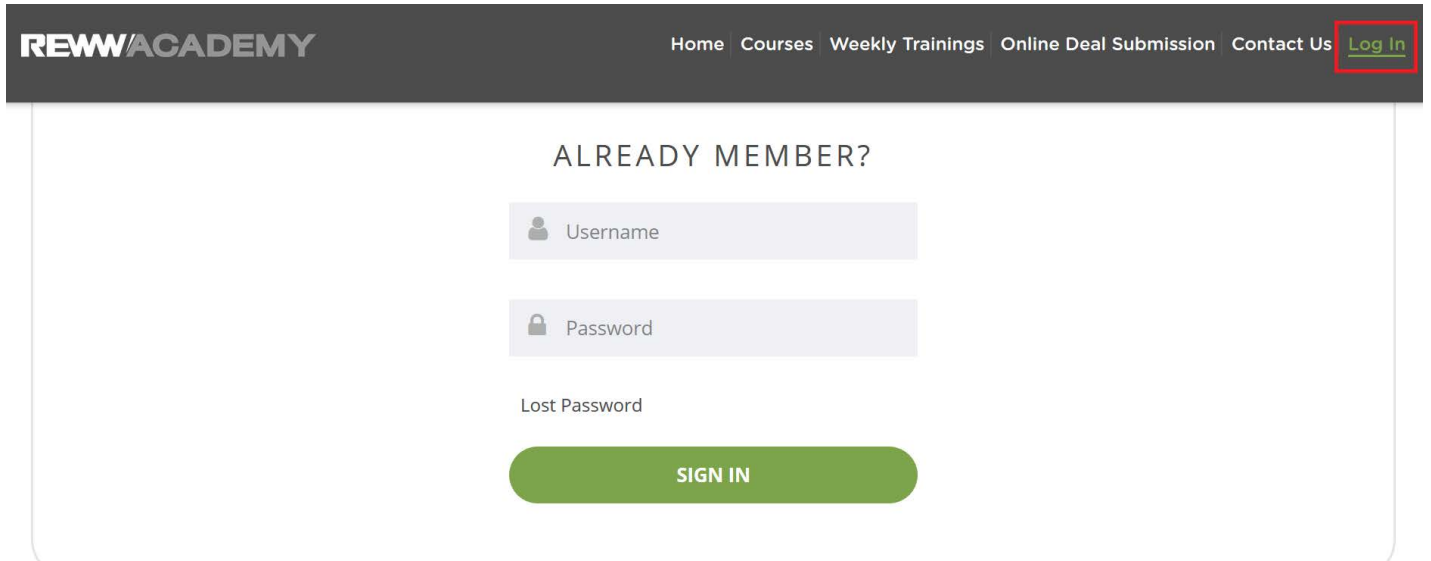
Your Message

SUBMIT >

Also, found at the bottom of each page.

4. LOG IN


To log into the membership site, click [Log In](#) found in the top-right hand corner. This is where you will be able to log into the site and have access to your purchased course s .




REWW ACADEMY

Home Courses Weekly Trainings Online Deal Submission Contact Us [Log In](#)

ALREADY MEMBER?

 Username

 Password

[Lost Password](#)

SIGN IN

Also found at the bottom of each page.

1. COURSES

After logging in, [Courses](#) will be the first page that appears. Notice the menu changes with the addition of Members & Initial Instructions.


REWWACADEMY[Home](#)[Courses](#)[Members](#)[Weekly Trainings](#)[Online Deal Submission](#)[Initial Instructions](#)[Contact Us](#)[Log Out](#)

REWW Academy Courses

Wherever you are on your Real Estate Investing journey, we want to support you in reaching your next goal. And we designed our current REWW Academy with that in mind.

We don't believe in cookie-cutter solutions. You have specific goals and you should have a specific solution, a prescribed path to achieve them. Instead of trying to fit you into our system, we pride ourselves in meeting you where you are. And since everyone has a different path to success and you will need support in different areas depending on where you are now.

Below you can read more about our three different curriculum or course types and how they can help you reach your goals.





Mastery Curriculum Paths

The Mastery Curriculum Paths are designed to teach you the latest and most relevant core skills needed to be a successful real estate investor at any level. These courses go deep into each vertical of real estate investing and offer the most advanced, comprehensive education available in the market today. The main focus of all courses is to empower you and teach you the skills required to successfully develop and operate your own business.

[Click Here To See your Mastery Curriculum Paths](#)

Courses Mid-Section: Displays the remainder course types with brief overviews.



Tactical Trainings & Certification Courses

The Tactical Trainings & Certification Courses are designed to teach you specific tactics and techniques to accelerate your success in a specific areas of real estate. These courses cover specific skills and job functions that are required in any successful real estate investing operation. These skills make you significantly more attractive to prospective employers, can provide you with targeted training allowing you to expand into different areas of REI or can be used to train your workforce for you.

[Click Here To See your Tactical Trainings & Certification Courses](#)



Continuing Education & Foundational Courses

The Continuing Education Courses are designed to round out your education and put you in the driver's seat of your life and business. These courses cover a variety of topics including: Mindset, Health, Business-Life Balance, Hiring And Training Employees, Financial Overviews for Business Owners, and much more. These courses help to "fill in the gaps" supporting you in not only becoming a well-rounded and effective entrepreneur, but a well-rounded and effective person.

[Click Here To See your Continuing Education & Foundational Courses](#)

2. MEMBERS

The [Members](#) section is only available to logged in users and broken into seven areas:

- [Course Notes](#)
- [Member Courses](#)
- [Member Achievements](#)
- [Leaderboard](#)
- [Coaching Toolkit](#)
- [Contracts & Forms](#)
- [Members Profile](#)

REWW/ACADEMY [Home](#) [Courses](#) [Members](#) [Weekly Trainings](#) [Online Deal Submission](#) [Initial Instructions](#) [Contact Us](#) [Log Out](#)

Lesson 17 QUIZ

Congratulations on completing the training for Lesson 17. To complete this lesson and move on to the next lesson, you must pass the quiz.

Here are the details of the quiz:

- The quiz contains 5 questions
- You have 10 minutes to complete the quiz. The timer will start as soon as you start the quiz.
- You can take the quiz a maximum of 5 times
- A score of 70% or better is required to pass the quiz

Good luck!

