

Stand Alone 10DC

10DC e1

%FIRSTNAME%,

I have something really exciting to share with you over the next 10 days. Since you've shown interest in my no-cash-down, business buying techniques previously, I have created a 10 day challenge for you.

If you still want to buy a good, established business, no-cash-down and make a massive stride to making it happen in just 10 days, then keep reading

Over the next 10 days, I will show you how to:

- Specify what type of business you want to buy (sector, location, size and your role once you buy it)
- Originate multiple opportunities using two specific methods (that I will teach you)
- What to say on a call or in a meeting with a selling business owner
- How to obtain some simple financial information so you can make an offer
- How to create a win-win deal structure in less than 10 minutes using a simple model I will give you (fill in the blanks)
- How to submit an offer and have it accepted using a template I will give you (fill in the blanks)
-

I will need you to commit 30 minutes, each day, for the next 10 days and if you follow the training and rules 100%, you will have an accepted offer on a no-cash-down deal in 10 days time.

Does that sound fair?

Here's the schedule for the next 10 days

Day 1: Creating your deal specification

Day 2: Originating deals using LinkedIn

Day 3: Originating deals from business brokers

Day 4: Signing a nondisclosure agreement (NDA) to access business information.

Day 5: Your call (or meeting) with the business owner: What to say and why.

Day 6: Obtaining basic financial information on the business.

Day 7: Using the simple model to create an offer in 10 minutes.

Day 8: Submitting your written offer to buy the business.

Day 9: I will summarise the results of the challenge.

Day 10: I will create a special Q&A video to answer all of your questions from the 10 day challenge.

Excited? Great. Stay tuned for the next email tomorrow to get started.

If you have any questions in the meantime, just hit reply to this email, or you can contact my support team at: support@businessbuyingaccelerator.zendesk.com.

See you tomorrow!

WAIT FOR 1 DAY

10DC e2

%FIRSTNAME%,

Welcome to our first day of work in the 10 day challenge. In the next 10 days, you will find a business to buy and have a no-cash-down deal accepted, provided you implement the process in just 30 minutes per day.

I have literally been blown away with all the emails received overnight. So many of you are excited to get started on this and have formally accepted the 10 day challenge!

Before we get started, I just wanted to answer two recurring questions from yesterday:

- There is no charge for this training. Your investment is your 30 minutes per day.
- There are no live check-ins. All training videos and instructions will be delivered via email. You can do the work anytime you want inside the 24 hours (between emails) or just catch up if you miss a day.

So let's get started ...

Today is all about creating your deal specification. Since there are 2.6 million small businesses for sale (either listed, or off-market) in the USA, UK, Canada and Australia, you can afford to be selective.

This training is arguably the most important part of buying a business.

What would your dream business look like? (And just as important) what doesn't it look like?

In today's training, [click > HERE](#), I am going to take you through a personal journey, and you will determine inside of 30 minutes, specifically:

- What sector or sectors are you most interested in? What have you done in your career until now? What sectors do you like? What sectors do you hate?
- Where does your true passion lie? It's not that difficult to buy a business using other people's money. However, as the owner you have a responsibility to the business, its employees and customers. So you need to be passionate about it!
- What skills do you want to use on your new business? Are you skilled at finance? Operations? Sales and marketing? HR? Anything else?
- Where you have skill gaps, don't worry. Either the business will have those skills already in place. If not, you can hire them in using the surplus cash you will inherit as part of the deal.
- Where's your new business located? Do you want to operate your new business and work IN the business, every day? If yes, then it needs to be close to where you live (or plan to live if you want to buy a business in a new location then move there)

However, if you want to own the business BUT hire someone to operate it for you, then the business can be anywhere.

YOU can work ON the business (strategically and occasionally) and let your GM (general manager) work IN the business (tactically and daily).

One of my businesses is based 10,560 miles away from where I live. I work IN the business two weeks per year (I'm was down there last month) and also work ON the business two hours per week.

I have an excellent GM who operates that business for me every day and has equity in the deal as a big incentive. It's a win-win for both of us.

Today's training will take you through this process inside of 30 minutes.

Once you have watched the training, hit reply and let me know the answers to

these questions:

- What sector is your perfect business in?
- What are you passionate about in business?
- What's your number one skill you will use for your new business?
- Are you going to be the owner and work ON the business (part-time) or the owner-manager working IN the business (full-time)?

Let me know.

Once you have nailed your deal specification, tomorrow we will start originating deals using LinkedIn.

