Fast Track Guide: How to Make $1,000 to $6,000 in you´re first 2 months
7 Pages to Learn (Fast & Simple)

We know that learning can take time. Implementing strategies can take time. If you want to get off to a quick start, this is a quick manual. In 3 pages we will tell you what you need to do. If you don't do it, it will not work. **First you need to know what must happen to make $1,000 to $6,000 per month. What needs to happen?**

Step 1: Refer 10 to 20 business owners or real estate investors in 60 days. Don't worrry if you don't know any. We will show you how to locate business owners and real estate investors.

Step 2: Out of 10 to 20 business owners or real estate investors we will fund 1 to 4 deals within 60 days.

Scenario	1 *	2 *	3	4
Number of deals funded (business loans)	1	2	3	4
Business loan (average loan: $60,000)	$60,000	$120,000	$180,000	$240,000
Number of investment property loans funded	0	0	1	1
Average mortgage (investment property) $200,000	$0	$ 0	$200,000	$200,000
Total	$60,000	$120,000	$380,000	$440,000
Commission Rate 1%	$600	$1,200		
Commission Rate 2%			$ 7,600	$ 8,800

Notes: $300,000 or more = 2% commission *Notice how we placed 1 deal only and 2 deasl only on business loans and 0 funded on investment property loans. This is a conservative outcome. Still if only 2 business deals fund you may make $1,200 in 30 days or 60 days.

Now if you do a good job in networking, with 3 business loans funded and 1 real estate investment property loan you may make $7,600. These are hypotheticals. Final outcome may be greater or less. We have been measuring results for 10 years. Out of 10 to 20 prospects 20% to 40% will fund.

Step 3: Building a List, Developing a List & How to Convert it into Money

This is easier than you think. There are several steps in Step 3.

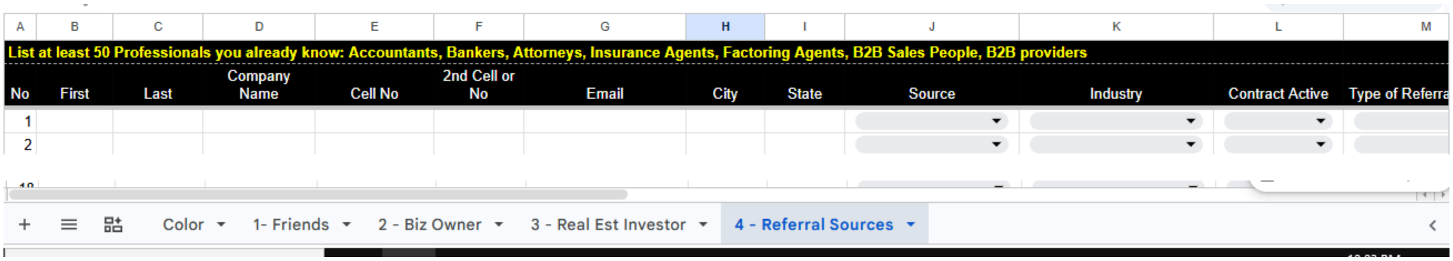
Number 1: Organization

We are sharing a simple google sheet. You can do this on excel too. If you want to get fancy you can use a CRM. We suggest you keep it simple. Lets work with a google sheet or excel. If you look the google sheet we are sharing with you, down at the bottom there are 4 sub folders. **CLICK HERE** to view Google Sheet.

	First 60 days	60 to 120 days
1. Friends or Acquaintances:	50	100
2. Business owners:	50	100
3. Real Estate Investor:	50	100
4. Referral Sources:	50	100
Total:	200	400

You see how it says you want to have 50 in each category. That is your goal. Don't get worried if you feel you don't know anyone. **Also, your not going to be selling nothing. No need to worrry here.**

Go to number 2, so we can show you how to do this. Click the red link to view Google Sheet. **CLICK HERE**



List at least 50 Professionals you already know: Accountants, Bankers, Attorneys, Insurance Agents, Factoring Agents, B2B Sales People, B2B providers												
No	First	Last	Company Name	Cell No	2nd Cell or No	Email	City	State	Source	Industry	Contract Active	Type of Referra
1												
2												

You can view the Google Sheet we are sharing. We will come to the google sheet. Lets continue.