Results

Course Notes

Member Courses


Member Achievements

Leaderboard

Coaching Toolkit

Contract & Forms

Members Profile



Course Progress Bar

Lessons

- ➔ L1 - Reverse Wholesaling Overview
- ➔ L2 - Build Vision And Market Position
- ➔ L3 - Massive Action Mind Hacks
- ➔ L4 - Building Your Plan Of Action
- ➔ L5 - Revenue Generating Activities
- ➔ L6 - Creating A Cash Buyer Campaign
- ➔ L7 - Cash Buyer Scripting
- ➔ L8 - Selling The Money In The Market
- ➔ L9 - Creating A Motivated Seller Campaign

Course Notes: Displays saved notes from any course and/or lesson.

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[Home](#) [Courses](#) [Members](#) [Weekly Trainings](#) [Online Deal Submission](#) [Initial Instructions](#) [Contact Us](#) [Log Out](#)

Course Notes

Lesson 13

Location: *Real Estate Wholesaling Mastery » Lesson 13 – A Little Known Source For Great Deals Right In Your Backyard*

2017-04-27 03:59:59



To leave notes for any course or lesson, look for the TAKE NOTES button found in the lower right hand corner.

REWW/ACADEMY

[Home](#) [Courses](#) [Members](#) [Weekly Trainings](#) [Online Deal Submission](#) [Initial Instructions](#) [Contact Us](#) [Log Out](#)

Lesson 6 – Creating Your First Cash Buyer Marketing Campaign Like A Pro

In this lesson you will learn how to get cash buyers to start contacting you. These lead generating activities include creating targeted lists from within the SMART system. From that list, you will see where houses are being sold and their selling prices. You will also learn to create your own lists and create a direct mail campaign.

CREATING A CASH BUYER CAMPAIGN

Course Progress Bar

Lessons

L1 – Reverse Wholesaling Overview

L2 – Build Vision And Market Position

L3 – Massive Action Mind Hacks

L4 – Building Your Plan Of Action

L5 – Revenue Generating Activities

L6 – Creating A Cash Buyer Campaign

L7 – Cash Buyer Scripting

L8 – Selling The Money In The Market

L9 – Creating A Motivated Seller Campaign

L10 – Using Realtors In Your Market

L11 – Using Wholesalers In Your Market

TAKE NOTES

After clicking TAKE NOTES, a box appears where you then can add a title and the actual notes. Once completed, click Save.

Real Estate Wholesaling Mastery



Course Status: In Progress

Welcome to your course. Click the appropriate lesson name to get started. Once you complete the lesson and quiz and mark the lesson complete (by clicking the button), you will be taken to the next lesson. A green check mark will indicate where you left off.



Course Progress Bar

NOTES

Research More About This Course

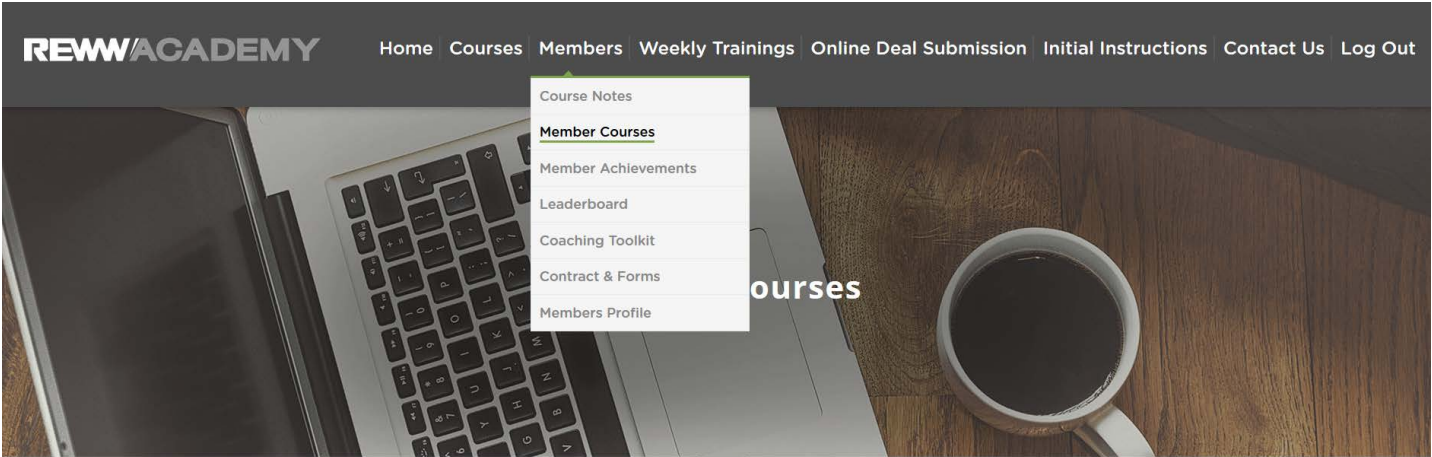
B *I* U

This is where you will leave notes.

p

Save

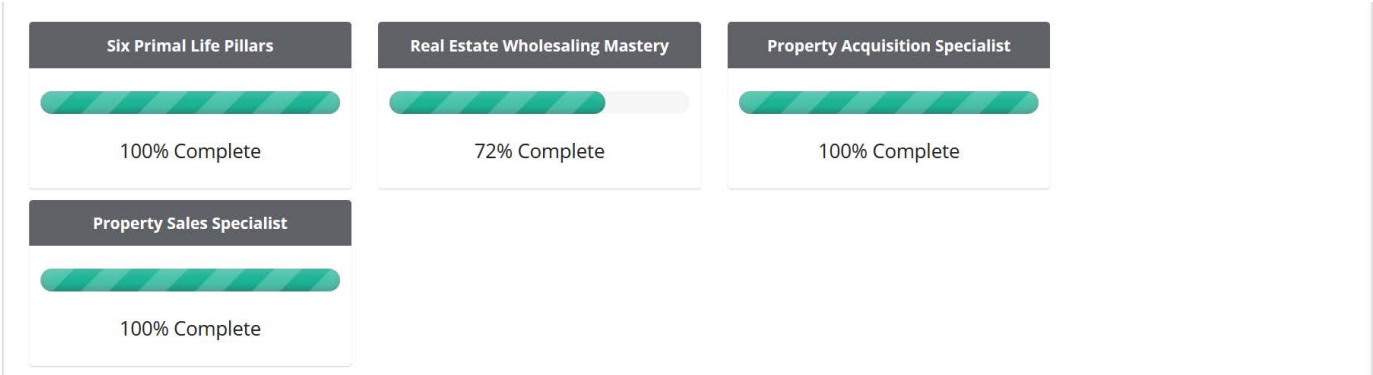
Members Courses: Welcome This page shows you a live summary of your course progress and completed courses.



Welcome! This page shows you a live summary of your course progress. Below is a list of the available courses.