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

Regards,

Carl

PS > Here's the link again to today's training. [Click > HERE.](#)

WAIT FOR 1 DAY

10DC e3

%FIRSTNAME%,

I trust you enjoyed yesterday's deal specification training?

Did you determine your unique mix of sector, location and role?

Did you complete the short training video with a real sense of your passion and how you can channel that into deals and the businesses you will own?

If you haven't completed the deal specification training, you need to do this prior to starting deal origination.

You can access yesterday's lesson, [click > HERE.](#)

If you have your deal specification nailed, then it's time to move onto the next

stage in the 10 day challenge ...

Today's the start of deal origination. I am going to show you a highly effective technique using LinkedIn.

If you don't have a LinkedIn profile, you can set one up inside of a few minutes and then invite everyone you know in business. You will find most people accept instantly (I know I do) online and you can then implement today's training.

Before I show you the LinkedIn process (and there is another short, bonus process as well using Facebook) I will show you the big market opportunity of 2.66 million deals to target. I will also walk you through the seller's psychology and why it's important you understand how they are thinking and feeling before you approach them.

Everything is explained in the short video lesson. [Click > HERE](#) to watch it.

It's important to follow the script 100%. Don't change anything (apart from your sector and location of choice).

I have tested and perfected this approach over the past 15 years and it works like gangbusters.

LinkedIn posts will create one river of deal flow for you.

Tomorrow, I will walk you through how to leverage the business broker network, to create even more deal opportunities.

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

Regards,

Carl

PS > Here's the link again to today's training. [Click > HERE.](#)

WAIT FOR 1 DAY

10DC e4

%FIRSTNAME%,

I trust you enjoyed yesterday's deal origination training?

I have received tons of emails overnight about the LinkedIn training. I can't

believe how many opportunities are being generated.

Many of you are still doing this work and connecting with the opportunities being presented to you. For that reason, I'm going to hold off on the broker origination training until tomorrow.

If you haven't accessed the LinkedIn training yet, [click > HERE](#) to watch it.

Also, some of you didn't receive the deal specification training from Friday.

You can access that lesson, [click > HERE](#).

The reason may be due to your spam filter. As you have opted-into my database previously, 99% of emails will come through to you.

However, to be 100% sure you receive ALL of the steps in the 10 day challenge, just add me to your contacts inside of your email software - OR - if you are really tech-smart, you can whitelist me.

So, enjoy the first two training sessions if you are using today to catch up. If not, enjoy the rest as we will back on it tomorrow, where I will walk you through how to leverage the business broker network, to create even more deal opportunities.

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e5

%FIRSTNAME%,

Hope you are having a great week. After our pause yesterday, here's the next instalment in the 10 day challenge training.

Today, I will show you how to originate highly targeted deals from the online broker network.

In the short video, [click > HERE](#) I will show you the top FOUR business broker sites to target, a demonstration of how easy it is to find suitable deals and finally, how to play the broker and request details on the deals you find.

Ideally, you want to reach out to TEN businesses and add these opportunities to your deal origination list from LinkedIn and Facebook.

Tomorrow, I will walk you through the process of nondisclosure so you can both meet (or speak to the seller on the phone) and receive the basic information we will need later this week to both value and structure the business you want to buy.

If you have any questions in the meantime, just hit reply to this email.

Here's today's training link again, [click > HERE](#).

See you tomorrow!

WAIT FOR 1 DAY

10DC e6

%FIRSTNAME%,

How was the broker origination work? I trust you found it dead quick and easy to reach out for 10 deals that you like and map to your deal specification.

Here's the link again if you missed it. [Click > HERE](#).

By now, you should also have opportunities coming to you from the LinkedIn and Facebook work. It's time to put all the deals on a spreadsheet as we will start having calls and / or meetings in the next few days. The training I will send you tomorrow will specifically train you on the art of a killer call or meeting.

In the meantime, I have received a lot of questions about the NDA, or non disclosure agreement process.

The NDA is simply a one-page document you sign, to agree not to share the information you are given. Legally, the document isn't worth the paper it's written on, however brokers and sellers often insist you sign one. It's a good way to start building rapport.

If you are looking at deals from the online broker work, it will have it's own NDA for you to sign. These are very standard and boring but you will need to sign one in most cases.

If you are looking at deals from members of your LinkedIn network, or a seller you found on Facebook, he or she will unlikely have a NDA template, so I will give you mine as a template to use.