Number 2: Get Your List Ready
Most of you may be saying, ¨I don't have friend¨, ¨I don't know business owners or real estate investors¨, etc. You know other humans. Let us prove it to you.

- Grab your phone. Inside you have contacts. Each contact has subscribed to communication from you. They have given you the means and permission to contact them.
- Pull up all the email accounts you've used over the years. Pull your contacts and address list from each. Bingo! Look at all them leads.
- Now, go to all your social media profiles. See your followers, subscribers, friends, connections, or whatever kids call 'em these days...– you got more contacts! Did you know you can download in excel all your social media contacts.

On facebook do this: *To download a list of your Facebook friends, including their available contact information, use the Download Your Information tool in Settings. Select "Friends" and choose the JSON format for easy viewing or CSV for spreadsheets, then wait for the archive to be generated. Note that Facebook only exports email addresses/phone numbers that friends have set to visible.* ***On Instigram:*** *Method 1: Using Chrome Extensions (Best for Emails/Phones) Install a tool like IG Exporter - Chrome Web Store or InFollow. Open Instagram on your desktop browser. Type the username, select "Followers" or "Following," and click "Start Exporting". The tool will extract profiles and create a CSV file containing public emails and phone numbers, if available. You can do the same for LinkedIn and TikTok.* **We don't recommend you download all your list from social media. You can do this later on. Lets continue to keep this simple.**

Add up all your contacts from all the platforms. Seriously, figure out the number. Between your phone, email, social media, and other platforms you will have more than enough contacts to get started. For many of you, this will be your first 100 to 2000 contacts. Your contacts are what we call leads, potential prospects, potential clients and potential referral sources. Would ya look at that! Most of you said "I don't have any contacts." And if you're terrified you'll have to talk to people. Relax. You'll like what we´re gonna show you next.

Do this first:
1. Select your top 50 friends or acquaintances. This could be people you worked with in the past, who you went to school with, etc. They don't have to be your best friends. An acquaitance is fine.
Goal: have 50 contacts

2. Business woners: Research your contacts, analyze your social media contacts or phone contacts and see who is a business owner. Business owners will be easier to locate as opposed to real estate investors.
Goal: have 50 contacts

3. Real Estate investors: Again, research your social media contacts or phone contacts and see who is a homeowner or real estate investor. This may be a little more challeging to find. No worries, in the next 60 days, we will show you how to locate 50 people who want to invest in real estate. Goal: have 50 contacts

4. Referral sources: Again, research your social media contacts and phone contacts and see who is an accountant, bookkeeper, CPA, insurance agent, credit repair agent, merchant processing agent, B2B sales rep example: medical equipment sales, equipment sales, food distributor sales, web design, and anyone selling to businesses. B2B is business to business. Also, look for realtors. Mortgage brokers is tricky. We don't offer residential mortgages, we only focus on investment property mortgages for business purposes. Residential mortgage brokers may not offer business financing.
Goal: have 50 contacts

You must have 200 contacts in 60 days to make $1,000, $5,000 or even $8,000 within the next 60 days or less.

Step 4: Outreach & Register Information – results

<u>Basic Action & Simple Goals</u>
Thereafter do the following **weekly in the evenings, weekends or free time.**
"Now what?" → **You should have a list of 200.** If you don't have it, start with what you have.
200 divided by 20 days (excluding Saturday and Sunday) = 10. You can select whatever days you want.

Reach out to 10 people, 5 days per week. = 50 per week = 200 per month.

"To get what you want, you have to deserve what you want." - Charlie Munger

Now, reach out to 100 of them per day with your personalized messages. You'll call, text, email, message, send a postcard, etc.

1. Register the information on the Google Sheet in the respective category: Friends, Business Owner, Real Estate Investors as you outreach to these people to give them information.

2. Weekly outreach to 25 of those contacts, which is 100 per month, 200 in two months (60 days) If you do this faster, within your first 30 days even better.

<u>**How do I outreach to these people?**</u> You can use whatever means of communication you feel comfortable with or where you will have the highest success rate: Email, SMS, WhatsApp, DM, or call directly. Keep in mind if you DM strangers on social media your DM more than likely will not be read because they may fall into the trash area of a DM. DM is more successful when you are already friends with a person on social media.