Please either:

- 1) Click on the small “triangle” next to the course name to see your course progress overview



Expand All Collapse All		
▶	Six Primal Life Pillars	✓
▶	Real Estate Wholesaling Mastery	✓
▶	Property Acquisition Specialist	✓
▶	Property Sales Specialist	✓


Real Estate Wholesaling Mastery

In this course, you will have different options for viewing videos, audios, forms, downloads, and the online quizzes. Here are the key features of the course page:

- Once user completes any lesson, it gets crossed off and checkmark/arrow changes from grey/black to green which are found underneath the lesson status bar & course content of the course page.
- Course Progress Bar and My Latest Achievements sections are found within the right side bar of the course page.



REWW/ACADEMY[Home](#)[Courses](#)[Members](#)[Weekly Trainings](#)[Online Deal Submission](#)[Initial Instructions](#)[Contact Us](#)[Log Out](#)

Real Estate Wholesaling Mastery



Course Status: In Progress

Welcome to your course. Click the appropriate lesson name to get started. Once you complete the lesson and quiz and mark the lesson complete (by clicking the button), you will be taken to the next lesson. A green check mark will indicate where you left off.



Course Progress Bar**Lessons**

- L1 - Reverse Wholesaling Overview
- L2 - Build Vision And Market Position
- L3 - Massive Action Mind Hacks
- L4 - Building Your Plan Of Action
- L5 - Revenue Generating Activities
- L6 - Creating A Cash Buyer Campaign
- L7 - Cash Buyer Scripting
- L8 - Selling The Money In The Market
- L9 - Creating A Motivated Seller Campaign
- L10 - Using Realtors In Your Market
- L11 - Using Wholesalers In Your Market
- L12 - Using Bandit Signs In Your Market
- L13 - Using HUD In Your Market
- L14 - Using Redfin To Comp Property
- L15 - Using Zillow To Comp Property
- L16 - Negotiating With Sellers
- L17 - Handling Seller Objections
- L18 - Creating A Win Win With Sellers
- L19 - Completing Your Contracts
- L20 - Reviewing Legalities
- L21 - The Closing Process

My Courses[Return To Your Courses](#)

Course Content

LESSONS	STATUS
1 Lesson 1 - Establishing Your Foundation - The Basics Of Reverse Wholesaling	✓
2 Lesson 2 - Building Your Vision And Market Position	✓
3 Lesson 3 - Simple Mind Hacks That Make Entrepreneurs Take Massive Action	✓
4 Lesson 4 - Researching Your Market To Establish The Best Plan Of Action	✓
5 Lesson 5 - Discover What To Focus On Daily And What	✓

TAKE NOTES

TAKE NOTES

4 Lesson 4 - Researching Your Market To Establish The Best Plan Of Action



5 Lesson 5 - Discover What To Focus On Daily And What To Ignore



6 Lesson 6 - Creating Your First Cash Buyer Marketing campaign Like A Pro



7 Lesson 7 - The Money Is Made Here: Cash Buyer Scripting - How To Talk Like A Pro



8 Lesson 8 - Flip The Tables - Make The Market Work For You Using The Data From Your cash Buyers



My courses

[Return To Your Courses](#)

My Latest Achievements



Real Estate Wholesaling
Mastery Lesson 17



Real Estate Wholesaling
Mastery Lesson 16



Real Estate Wholesaling
Mastery Lesson 15



Real Estate Wholesaling
Mastery Lesson 14

When you click on any lesson, you will be redirected to the corresponding page. Here you can see a video playing.

REWWACADEMY

[Home](#) [Courses](#) [Members](#) [Weekly Trainings](#) [Online Deal Submission](#) [Initial Instructions](#) [Contact Us](#) [Log Out](#)

Lesson 1 – Establishing Your Foundation – The Basics Of Reverse Wholesaling

Lesson 1 introduces the Certified Wholesaling Specialist Program. The overview includes an explanation of the reverse wholesaling process. You will also learn to build personal confidence by discovering what you stand for, what you stand against and what your business is about.



Course Progress Bar

Lessons

- L1 – Reverse Wholesaling Overview
- L2 – Build Vision And Market Position
- L3 – Massive Action Mind Hacks
- L4 – Building Your Plan Of Action
- L5 – Revenue Generating Activities
- L6 – Creating A Cash Buyer Campaign
- L7 – Cash Buyer Scripting
- L8 – Selling The Money In The Market
- L9 – Creating A Motivated Seller Campaign
- L10 – Using Realtors In Your Market

TAKE NOTES

You can watch the video, listen to the audio and/or download the PDFs directly from this page.


REWWACADEMY

[Home](#) [Courses](#) [Members](#) [Weekly Trainings](#) [Online Deal Submission](#) [Initial Instructions](#) [Contact Us](#) [Log Out](#)

AUDIO

Real Estate Wholesaling Mastery – Lesson 1 audio

0:00 - 0:00




Real Estate Wholesaling Mastery – Lesson 1 audio

LESSON 1 – DOWNLOADS

	DOWNLOAD LINK
1 Lesson 1 – Reverse Wholesaling Overview – Slide Deck	Download
2 Lesson 1 – Reverse Wholesaling Overview – Outline	Download

QUIZ

	STATUS
1 Lesson 1 QUIZ	


- L16 – Negotiating With Sellers
- L17 – Handling Seller Objections
- L18 – Creating A Win Win With Sellers
- L19 – Completing Your Contracts
- L20 – Reviewing Legalities
- L21 – The Closing Process

[Return to Real Estate Wholesaling Mastery](#)

My Courses

[Return To Your Courses](#)

My Latest Achievements

 **Real Estate Wholesaling Mastery Lesson 1**

TAKE NOTES

Before you can start the lesson quiz, you must fill out the required form before the quiz option appears.

Lesson 21 – Closing The Deal Successfully: Responsibility, Transparency And Getting Paid

Lesson 21 is your final lesson and is a detailed discussion about commanding the closing process. As you approach the end of the transaction, pressures mount and make this the most difficult part of the process. This lesson lays out the various ways to close and how to use them to maximize success.