It's underneath the training video on the NDA process that I am giving you today, [click > HERE](#).

So today is all about watching the NDA training and completing NDAs for all the deals on your list.

Tomorrow I will teach you exactly how to handle a seller call and / or meeting as that's the next step in our process.

Some of you haven't seen the earlier training videos and emails. It's important you add me to your contacts list so your spam filter doesn't get in the way. Or you can whitelist my email address: carl@ninjaacquisitions.com.

Here's a summary of the training lessons so far:

Deal specification, [click > HERE.](#)

LinkedIn deal origination, [click > HERE.](#)

Broker deal origination, [click > HERE.](#)

The NDA process, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e7

%FIRSTNAME%,

How are you enjoying the training and 10 day challenge so far?

The current record (as far as I am aware) is 23 opportunities for deals based on the LinkedIn, Facebook and online broker origination methods. Most people who have been in touch have at least 10.

What's your number?

Yesterday's training went through the NDA process and completing NDAs for all the deals on your list.

Today, I will teach you exactly how to handle a seller call and / or meeting as that's the next step in our process.

If your deal is out of town / state / country even, have the meeting on the phone, or even better via Skype. It's easier to build trust, rapport and credibility face to face (albeit virtually!)

Whether you are meeting in-person, or virtually, the principles are the same.

Today I will show you the rules of engagement for meeting a seller, what to say (and what not to say) and how to position yourself as a safe pair of hands to acquire the business.

This is one of our secret weapons and negotiating tactics for no-cash-down deals.

You can watch today's training now. [Click > HERE.](#)

Some of you haven't seen the earlier training videos and emails. It's important you add me to your contacts list so your spam filter doesn't get in the way. Or you can whitelist my email address: carl@ninjaacquisitions.com.

Here's a summary of the training lessons so far:

Deal specification, [click > HERE.](#)

LinkedIn deal origination, [click > HERE.](#)

Broker deal origination, [click > HERE.](#)

The NDA process, [click > HERE.](#)

Nail the perfect meeting, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e8

%FIRSTNAME%,

How are you enjoying the training and 10 day challenge so far?

This is day SIX of the 10 day challenge.

From your deal specification, you will have originated multiple opportunities from LinkedIn, Facebook and online brokers, completed multiple NDAs and had some calls (or even meetings) with sellers.

If you have scheduled these and are waiting for them to happen, don't worry. Today's training will guide you on the type of information you need to make an offer to buy the

business.

You can watch today's training now. [Click > HERE.](#)

Underneath the video is an information request list. Some of this is for due diligence purposes. Due diligence is the process you go through with the seller, once the offer has been accepted but before you close the deal.

For this 10 day challenge and to keep the process as simple as possible, all you really need to obtain is the last set of financial accounts.

The two components of the accounts that you need are:

- The income statement (which shows sales revenues and profits)
- The balance sheet (a list of all assets and liabilities inside the business)
-

We use this information to structure the deal (day 8) and tomorrow (day 7) I will show you what information to extract.

Here's the link again to today's training. [Click > HERE.](#)

Some of you haven't seen the earlier training videos and emails. It's important you add me to your contacts list so your spam filter doesn't get in the way. Or you can whitelist my email address: carl@ninjaacquisitions.com.

Here's a summary of the training lessons so far:

Deal specification, [click > HERE.](#)

LinkedIn deal origination, [click > HERE.](#)

Broker deal origination, [click > HERE.](#)

The NDA process, [click > HERE.](#)

Nail the perfect meeting, [click > HERE.](#)

Basic information requirements, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e9

%FIRSTNAME%,

How are you enjoying the training and 10 day challenge so far?

This is day SEVEN of the 10 day challenge.

Yesterday, I showed you the basic information requirements on your target business so you can make an offer.

Actually, you only need 8 to 10 key numbers. In today's instalment I show you what they are and how you can get the numbers inside of five minutes.

You can watch today's training now. [Click > HERE.](#)

We use this information to structure the deal (day 8) and submit an offer (day 9).

All you need to do is open the last year's set of accounts for your target business, highlight these 8 to 10 numbers with a highlighter pen, because tomorrow you will input them into a very quick and simple model.

The model will value the deal and provide the structure so you don't have to invest any of your own capital.

Here's today's training link again. [Click > HERE.](#)

Some of you haven't seen the earlier training videos and emails. It's important you add me to your contacts list so your spam filter doesn't get in the way. Or you can whitelist my email address: carl@ninjaacquisitions.com.