<u>What do I say to these people?</u> **"But what do I say?"** → **Personalize your greeting.** Use something you know about the contact as your actual reason to reach out. If you don't have much personal info, you can check their social media profiles etc. to learn a bit about them first.

Don't be a weirdo. Pay your social dues. Remember, you haven't asked for anything. You're just checking in and providing value. *So…relax*. Also, ask 2 to 4 questions. These are just some ideas.
<u>**Now, for some of you who love to socialize and network this will become easier for you.**</u>

Example:

1. ***Saw you just had a baby! Congrats! How is the baby doing?*** *How are you?*
2. *Saw you were visiting (XYZ) place, How was it?*
3. *Long time no talk, how you been? What are you up to these days?*
4. *We have mutual friends, I though Id reach out and connect. How are you?*
5. *We have (XYZ) as a mutual friend. Are you good friends with them?*

“What do I say when they respond?” → Act like a human. People love talking about themselves. So let them. They also love to be complimented, so do that too. And if people feel good when talking to you, they’ll like and trust you more. *You want people to like and trust you more.* Besides, it’s solid practice to find the good in everyone anyway. Speaking of practice, this will take practice. And that’s OK.

Now. What you will say next depends on the person you’re talking to. We have a basic way to determine if you can obtain interested people in business financing or investment property finance.

Category No1: Your Friends:

1. Do you know any business owners that want to grow their business within the next 20 days? ***You are seeking business owners as a lead to refer.***

2. Do you know people who invest in real estate or want to become real estate investors? ***You are seeking real estate investors as a lead to refer.***

Obvious, they will ask you why do you ask? Simply say. I’m working with a business finance and investment property finance company.

Category No 2: Business owners (Friends or Not Friends)

1. I noticed you own XYZ business. How´s business going? What do you like most about your business? By the way are you looking to grow or create new income sources for your business?

Obvious, they will ask you why do you ask? Im working with a business finance company. We help businesses like you obtain business lines of credit which require no payment and other financing solutions. Now, if you are looking to create new income, we have business owners who invest in real estate, and we also provide capital to invest in real estate.

Category No 3: Real estate investors (friends or not friends)

1. I noticed you invest in real estate. What type of properties do you buy? Are you in the market right now looking for new investment properties?

Obvious, they will ask you why do you ask? I’m working with a company that specializes in financing investment properties. I would like to make myself available to you.

Category No 4: Referral sources (friends or not friends): referral sources are: bookkeepers, accountants, CPAs, attorneys, web page designers, insurance agents, B2B sales people, and realtors. If you have friends in this category you can use this approach.

1. Always ask them about their profession or something about their profession.
Example:

1. Are you still (offering accounting, practicing law, selling insurance, etc.) ?
2. Do you service business owners or real estate investors?

2. Do you know any business owners that want to grow their business within the next 20 days? ***You are seeking business owners as a leads to refer.***

3. Do you know people who invest in real estate or want to become real estate investors? ***You are seeking real estate investors as a leads to refer.***

Obvious, they will ask you why do you ask? Simply say. I’m working with a business finance and investment property finance company.

Summary: There's an important feature here. *<u>We're not asking them to buy anything. We're asking if they know anyone.</u>*

Step 5: What if they ask me detailed questions?

Remember, you are a referral agent, not a funding advisor, loan processor, closer or underwriter. This is simple. If they ask you detailed questions be honest. This is what you say.

1. How long have you been with the company?

   You: I just started. The company I'm with has been in business since 2013. They have funded over $100 million, they have 5-star ratings on Trustpilot. I work with a support system, specialist.

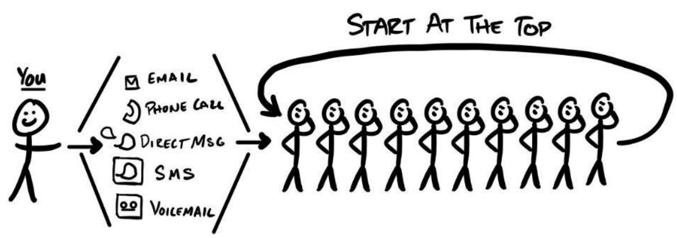
2. They ask you a detailed question.

   You: That's a great question. What Id like to do is put you in touch with a Senior Funding Advisor who is my mentor and they can answer detailed questions.