THE CLOSING PROCESS

WHOLESALE TRANSACTIONS

Clearly state your "inspection period" or any other conditions that prohibit the contract from being valid immediately

Course Progress Bar

Lessons

L1 – Reverse Wholesaling Overview

L2 – Build Vision And Market Position

L3 – Massive Action-Mind Hacks

L4 – Building Your Plan Of Action

L5 – Revenue Generating Activities

L6 – Creating A Cash-Buyer-Campaign

L7 – Cash-Buyer-Scripting

L8 – Selling The Money In The Market

L9 – Creating A Motivated Seller-Campaign

L10 – Using Realtors In Your Market

TAKE NOTES

29:53

AUDIO

Real Estate Wholesaling Mastery – Lesson 21 audio

0:00 - 0:00

Real Estate Wholesaling Mastery – Lesson 21 audio

LESSON 21 – DOWNLOADS		DOWNLOAD LINK
1	Lesson 21 – The Closing Process – Slide Deck	Download
2	Lesson 21 – The Closing Process – Outline	Download

LESSON 21 – FORM	
1	<div>The Closing Process</div> <div>Click Here</div>

L16 – Negotiating With Sellers

L17 – Handling Seller Objections

L18 – Creating A Win-Win With Sellers

L19 – Completing Your Contracts

L20 – Reviewing Legalities

L21 – The Closing Process

Return to Real Estate Wholesaling Mastery

My Courses

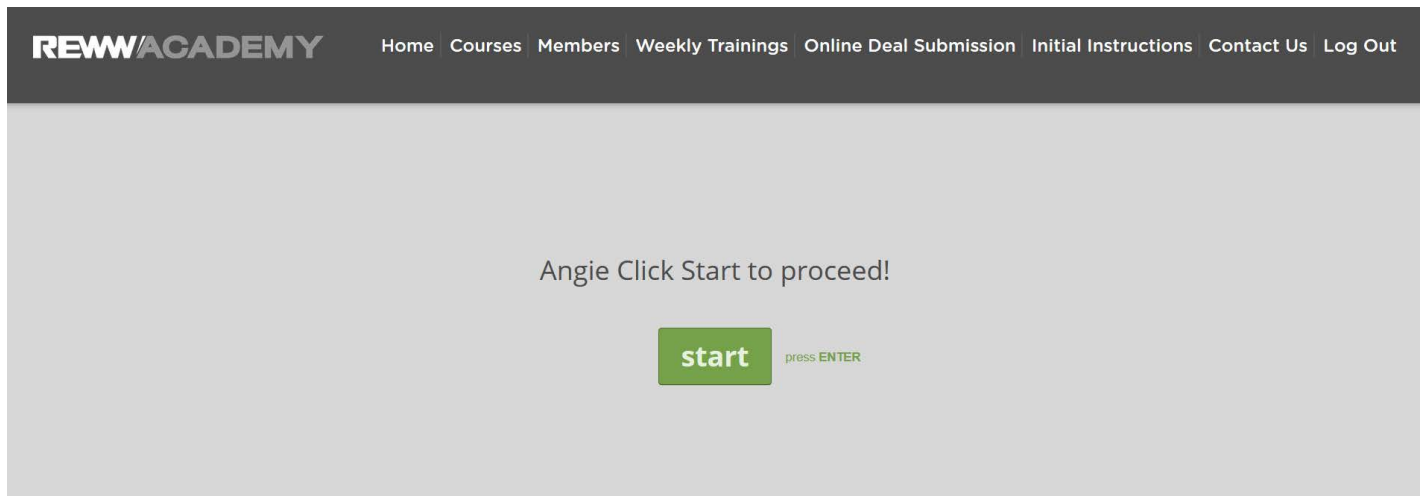
[Return To Your Courses](#)

My Latest Achievements

Real Estate Wholesaling Mastery Lesson 21

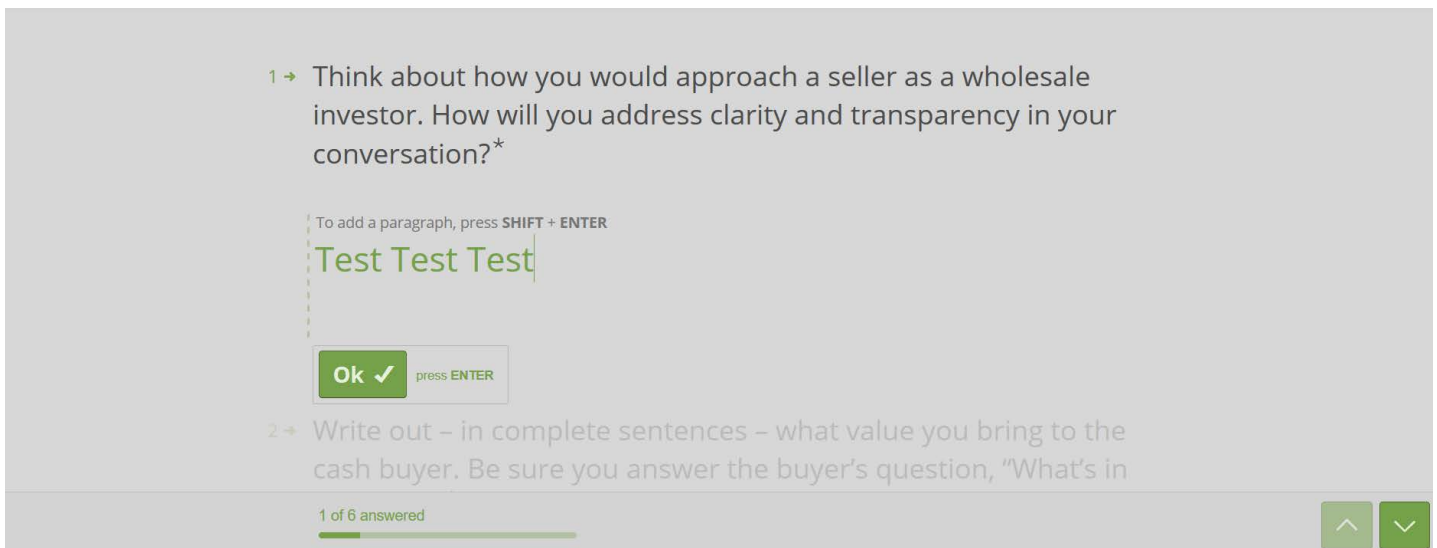
TAKE NOTES

Once you click "Click Here", you will be redirected to the form page. To begin, click the start button.



The screenshot shows the top navigation bar of the REWW ACADEMY website with links: Home, Courses, Members, Weekly Trainings, Online Deal Submission, Initial Instructions, Contact Us, and Log Out. The main content area has a grey background with the text "Angie Click Start to proceed!" and a green "start" button with the text "press ENTER" next to it.

After typing in the answer, either hit Ok or Enter on your keyboard to proceed to next question.