Here's a summary of the training lessons so far:

Deal specification, [click > HERE.](#)

LinkedIn deal origination, [click > HERE.](#)

Broker deal origination, [click > HERE.](#)

The NDA process, [click > HERE.](#)

Nail the perfect meeting, [click > HERE.](#)

Basic information requirements, [click > HERE.](#)

The 8-10 key numbers you need, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e10

%FIRSTNAME%,

How are you enjoying the training and 10 day challenge so far?

Time for another breather.

Tomorrow is going to be the BIGGEST day of the 10 Day Challenge so far.

We are going to take the 8 to 10 numbers from the accounts of your target businesses and calculate (in less than FIVE minutes) both the value of the business and the structure of the deal.

When we have done that, then we start making offers so the next 24 to 48 hours is the most important of the process so far.

I need you to be fully caught up and ready.

If you are still catching up, here's a summary of the training lessons so far:

Deal specification, [click > HERE.](#)

LinkedIn deal origination, [click > HERE.](#)

Broker deal origination, [click > HERE.](#)

The NDA process, [click > HERE.](#)

Nail the perfect meeting, [click > HERE.](#)

Basic information requirements, [click > HERE.](#)

The 8-10 key numbers you need, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e11

%FIRSTNAME%,

Welcome to Day 8 of the 10 day challenge. If you are following the process (and also the rules!) then you are only 2 days away from having a no-cash-down offer accepted on a business.

Today's lesson is all about valuation and deal structure. In the previous lesson I showed you how to skim the financial accounts of a target business and extract 8 key numbers.

Today I will show you how to enter these numbers into a simple model I have built for you, which will calculate the value of the deal and structure it for you.

The structure of the model will make sure you don't have to personally invest in the deal (the entire point of this) and also the business can service the finance required for you to buy it.

You will have 2 outputs from the model today. One is the downpayment on the deal from the asset finance. The other is the recurring annual payment to the seller and over what term.

Write these numbers down as tomorrow (Day 9), I will give you an offer template to plug them into, so you can make offers on all of your deals. On the last day (Day 10) I will show you how to follow up and negotiate final terms.

So, let's get to work. Here's today's training. [Click > HERE.](#)

If you are still catching up, here's a summary of the training lessons so far:

Deal specification, [click > HERE.](#)

LinkedIn deal origination, [click > HERE.](#)

Broker deal origination, [click > HERE.](#)

The NDA process, [click > HERE.](#)

Nail the perfect meeting, [click > HERE.](#)

Basic information requirements, [click > HERE.](#)

The 8-10 key numbers you need, [click > HERE.](#)

The deal structure, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e12

%FIRSTNAME%,

Welcome to Day 9 of the 10 day challenge. If you are following the process (and also the rules!) then you are only 24 hours away from having a no-cash-down offer accepted on a business.

Today's lesson is all about submitting offers on your target deals. I have a very cool offer template to share with you and you can download it from underneath today's training video.

I will show you how to enter the key model outputs from yesterday (basically THREE numbers) and plug them directly into the offer template, then how to submit it for consideration.

So, let's get to work. Here's today's training. [Click > HERE.](#)

Tomorrow is the final lesson. We will cover negotiating the offer, proof of funding and the Letter of Intent (LOI) process.

I will also make you an amazing offer (with TWO unprecedented guarantees) to work with me and my team inside my full program, Business Buying Accelerator. If you have the taste for this way of life, tomorrow could be the most important day of your year so far.

If you are still catching up on the training, here's a summary of the training lessons so far, covering all the previous days:

Day 1: Deal specification, [click > HERE.](#)

Day 2: LinkedIn deal origination, [click > HERE.](#)

Day 3: Broker deal origination, [click > HERE.](#)

Day 4: The NDA process, [click > HERE.](#)

Day 5: Nail the perfect meeting, [click > HERE.](#)

Day 6: Basic information requirements, [click > HERE.](#)

Day 7: The 8-10 key numbers you need, [click > HERE.](#)

Day 8: The deal structure, [click > HERE.](#)

Day 9: Submitting offers, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e13

%FIRSTNAME%,

Welcome to the final day of the 10 day challenge. If you are following the process (and also the rules!) then you already have a no-cash-down offer accepted on a business, or if you need to negotiate the terms to seal the deal, today is all about how to do that.

Today, we will review the first NINE days of the challenge and then cover negotiating the offer, establishing finance pledges and an overview of the closing process.