Very simple. We don't expect you to answer detailed questions. With time you can learn, and you will be able to answer detailed questions. You can become a Funding Advisor in the future.

Step 6: "What Do I Do Once I've Reached Out To Everyone?"

→ Start Back At The Top



After reaching out to all the leads on one platform, switch to the platform you have the second most leads on. After you reach out to those leads, go to the platform you have the third most leads on and so forth. **Every month: stay in touch with them 1 x or 2 x per month. Sometimes, on the first conversation nothing may happen. But on the 2^{nd} or 3^{rd} conversation or contact, things will happen.**

Step 7: "Tips & Ideas. Other ways to find business owners and real estate investors"

1. When you visit a business establishment. Meet the business owner and obtain their business card and contact information. If you don't have a business card of your own, no worries — that can actually work to your advantage.

You can simply say, "I don't have my business cards on me right now."

The objective here is to be proactive, not reactive. Most of the time, when someone hands out a business card, it ends up in a drawer or a Rolodex and is forgotten. Instead, focus on collecting their information, building the relationship, and following up consistently.

Once you get their business card, reach out and stay in touch. Be proactive. Relationships and consistent communication are what create opportunities.

2. Social media: search for businesses. almost every business today is on social media. Many business owners list their contact information directly on their pages, and a large percentage even include their WhatsApp number.

Use that to your advantage. Reach out. Send a message. Introduce yourself professionally and start the conversation.

The key is consistent outreach and relationship building. Opportunities come from staying visible, following up, and keeping communication open. The more proactive you are, the more connections and opportunities you create for yourself.

3. Groups on social media. you can also join specialized groups and communities where business owners and investors already network and communicate. This could include restaurant owner groups, real estate investment groups, contractor groups, trucking communities, and other industry-specific networks.

These groups give you direct access to people who may need funding now or in the future. The goal is to build relationships, provide value, and position yourself as a resource.

The more people you connect with and stay in touch with, the more opportunities you create over time. Consistent networking and outreach can open doors that advertising alone never will.

4. Facebook marketplace: On Marketplace, you'll find business owners selling all types of items, equipment, inventory, and vehicles. You can also find properties listed for sale by owners and realtors.

These are all potential opportunities to connect with people who may need business or investment funding. Someone selling equipment may be expanding or restructuring their business. A property owner or investor may be looking for capital for renovations, acquisitions, or cash flow.

The key is to start conversations, build relationships, and stay consistent with your outreach. Every conversation may not lead to an opportunity immediately, but consistent networking creates long-term results.

5. Every day social interactions. Go where people naturally gather — bars, networking events, churches, sports events, community functions, and social gatherings. Communicate, build relationships, and network.

<u>Opportunities are everywhere when you consistently meet new people and let others know what you do.</u> Many business owners, investors, and entrepreneurs are already part of your everyday environment.

The objective is not to pressure people or "sell" them. It's to create genuine connections, stay visible, and position yourself as someone who can provide solutions when opportunities arise.

Some of you may be thinking, "This sounds like selling." But it's not. You're not closing deals or presenting loan offers. The actual sale happens after a business owner or investor receives a loan approval, and one of our specialists presents the offer, including the terms, interest rate, and loan amount.

For some people, communicating with others comes naturally. For others, this may be completely new. <u>But think about this for a second:</u>

Attorney #1 graduated from the best law school, opens a law office, and never tells anyone about it.

Attorney #2 graduated from the worst law school, but goes out and tells 300 people about the new law office.

Who do you think will make more money?

Step 7: “Tips & Ideas. Other ways to find business owners and

The end. This is a simple 7-page manual and 7-step system. Nothing complicated. The key is to keep it simple and stay consistent.

Dedicate at least 1 to 2 hours per day to communicating and networking with people. Aim to connect with at least 10 people per day, 3 to 5 days per week.

Think about the upside potential. This could create an additional $500, $1,000, $3,000, or more per month in extra income.

Imagine what an extra $1,000 per month could do for you:

- Cover your car payment
- Pay a portion of your mortgage or rent
- Reduce financial stress
- Give you extra income to enjoy life and create more freedom

The opportunity is there, but it requires consistent effort, communication, and action

Get started immediately.