The screenshot shows a quiz question on the REWW ACADEMY website. The question is: "1 → Think about how you would approach a seller as a wholesale investor. How will you address clarity and transparency in your conversation?*" Below the question is a text input field containing "Test Test Test". Above the input field is a hint: "To add a paragraph, press SHIFT + ENTER". Below the input field is a green "Ok ✓" button with the text "press ENTER" next to it. Below the button is the question number "2 →" and the text "Write out – in complete sentences – what value you bring to the cash buyer. Be sure you answer the buyer's question, 'What's in". At the bottom of the screen, there is a progress bar showing "1 of 6 answered" and two green buttons with up and down arrows.

Once completed, click Submit.

Submit

press ENTER

6 of 6 answered

^

v

Success! Your answers will be emailed to you at
angie@kentclothier.com. Please proceed with the course.

[Please click here to return back to the lesson](#) press ENTER

After returning back to the lesson, the quiz option will now be available.

REWWACADEMY

Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out

Real Estate Wholesaling Mastery – Lesson 21 audio

LESSON 21 – DOWNLOADS

DOWNLOAD LINK

1 Lesson 21 – The Closing Process – Slide Deck

Download

2 Lesson 21 – The Closing Process – Outline

Download

LESSON 21 – FORM

You have filled the form once.

1 The Closing Process

QUIZ

STATUS

1 Lesson 21 Quiz

L21 - The Closing Process

Return to Real Estate Wholesaling Mastery

My Courses

Return To Your Courses

My Latest Achievements

COMPLETED

Real Estate Wholesaling Mastery Lesson 20

COMPLETED

Real Estate Wholesaling Mastery Lesson 19

COMPLETED

Real Estate Wholesaling Mastery Lesson 18

COMPLETED

Real Estate Wholesaling Mastery Lesson 17

TAKE NOTES

When you click on the available quiz, you will be redirected to the following screen. On this screen you have to click **START QUIZ** in order to start the quiz.

Quiz Details:

- contains 5 questions
- 10 minutes to complete
- take quiz maximum 5 times
- score of 70% or better required to pass quiz

Lesson 17 QUIZ

Congratulations on completing the training for this lesson. To complete this lesson and move on to the next training you must pass the quiz.

Here are the details of the quiz:

- The quiz contains 5 questions
- You have 10 minutes to complete the quiz. The timer will start as soon as you start the quiz.
- You can take the quiz a maximum of 5 times
- A score of 70% or better is required to pass the quiz

Good luck!

Start Quiz

Course Progress Bar



Lessons

- ➔ L1 - Reverse Wholesaling Overview
- ➔ L2 - Build Vision And Market Position
- ➔ L3 - Massive Action Mind Hacks
- ➔ L4 - Building Your Plan Of Action
- ➔ L5 - Revenue Generating Activities
- ➔ L6 - Creating A Cash Buyer Campaign
- ➔ L7 - Cash Buyer Scripting
- ➔ L8 - Selling The Money In The Market
- ➔ L9 - Creating A Motivated Seller Campaign
- ➔ L10 - Using Realtors In Your Market

When you click on START QUIZ you are redirected to the following page and a timer starts automatically.

After clicking **START QUIZ**, you are redirected to the following page and a timer starts automatically.

REWWACADEMY Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out

Time limit: 00:09:48

Question 1 of 5

1. Question

What is the primary end game of building a relationship and rapport with a seller that you may likely never see again?

☐ Gain his trust to uncover hidden problems with the property.

☐ Get him to invite you into the house for a better look at the property.

☐ Find out who else he knows that may be interested in selling.

☐ Create respect to assist the likelihood of closing a win-win deal.

Next

L8 - Selling The Money In The Market

L9 - Creating A Motivated Seller Campaign

L10 - Using Realtors In Your Market

L11 - Using Wholesalers In Your Market

L12 - Using Bandit Signs In Your Market

L13 - Using HUD In Your Market

L14 - Using Redfin To Comp Property

L15 - Using Zillow To Comp Property

L16 - Negotiating With Sellers

L17 - Handling Seller Objections

L18 - Creating A Win Win With Sellers

L19 - Completing Your Contracts

L20 - Reviewing Legalities

L21 - The Closing Process

You have to check the box which you think is the correct answer for the question. You can go to next question by clicking on **NEXT**.

You can click the **FINISH QUIZ** button when you are done.

REWW/ACADEMY[Home](#)[Courses](#)[Members](#)[Weekly Trainings](#)[Online Deal Submission](#)[Initial Instructions](#)[Contact Us](#)[Log Out](#)

5. Question

What is the most relevant reason you can offer to explain why the price of a neighbor's property is not relevant to this seller's property?

☐ The other house has equity, square footage, upkeep, and takes longer to sell as listed.

☐ The other house is not as old as the one being discussed.

☐ The neighbor is not under pressure to sell quickly which allows a higher asking price.

☐ The other house has a different floor plan and larger lot.

Finish quiz

[L11 - Using Wholesalers In Your Market](#)[L12 - Using Bandit Signs In Your Market](#)[L13 - Using HUD In Your Market](#)[L14 - Using Redfin To Comp Property](#)[L15 - Using Zillow To Comp Property](#)[L16 - Negotiating With Sellers](#)[L17 - Handling Seller Objections](#)[L18 - Creating A Win Win With Sellers](#)[L19 - Completing Your Contracts](#)[L20 - Reviewing Legalities](#)[L21 - The Closing Process](#)

Return to Real Estate Wholesaling Mastery

My Courses

After finishing the quiz, score results will be displayed.

Results

4 of 5 questions answered correctly

Your time: 00:07:54

You have reached 4 of 5 points, (80%)

Average score

Your score

82.62%

80%

maximum of 5 points

Pos.	Name	Entered on	Points	Result
1	Angie Battig	2017/04/27 3:26 AM	4	80 %

[L9 - Creating A Motivated Seller Campaign](#)[L10 - Using Realtors In Your Market](#)[L11 - Using Wholesalers In Your Market](#)[L12 - Using Bandit Signs In Your Market](#)[L13 - Using HUD In Your Market](#)[L14 - Using Redfin To Comp Property](#)[L15 - Using Zillow To Comp Property](#)[L16 - Negotiating With Sellers](#)[L17 - Handling Seller Objections](#)[L18 - Creating A Win Win With Sellers](#)[L19 - Completing Your Contracts](#)[L20 - Reviewing Legalities](#)[L21 - The Closing Process](#)

If you do not pass the quiz, click Restart Exam for another try at it. You can take the quiz up to 5 times and may not take it again.