So, let's get to work. Here's today's training. [Click > HERE.](#)

The last 10 days has undoubtedly given you a taste for this exciting new life as a deal maker.

Scouting businesses, making offers and closing deals.

Several people have purchased access to the Business Buying Accelerator this week for the full price of \$4,997. If that's you, I will be refunding you inside of the next 24 hours.

Why? Because as a reward for completing this 10 day challenge, I have created a very special offer for you to come into the program at a massive discount, AND, I will be providing you with a TWO-Part, unprecedented guarantee.

That means, if you complete the full training inside of 99 days, the program is FREE. Or, if you only complete part of it inside of 60 days, you can have a full refund.

I will give you the full details on this offer inside of 24 hours, however if you want a sneak peak and get in early (the cart is open), [click > HERE](#), or visit:

<https://businessbuyingaccelerator.com/10-day-challenge/>

If you have purchased the program for the full \$4,997 during the last 10-days, you will receive a \$3,000 refund to cover the cost of the discount inside of 24 hours.

If you are still catching up on the training, here's a summary of the training lessons so far, covering all the previous days:

Day 1: Deal specification, [click > HERE.](#)

Day 2: LinkedIn deal origination, [click > HERE.](#)

Day 3: Broker deal origination, [click > HERE.](#)

Day 4: The NDA process, [click > HERE.](#)

Day 5: Nail the perfect meeting, [click > HERE.](#)

Day 6: Basic information requirements, [click > HERE.](#)

Day 7: The 8-10 key numbers you need, [click > HERE.](#)

Day 8: The deal structure, [click > HERE.](#)

Day 9: Submitting offers, [click > HERE.](#)

Day 10: Challenge review and negotiation, [click > HERE.](#)

If you have any questions in the meantime, just hit reply to this email.

See you tomorrow!

WAIT FOR 1 DAY

10DC e14

%FIRSTNAME%,

We are at the end of the 10 day challenge. As I mentioned yesterday, this is the first time I have done it and I have been blown away with the focus, energy and commitment given.

If you haven't been through all of the 10 days yet, I will keep the videos up for the next 72 hours so you can catch up. The links are at the foot of this email.

I hinted yesterday that I will be making you a very special offer to come into the full program, the Business Buying Accelerator.

That's the system you need to complete the full business buying process.

We go much deeper on the work covered so far in the 10 day challenge, together with raising the finance to satisfy the closing payment, fees, working capital, your cash, etc.

I also train you in the art of deal execution, including exclusivity, due diligence, legal contract and the physical closing.

There are now more than 400 people inside the program already since it was launched in late 2016. There are tons of success stories. I know you will be one of the next!

The average time to complete the full process and close on a deal is 90 days.

The record is 36 days.

In the program, I also have THREE amazing bonuses for you.

1) Bolt-on acquisition training

When you do deal origination properly, you will have lots of opportunities in your funnel, so why stop at owning just one business? What you will see in this training is why bolting-on a like minded business is the fastest way to grow both sales revenues and cash flow.

2) Your first 100 days of ownership

When you become a business owner, I will teach you exactly what to do inside the first 100 days of ownership, including strategic growth and financial engineering. I share my 7-keys framework to drive cash flow up by 158% within a 12-month period. It works in ANY business.

3) How to be a deal making consultant

I have received many questions over the past 10 days about how to leverage business buying skills to broker deals for others, either for six-figure cash fees, equity percentages in the deals, or both. At least 75 of my growing deal making network inside the program are doing deals like this. This bonus training will show you exactly how to do it.

The normal price for the Business Buying Accelerator is \$4,997 and you are welcome to register anytime over at www.businessbuyingaccelerator.com. Some of you have done that in the past 10 days and I have already started refunding you \$3,000.

Why? Because I don't want price to be a barrier to you living this amazing deal maker life. I'm going to personally invest \$3,000 from my own pocket into your future success as a deal maker.

So here's the offer:

For 72 hours only, I am discounting your tuition fees to only \$1,997 or you can register for four payments of \$597. One today when you register and three more payments of \$597 each over the next 90 days.

Here's the link to get started, [click > HERE.](#)

Why only 72 hours? Decisiveness is a trait you need to have as an entrepreneur and as a deal maker. Even though you have tasted the deal making life over the past 10 days, if you are still on the fence, I have an unprecedented two-part guarantee for you:

Guarantee 1

I will give you a full 60 days to try out the system. You have to put the system to work and if you complete some basic assignments and you are not delighted with this system within 60 days, I will give you a 100% refund. The full terms of the requirements are listed both on the system information page and the checkout page where you will register.

