



Home Buyers of Georgia, LLC, Suite #343, 3904 North Druid Hills Rd, Decatur, GA 30033, 404-377-1718

## “Mentorship Training Syllabus”

\_\_\_\_\_ Mentorship Package

Priced at a low \$\_\_\_\_\_ down.

**Plus 45 % of the 3 deals. And \$ \_\_\_\_\_ / month for 10 months. ( should 3 deal be completed before the 10 month then payments will stop)**

1. This is one on one for four hours! This is where the expert comes to your house and builds you a business from the ground up
2. We look at your life style, where you are financially, physically and mentally, then get your business up and running.
3. Talk about what strategies that are working in your market, and then design a business around what you want.
4. We role play the areas that are your challenges.
5. There is homework before I arrive.
6. There is contact in advance we put together a prescription for your success.
7. You choose from 50 subjects. This is tailored around your wants and needs.
8. We can cover any of these subjects. (maximum of TWO)
9. How to find investments
10. Commercial Investments... Apartments, Strip Centers, Warehouses
  - a. Short Sales
  - b. Buying Notes
  - c. Foreclosures
  - d. Property Management
  - e. Storage Facilities
  - f. Manufactured/Mobile Homes & RV Parks
  - g. Raising Private Money
  - h. Buy Fix and Sell Rehab
  - i. Creative Financing
  - j. Wholesale
  - k. Lease Option
  - l. Profits in Probate
  - m. Foreclosure Training
  - n. Short Sales and Mortgages
  - o. Tax Liens & Deeds
  - p. Property Management
  - q. Real Estate Sales & Negotiating Techniques
11. Phone Contact anytime (this is a unlimited) 3-5 minute calls
12. Scheduled support Bi-Monthly for 10 months. Scheduled. Action items
13. Forms
14. I walk you through your deals

\_\_\_\_\_  
Signature (Person Being Coached)

Date \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip Code \_\_\_\_\_

Phone Number \_\_\_\_\_

Cell Number \_\_\_\_\_

E-Mail Address \_\_\_\_\_

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature (coach)

Russell Hiner Member.

Home Buyers of Georgia, LLC

#343

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Select your training from these topics below. (By circling the items )  
One day program allows for a maximum of 10 items.

- 1031 Exchanges
- Apartments Ownership
- Assignments
- Bankruptcy
- Building The Power Team
- Building buyers list
- Building sellers list
- Building money people list
- Business Plan
- Buy & Rent
- Buy Fix And Sell Rehabbing
- Cold Calls/ Phone Calls
- Communication
- Computer Websites
- Condo's/ Mobile Home In Parks
- Contracts,
- Creative Financing
- Creating Inventory
- Crystal Ball
- Double Escrow Double Closings
- Due Diligence,
- Economic Impact Of Jobs, Schools, Government, Taxes
- Establishing Relationships with a bank
- Faith / Attitude
- Finding People
- Foreclosures
- Goal Setting/
  - Setting realistic Goals
- Hard Money
- How To Build A Data Base.
- How To Build A Team
- How To Read A Map
- How To Sell Or Rent Property
- How To Structure A Deal
- Inspections Of Property
- IRA's Traditional & Roth
- Lease & Sublet
- Lease Option
- Making Offers/ Offers "How To"
- Management property
- Marketing,
- Mission Statement
- Mobile Home Park Ownership
- Negotiation
- New Construction
- Note Trading
- Options
- Organization
- Paperwork
- Partnerships and structure
- Personalities types
- Pit Falls Of Beginning Investors
- Plan Short Term/ Long Term
- Pre-Foreclosures
- Presentation Skills
- Private Money
- Probate
- Problem Solving
- Property Management
- Qualifying Buyers Seller. Renters, Money People
- Qualifying The Buyer And Seller,
- Rentals
- Reverse Mortgage
- Return on investment
- Role Playing
- Rolling Option
- Sale & Leasehold
- Segmenting The Market
- Self Discipline And Emotional Control
- Short Sales
- Spread Sheets
- Spin Selling " NLP" Relationship Selling
- Sweat Option
- Talking to a bank about their REO's
- Tax Deed Sales / Tax Liens/ Certificates
- Triple Net Lease
- Time Management
- Understanding Money
- Using Credit Cards To Start The Business
- Values
- What Are You Interested In Doing
- Websites for Note Buyers
- Wholesaling
- Working With A Realtor
- Working With A Contractor