Average score

Your score

20%

maximum of 5 points

Pos.	Name	Entered on	Points	Result
No data available				

WOOPS, YOU MUST PASS TO ADVANCE TO NEXT LESSON. CLICK "RESTART EXAM" TO TRY AGAIN

Click Here to Continue

Restart ExamView questions

L15 - Using Zillow To Comp Property

L16 - Negotiating With Sellers

L17 - Handling Seller Objections

L18 - Creating A Win-Win With Sellers

L19 - Completing Your Contracts

L20 - Reviewing Legalities


L21 - The Closing Process

Return to Real Estate Wholesaling Mastery

My Courses

Return To Your Courses

My Latest Achievements

Real Estate Wholesaling Mastery Lesson 20

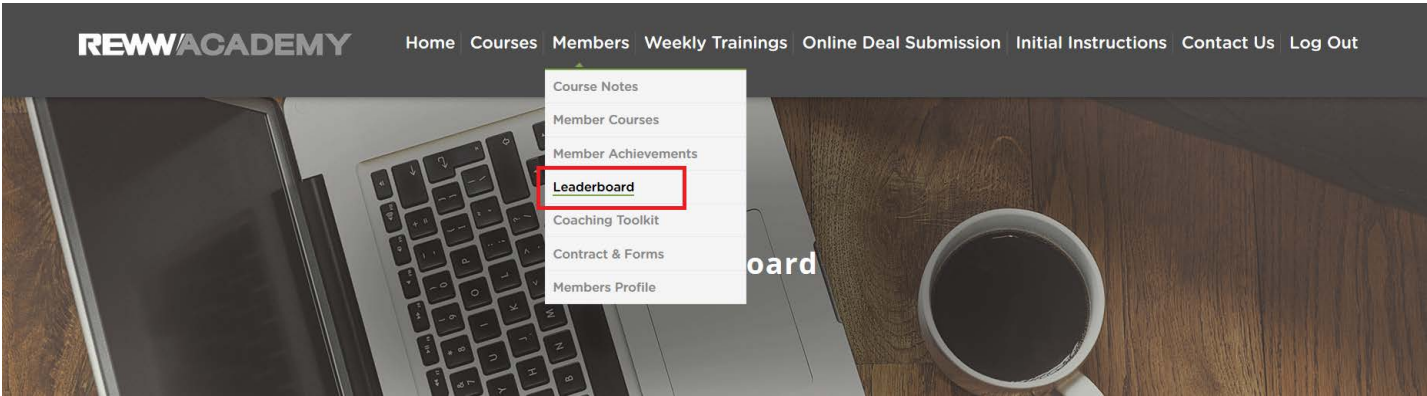
PREVIOUS LESSON or **NEXT LESSON** button or clicking desired lesson in right side bar




[REWWACADEMY](#)
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[Courses](#)
[Members](#)
[Weekly Trainings](#)
[Online Deal Submission](#)
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COURSE PROGRESS BAR will move forward as soon as you complete a lesson.

Leaderboard: When you click on [Leaderboard](#), you will be redirected to the following page.

Under Leaderboard page, you will be able to see your ranking. The ranking is decided by the points and badges earned by you and who are the top ranker for this course.



User Name	Points	Achievements
Maria Martinez	315	
Dan Walters	210	
Gregory Dieterle	210	

Coaching Toolkit: Additional coaching videos spanning over various topics

- Buyers
- Sellers
- Networking
- Negotiating
- Estimating Repairs
- Building your team

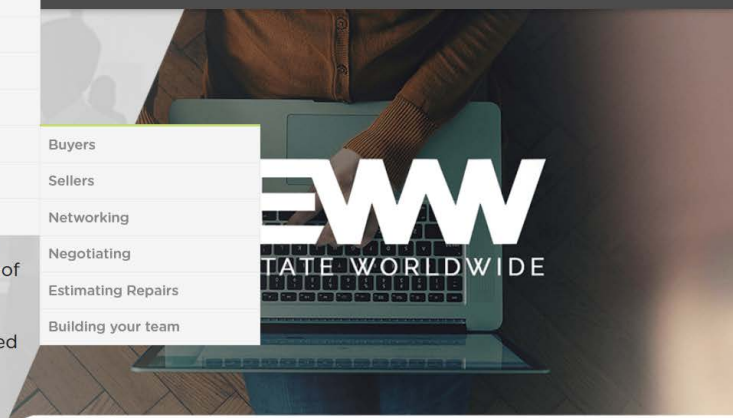
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The REWW Academy

The REWW Academy is the premier Real Estate Investment Education Academy. The REWW Academy is your step-by-step education, progressing from the brand new real estate investor – looking to buy and sell a few properties – to the seasoned business owner, flipping hundreds of properties per year.

The REWW Academy allows you to pick and choose your curriculum based on your experience level and current needs of the business.

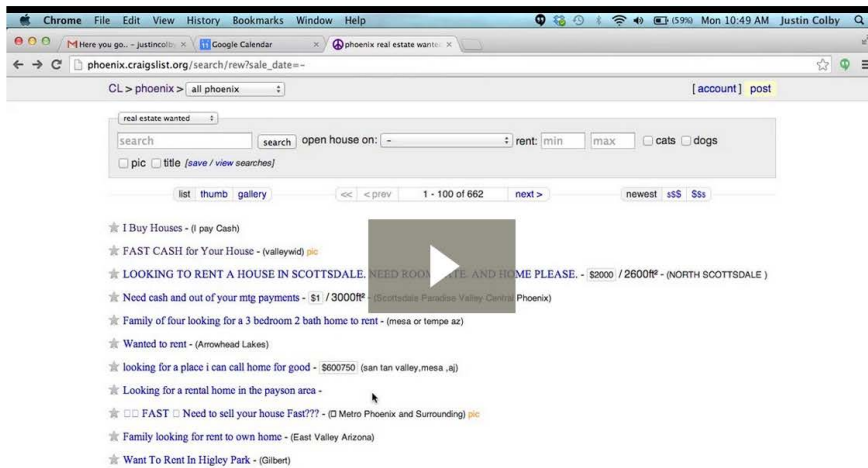
- Course Notes
- Member Courses
- Member Achievements
- Leaderboard
- Coaching Toolkit**
 - Buyers
 - Sellers
 - Networking
 - Negotiating
 - Estimating Repairs
 - Building your team
- Contract & Forms
- Members Profile



Buyers

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How To Build Your Buyers List From Craigslist



Sellers

REWW/ACADEMY

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How to Use Realtors to Bring You Deals

The screenshot shows a Craigslist listing for a property at 1624 E. CAMPBELL AVE. The listing includes a large photo of a kitchen with wooden cabinets and a granite countertop. Below the photo is a video player with a play button. To the right of the photo is a map showing the location. The listing text includes the address, a description of the property, and contact information for the seller.