Guarantee 2

I'm also going to pay you to complete the program and close a deal. This is a 90 day commitment. In fact it's really 100 days because you have a 10 day start from the earlier challenge.

Simply close your deal within 90 days from now, email me a copy of your signed purchase contract and I will refund the full \$1,997 (or \$2,388 if you are paying in instalments).

Why? Because I am expanding my network and want qualified, motivated, highly-trained deal makers to partner with me to do deals all over the world. The reason I built this system was to train people just like you. To train you in my tried and trusted methods.

You have seen the numbers. There are more than 2.6 million businesses available to buy, right now in the USA, UK, Canada and Australia. I can't even think about that number of businesses, let alone buy them all.

I need partners and that can be you, providing you go through this training apprenticeship. There is no obligation on you to partner with me in the future (although you would be crazy not to).

I will take that risk. I know you will absolutely love this program, love owning businesses and love doing deals.

You may ask why don't I just give you the program for free? The reason is because then you will either not value it, or use it, or both.

You need some skin in the game, even though \$1,997 is only a modest amount of skin. It's to give you the psychological motivation to get stuck into the training, scout businesses, structure deals and make offers before closing them. This is all about taking action.

So let's do this, me and you. The system information page including full details of the program is at www.businessbuyingaccelerator.com/10-day-challenge

From there, you will click through on your preferred pricing option and you will be taken to a secure checkout page, enter your details and payment information and then you will be inside the system within 10 seconds.

All the training is waiting for you. Nothing is drip-fed.

You can continue your deal making journey today.

If you are still on the fence and have any more questions about the offer or the 10 day challenge training, just reply to this email and I will get back to you personally within 24 hours.

I will also be creating a special Q&A training video within the next 48 hours to answer all of your burning questions. I will send you a link to that video once it's ready.

I'm ending this offer in 72 hours. Here's the registration link again. [Click > HERE.](#)

I look forward to seeing you inside the program and really look forward to working with you.

If you are still catching up on the training, here's a summary of the training lessons so far, covering all the previous days:

- Day 1: Deal specification, [click > HERE.](#)
- Day 2: LinkedIn deal origination, [click > HERE.](#)
- Day 3: Broker deal origination, [click > HERE.](#)
- Day 4: The NDA process, [click > HERE.](#)
- Day 5: Nail the perfect meeting, [click > HERE.](#)
- Day 6: Basic information requirements, [click > HERE.](#)
- Day 7: The 8-10 key numbers you need, [click > HERE.](#)
- Day 8: The deal structure, [click > HERE.](#)
- Day 9: Submitting offers, [click > HERE.](#)
- Day 10: Challenge review and negotiation, [click > HERE.](#)

WAIT FOR 1 DAY

10DC e15

%FIRSTNAME%,

Hope you are having a productive day.

I ended the formal training for the 10 day challenge 48 hours ago, however all the 10 days of videos are still available if you are still catching up.

The full list of links is available at the foot of this email.

Many of you are still working through the 10 day challenge and following up on all of your offers, however I wanted to share the preliminary results with you.

The final results will be published in another 48 hours, prior to the cart closing on the 72-hour special offer I made to you yesterday, to come into the [Business Buying Accelerator](#).

So, here are the results so far:

274 of you took me up on the 10 day challenge.

That's the number that replied to the first email to say "I'm doing this!". There may be more of you doing it incognito.

If you are working through the process, hit reply (if you haven't done so already) and let me know where you are up to in the journey and any questions you have.

113 of you completed the full 10 day challenge on time and submitted offers.

My team and I have received 1,253 emails of thanks, progress updates, questions. The top 20-30 most commonly asked questions will be published tomorrow in a special Q&A session, that will include a few extra bits of training.

We will be starting the production of this tomorrow morning and it will be released around 12 noon EDT.

If you have any questions that you haven't submitted yet, please send them in by midnight EDT today.

A total of 209 offers were submitted so far.

46 have been accepted.

Another 72 are in negotiation.

81 are still being followed up.

10 were rejected.

Two of the 10 rejections are likely to be consulting for equity projects. One for 35%, the other for 40%. This is where you will get free equity in the business for partnering with the owner. You grow, groom and improve the business together, then you can sell it together.

There is a bonus training series how to be a deal making consultant inside the Business Buying Accelerator.

