WORKSHOP WORKBOOK

My starting point

Fill this in during the event. It is not homework - it is what you will look at tomorrow when I am no longer on your screen.

MY DETAILS

NAME

DATE

MY TRAFFIC LIGHT — PICK ONE, HONESTLY

- ☐ **NOT YET** — No reserves, debt out of control, or unstable income.
- ☐ **ALMOST** — I have capital but I'm missing structure and a team.
- ☐ **READY** — Capital, credit, and I can hold if it doesn't sell.

IF I MARKED RED OR YELLOW — MY NEXT 3 STEPS

WHY I WANT TO GET INTO THIS (THE REAL REASON, NOT THE PRETTY ONE)

NOTES FROM THE WHOLESALING BLOCK

Assignment vs. double close · what the wholesaler makes · where deposits get lost

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NORK GROUP
Off-market properties

NORK CAPITAL LENDING
Private capital · Hard money

TRIGON
Analysis tools

Educational content only. Not investment, legal or tax advice. All real estate investment carries risk, including loss of capital. Nork Capital Lending does not guarantee loan approval or results.

WORKSHOP WORKBOOK

02

The house I'm looking at

Llene esta hoja con una propiedad real. En el bloque de Trigon vamos a correr these same numbers on screen.

THE PROPERTY

ADDRESS

CITY / COUNTY

WHERE DID IT COME FROM? (WHOLESALE / MLS)

THE NUMBERS — BEFORE YOU WALK THE HOUSE

ASKING PRICE
$

ESTIMATED ARV (REPAIRED)
$

ESTIMATED REHAB
$

MONTHS OF REHAB

CLOSING + HOLDING COST
$

PROJECTED ROI
%

Comps come FIRST. Walking the house comes after. Always.

MY 3 COMPS

ADDRESS	SQ FT	SOLD FOR	DATE

QUESTIONS I ASKED THE WHOLESALER / SELLER

- [ ] Who is the actual owner on title?
- [ ] When does my deposit stop being refundable?
- [ ] How many inspection days do I get?
- [ ] Any liens, back taxes or open permits?
- [ ] Is anyone living in the house?

DOES IT MAKE SENSE? MY DECISION TODAY

- [ ] Yes - moving forward
- [ ] No - passing on it
- [ ] Not sure yet - need help

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What I need to qualify

From the Nork Capital Lending block. Check what you have and what's missing.

THE TRUTH ABOUT PRIVATE LENDING

Yes, credit gets checked. Even with a private lender.

Anything else is marketing. And hard money closes in 21 business days - not 45.
You have the paperwork ready BEFORE you offer, not after.

DOCUMENTS - DO I HAVE THEM?

- [ ] Valid ID
- [ ] Registered entity (LLC or Corp)
- [ ] EIN for the entity
- [ ] Bank statements
- [ ] Proof of funds for down payment
- [ ] Reserve for surprises
- [ ] Written rehab budget
- [ ] Recent credit report

MY CREDIT SITUATION - CHECK YOUR RANGE

- [ ] Under 600
- [ ] 600 - 659
- [ ] 660 - 699
- [ ] 700 or above
- [ ] Not sure

WHAT I CAN ACTUALLY PUT IN - WITHOUT TOUCHING WHAT I LIVE ON

AVAILABLE CAPITAL

$

SEPARATE RESERVE FOR SURPRISES

$

MY QUESTIONS FOR THE ONE-ON-ONE CALL

MY COMMITMENT - WHAT I'LL DO IN THE NEXT 30 DAYS

This business runs on numbers and patience. In that order.

It may not be today. It may be tomorrow. But let it be with your eyes open.

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