1624 E. CAMPBELL AVE
(google.map) (yahoo.map)

2BR / 2Ba | 852H² | townhouse
available may 30
wild hookups | carport

****DETAILS BELOW** ALERT - Think you can't get financing? It's easier than you think. No money for a down payment? There are programs to assist you there as well. I have a great lender.**

Location, location, location! For Rent and Sale. This has it all. Great central Phoenix location, close to Biltmore, Camelback Mountain and the Camelback Colonade. Gated area with private courtyard, sparkling pool and well maintained grassy common areas. Single story unit with two large bedrooms and 1.75 baths make it a great starter, good rental or perfect place for the winter visitor. Recent updating of plumbing and A/C. This gated community offers a clubhouse, walking paths and a laundry facility. Nearby Camelback amenities including restaurants, shopping, and businesses. Close to downtown, Biltmore, SR51 and I-10 and less than 2 miles to the light rail. All facts and figures approximate including MLS info. 2 units in complex available, separately or as a package. SELLER IS MOTIVATED. MAKE AN OFFER! CALL LAURA GOOD AT 480-406-1984.

<http://www.recliving.com/Laura.Good/homes-for-sale/AZ/Phoenix/85016/1624-E-CAMPBELL-Avenue-UNIT-40-123211783>

Networking

REWW/ACADEMY

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Strategic Networking

The screenshot shows the Zillow website with the 'Find your home.' section. The page features a large banner with a play button and the text 'Find your home.' Below the banner is a navigation menu with options like 'Homes', 'Rentals', 'Mortgages', 'Agents', 'Advice', 'Local', 'Home Design', and 'More'. A dropdown menu is open under the 'Agents' tab, showing options like 'Find Trusted Pros', 'Real Estate Agents', 'Mortgage Lenders', 'Property Managers', 'Home Improvement Pros', 'Review an Agent, Lender or Pro', 'For Agents', 'Real Estate Agent Advertising', 'Join the Agent Directory', 'Access Agent Hub', 'For Rental Pros', 'Real Estate Advertising', and 'For Pros', 'Join the Professional Directory'. A 'Sign In' button is also visible in the top right corner.

Why shon for a home on Zillow?

Negotiating

Negotiating A Deal By The Numbers

Low Equity

- Home is worth \$200,000(based on average comp) sellers owes \$185,000
- Subtract 6% realtor commission = \$12,000
 - 3% closing costs = \$6,000
 - 5% quick cash close = \$10,000
 - 1% repairs = \$2,000
 - Offer is \$170,000
- Seller will come out of pocket **\$15,000**

Estimating Repairs

Estimating Repairs

Updated Property Buyer Checklist.docx

Neighborhood & surrounding properties general condition (note if property backs-up to commercial buildings or busy street & note other homes for sale in close proximity):

2.) Interior

Type & condition of flooring (in all rooms):

Condition of interior walls & ceiling (note holes in drywall, water stains, etc.):

Fans & fixtures/hardware present? (if yes, then list which ones & visible condition):

Appliances present? (if yes, then list which ones & visible condition):

Overall condition of kitchen:

Overall condition of bathrooms:

Additional Notes:

Building Your Team

Building Your Power Team

Contractors

- Help you to analyze repair costs
- Possibly find you deals they know of/bird dog
- Give you bids, which will help sell the property

Contracts & Forms: Displays downloadable real estate documents

REWWACADEMY Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out			
Name	Description		Link to Download
Option Contract	This Option Contract has wholesale assignments an	variety of states are beginning to look more closely at isolation that puts most current "assignment" contracts cross hairs.	Download
Purchase and Sale Agreement		se when buying a property	Download
Assignment Of Purchase Contract	This is the document that needs to be used when assigning a contract to your buyer.		Download
Wholesale Offer Calculator	Come up with your wholesale offer using this simple spreadsheet.		Download
Seller Inbound Call Script	This is what you will use, when a seller contacts you about buying their house.		Download
Seller Lead intake Script	This is what you can base your initial call with a seller off of. This will be your foundation to the conversation.		Download

After clicking Download, a pop up box appears. Click Save File then OK. A hard copy of the document will now be saved on your computer.

Name	Description	Download
Option Contract	This Option C wholesale assign	Download
Purchase and Sale Agreement		Download
Assignment Of Purchase Contract	This	Download
Wholesale Offer Calculator		Download
Seller Inbound Call Script	T	Download
Seller Lead intake Script	This is what you can base your initial call with a seller off of. This will be your foundation to the conversation.	Download

Members Profile: A place to edit member settings

Angie Battig

@angie-battig-2

a minute ago

Your Earned Achievements Are:



[Activity](#) [Profile](#) [Notifications 0](#) [Settings](#)

[Personal](#) [Mentions](#) [Favorites](#)

Show: — Everything —

Angie Battig I just gained a new achievement!!! 10 days ago



I just gained the achievement **Property Acquisition Specialist Lesson 2** and got **5** points!

Angie Battig I just gained a new achievement!!! 6 months ago



I just gained the achievement **Property Acquisition Specialist Lesson 2** and got **1** points!


Angie Battig I just gained a new achievement!!! 6 months ago



I just gained the achievement **Property Acquisition Specialist Lesson 2** and got **5** points!

To edit your profile name, click Profile then Edit. Fill in the correct name and click Save Changes.

REWW/ACADEMY Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out



Activity **Profile** Notifications 0 Settings

View **Edit**

Editing 'Base' Profile Group

Name (required)

This field can be seen by: **Everyone**

Save Changes

To change your password, click Settings. Enter current and new password twice. Click Save Changes.

REWW/ACADEMY Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out

Activity Profile Notifications 0 **Settings**

General Email Profile Visibility Delete Account

Current Password (required to update email or change current password)
 [Lost your password?](#)