26 of you amazing people joined the Business Buying Accelerator in the past 48 hours.

A very warm welcome!

We will give you all a shout out on the Q&A training session tomorrow as registrations are coming in thick and fast.

Please keep your questions coming in throughout today so we can capture them and put the best ones in our Q&A training for tomorrow.

All questions will be answered directly inside of 24 hours however I want all of you to get the valuable replies, hence the dedicated session.

I'm going to close the cart on the \$1,997 offer and bonuses in two days so grab your seat now before it's too late. [Click > HERE.](#)

Or visit: www.businessbuyingaccelerator.com/10-day-challenge

If you are still catching up on the training, here's a summary of the training lessons so far, covering all the previous days:

Day 1: Deal specification, [click > HERE.](#)

Day 2: LinkedIn deal origination, [click > HERE.](#)

Day 3: Broker deal origination, [click > HERE.](#)

Day 4: The NDA process, [click > HERE.](#)

Day 5: Nail the perfect meeting, [click > HERE.](#)

Day 6: Basic information requirements, [click > HERE.](#)

Day 7: The 8-10 key numbers you need, [click > HERE.](#)

Day 8: The deal structure, [click > HERE.](#)

Day 9: Submitting offers, [click > HERE.](#)

Day 10: Challenge review and negotiation, [click > HERE.](#)

Day 11: All your follow-on training requirements, [click > HERE.](#)

WAIT FOR 1 DAY

10DC e16

%FIRSTNAME%,

I trust all is well with you and your family.

My team and I have spent last night and today distilling down the 100s of questions received as part of the 10 day challenge. We have created an extended Q&A session covering the top 30 burning questions.

These are all the questions that have been asked by at least three people, so I know the answers to these are going to be extremely valuable to all of you.

Even if you have completed the 10 day challenge (or are still working through it) I strongly recommend you watch this Q&A training as it will round out the process for you and fill in any of the blanks.

You can watch the Q&A training at your convenience between now and midnight EDT tomorrow. [Click > HERE.](#)

A very warm welcome ...

We are now at 42 new members of the Business Buying Accelerator as at the time of recording the Q&A session. A very warm welcome to you all.

There's a quick shout out for all new members at the end of the training.

If you haven't registered for the Business Buying Accelerator yet, you still have approximately 32 hours to go before I close the special \$1,997 offer.

If you have enjoyed the 10 day challenge and want to scout businesses, structure offers and close deals, why not lock in your spot now and learn the full process over a 99 day period. [Click > HERE.](#)

Or visit: www.businessbuyingaccelerator.com/10-day-challenge

The offer and three bonuses will expire at midnight EDT tomorrow.

I look forward to seeing you inside the program and working with you on this exciting new path.

Back to the 10 day challenge ...

My team and I are still receiving updates from you all regarding offers being submitted, accepted, still under negotiation, etc.

I will send you the final results tomorrow ahead of the cart close for the Business Buying Accelerator.

Finally, if you are still catching up on the training, here's a summary of the training lessons so far, covering all the previous days:

Day 1: Deal specification, [click > HERE.](#)

Day 2: LinkedIn deal origination, [click > HERE.](#)

Day 3: Broker deal origination, [click > HERE.](#)

Day 4: The NDA process, [click > HERE.](#)

Day 5: Nail the perfect meeting, [click > HERE.](#)

Day 6: Basic information requirements, [click > HERE.](#)

Day 7: The 8-10 key numbers you need, [click > HERE.](#)

Day 8: The deal structure, [click > HERE.](#)

Day 9: Submitting offers, [click > HERE.](#)

Day 10: Challenge review and negotiation, [click > HERE.](#)

Day 11: All your follow-on training requirements, [click > HERE.](#)

Day 12: Extended Q&A training session, [click > HERE.](#)

See you tomorrow for the final results!

WAIT FOR 1 DAY

10DC e17

%FIRSTNAME%,

We are almost at the end of this process!

Over the past 14 days we have been through the 10 day challenge and even squeezed in a 50 minute Q&A training where I answered your top 30 burning questions.

If you missed the link to the Q&A training from yesterday, you can access it now, [click > HERE.](#)

Latest results

Although results are still coming in, here's where we are as of the writing of this email ...

274 of you took me up on the 10 day challenge.

That's the number that replied to the first email to say "I'm doing this!". There may be more of you doing it incognito.

162 of you completed the full 10 day challenge and submitted offers.