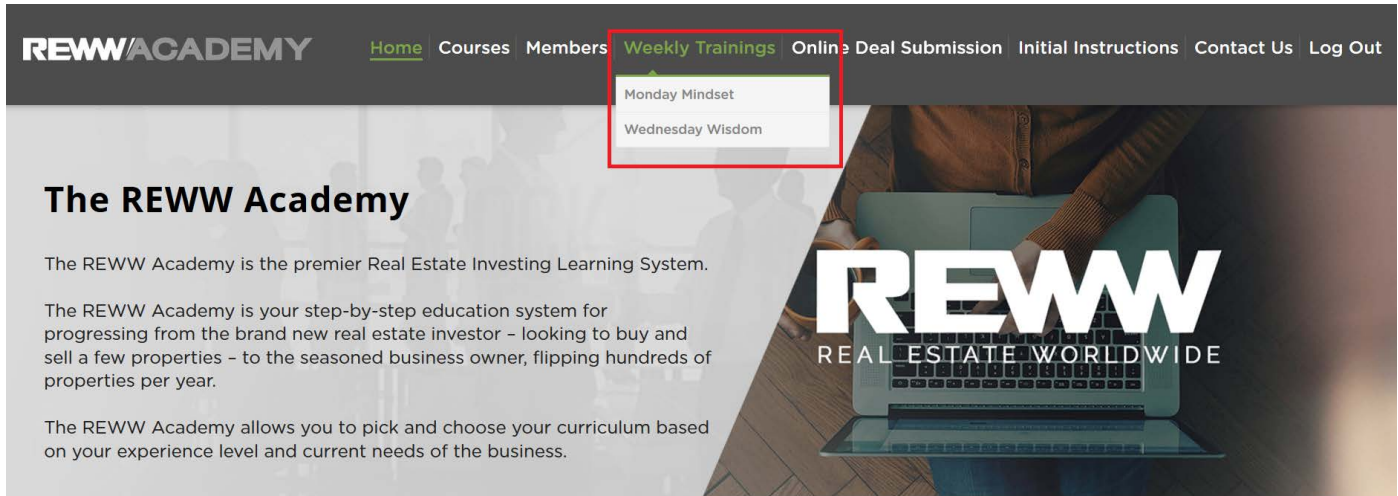
Account Email

Change Password (leave blank for no change)
 New Password
 Repeat New Password

Save Changes

3. Weekly Trainings

If you click [Weekly Trainings](#) you will be redirected to the following screen where you can see the events schedule.



The screenshot shows the REWW Academy website. The navigation bar includes links for Home, Courses, Members, Weekly Trainings (highlighted with a red box), Online Deal Submission, Initial Instructions, Contact Us, and Log Out. A dropdown menu for Weekly Trainings shows options for Monday Mindset and Wednesday Wisdom. The main content area features the text 'The REWW Academy' and a description of the Real Estate Investing Learning System. A large image of a laptop with the REWW logo is also visible.



Patrick Precourt

The Monday Mindset Training focuses on giving the tools you need to remove mental obstacles, overcome negative thinking and get you in action.

MONDAY MINDSET WITH PATRICK

MAY 1	MONDAY MINDSET
MAY 8	MONDAY MINDSET
MAY 15	MONDAY MINDSET



Justin Colby

The Wednesday Wisdom Training focuses on powerful strategies, tried and true tactics and practical business processes that will set you up for wholesaling and business success.

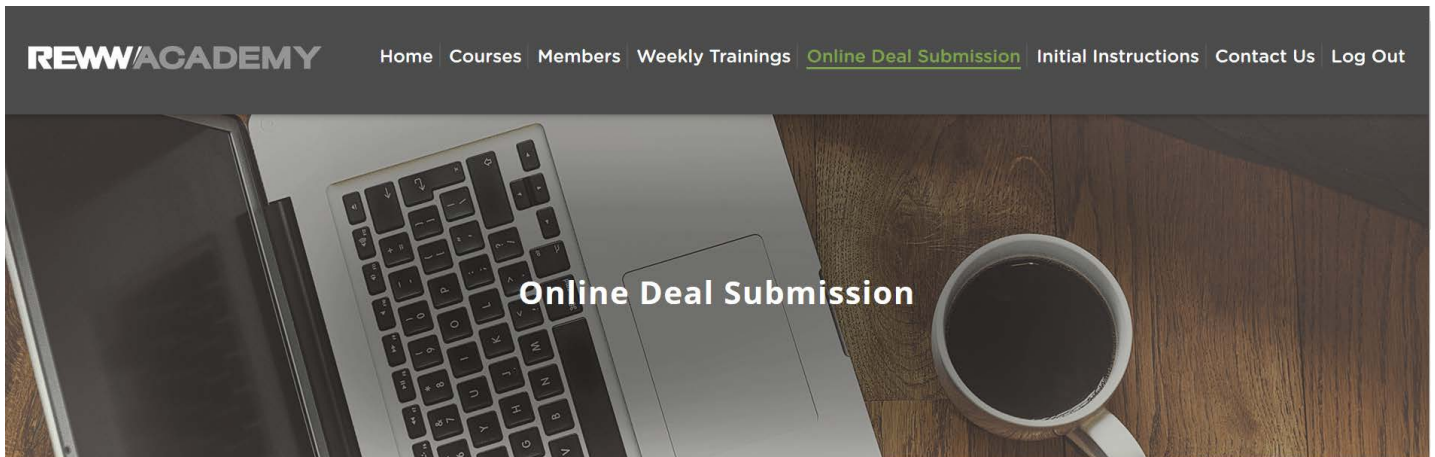
WEDNESDAY WISDOM WITH JUSTIN

MAY 3	WEDNESDAY WISDOM
MAY 10	WEDNESDAY WISDOM
MAY 17	WEDNESDAY WISDOM

4. Online Deal Submission

When you click on [Online Deal Submission](#) you will be redirected to the following screen.

Click Submit Your Deal For Review to begin.



Our REWW Academy program offers students the opportunity to have their deals reviewed within 24-hours by one of our experienced coaches, just to make sure you're "staying inside the lines" for the first few deals. This is a great way to build momentum in your business with confidence.

With Online Deal Submission students log in and fill out a simple online form providing our professional real estate investors and coaches with all the details of the deal and their associated questions. And within 24-hours of submission all inquiries are responded to, allowing our students to move forward with peace-of-mind, knowing that their decisions are sound.

[Submit Your Deal For Review](#)

You are now redirected to the following page. After clicking start, answer all questions pertaining to your deal.

REWWACADEMY Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out

To submit a deal for review, fill out the following form and include any documentation you have to support the deal, including contracts & property analysis.

start press ENTER

REWWACADEMY Home Courses Members Weekly Trainings Online Deal Submission Initial Instructions Contact Us Log Out

1 → Your Basic Contact Information

a. Phone number you would like to be contacted on*

FYI : This question accepts numbers only.

b. Alternate phone number

0% completed

^ v

h. Where is the property from?*

Choose one

A REO (Bank Owned Property) ✓

B Short Sale

C Private Seller

4% completed

^ v

Upload any documents that would be helpful for the person reviewing your deal.

5 → Please upload any documents that would be helpful?

You can only upload one document at a time. If you have more than one, upload the second document in the next question.



Choose file or drag here
Size limit: 10 MB

4% completed



Once finished, click Submit and someone will reach out in the next 24-48 hours.

Submit

press ENTER

4% completed