My team and I have received 1,419 emails of thanks, progress updates and questions, the top 30 of which were addressed yesterday in the Q&A training.

A total of 243 offers were submitted so far.

58 have been accepted.

Another 90 are in negotiation.

73 are still being followed up.

22 were rejected.

The rejections all had a silver lining. From referrals to other businesses to buy, consulting for equity deals and potential partnerships.

James Gordon from Canada joined the full program several days ago. He went through the **dealmaking consultant bonus training** and used it to negotiate a 40% slice of the business ownership (which he scouted on day 2 of the process).

James will work with the business to do bolt-on acquisitions with some of the other deals he scouted as part of the online broker and LinkedIn methods.

Now he's in the full program, he can use ALL of the deal origination methods I teach you inside of module 3.

Apart from James, another 58 of you amazing people joined the Business Buying Accelerator in the past 48 hours.

These people really enjoyed the taste of deal making this past 10 days. These people then took action to get into the full program and are set to really crush this foolproof system of scouting businesses, structuring offers and closing deals.

Are you going to join them?

The clock is ticking to lock in your spot. I'm closing the cart on the \$1,997 special offer at midnight EDT today.

When you register, then you will have instant access to all NINE modules of training and the THREE bonuses I have included for you:

- **Bolt-on acquisitions.** Why stop at owning just one business?
-
- **Your first 100 days of ownership.** How to get off to a fast start from day one and start growing, grooming and optimizing your new business.
-
- **Deal making consultant.** How to broker deals for others and partner with business owners for fees, part equity ownership, or both. Just like James.
-

Once you are inside the program, you have instant access to my support team who are there 24/7 to answer all your general and deal related questions, so you are never on your own as you implement the Business Buying Accelerator.

And remember, you have LIFETIME access to the system.

Deals done this week in Business Buying Accelerator

We now have almost 450 people inside the program and deals are happening every week.

Here are just a few ...

Phil Wooford from Atlanta has closed on his first deal. Phil and his brother acquired 66% of a HVAC business with almost \$1 million of revenues. No cash down and no seller finance payments either. This is an excellent deal!

Craig Greenhouse from London has also closed on his first deal. A property maintenance business with more than £1 million per year in sales. Craig acquired 75% of the business for just £1 and the owner is staying in the business to help grow it. Amazing!

Moran Pober from Israel and Jay Parmer from the UK have partnered up to acquire a cosmetics business. No finance was required at closing, just seller finance payments in the future. Genius!

Follow in all of our footsteps

I am heavily discounting the Business Buying Accelerator to \$1,997 until midnight EDT tonight. That's 60% off the standard \$4,997 pricing. And I am throwing in almost \$4,000 in bonuses. It's highly unlikely I will repeat this offer again.

You have TWO guarantees with this system ...

- A full 60 days to test drive the system. As long as you do the work I set you inside the time window, you can have a full refund if you are not in love with this system at 60 days.
- If you close on your first deal inside of 99 days, I will also refund the full tuition costs. So I'm effectively going to pay you to take action, get to work and do the implementation.

I have made this a total no-brainer for you to come into this program and work with me. Here's how to get started. [Click > HERE.](#)

Here's what your fellow students are saying ...

"I just closed a \$1 million a year home health care business with no money down".
- *Geoffrey Roberts. South Carolina, USA*

"First off, I want to tell you again how much I appreciate everything you have taught me over the past 10 months. Your guidance and mentoring have been invaluable to me, and I believe I am on a whole new level in my deal making career attributable entirely to your teaching".
- *Jason Ashcroft. Texas, USA*

"I have always studied acquisitions as I always saw it being the type of business I wanted to do. Coming across Carl's program I finally was able to see the action steps to take so I could do it for myself without having to get a MBA. If you dream of being a business owner and want to invest in a blueprint that will take you from A-Z this would be it. I couldn't thank Carl more for giving me the keys to change my life and give myself the freedom to make money no matter where I go in the world".
- *Nathan Edelen. Florida, USA*

Take action and join us ...

If you want to change your working life and become a business owner, then do it with me. Why work for others, using all your time, energy and skills lining the pockets of someone else. Put everything you have into your own business, one I will show you how to buy, no cash down.

Come join me and change your life. [Click > HERE.](#)

Or visit: www.businessbuyingaccelerator.com/10-day-challenge

The offer and three bonuses will expire at midnight EDT tomorrow. There will be no more notifications about this offer.

I will see you on the 'inside'.