

# Dale Tyson

## Real Estate Coaching Overview

Here are the core topics involved. These have subcategories going into more details. Information will be added based on your situation and strategy.

### 1. Your Objective

- What do you want to do, so know what information to use
- What resources do you have
- Participation amount
- Short and long term strategies

### 2. Types of Investing

- Bird dog
- Wholesale (short, pre-foreclosure, distress, retail)
- Rehab
- Rental
- Others

### 3. Find opportunities

- Networking
- Marketing
- Farming
- MLS

### 4. Public Information

- Local MLS
- Local Appraisal District
- Zillow and other related sites

### 5. After Repair Value (ARV)

- Comps – Realtor information
- Estimate – Public information
- Factors to consider
- Appraisal methods
- Estimate ARV

### 6. Expenses (what is included)

- Purchase
- Holding
- Rehab vs Rental
- Maintenance
- Closing – buy and sell
- Capital vs Expense

## 7. Evaluation

- Use ARV and Expenses
- Factor in desired Profit / ROI
- Maximum Acceptable Offer (MAO)

## 8. Paperwork

- Consider type of transaction (Buy, Sell, Lease), contract and supporting documents, assignment, Entity / Partner Agreement (if appropriate), etc.

## 9. Financing

- Self or Business
- Conventional
- Hard money
- Private money
- IRA Retirement accounts
- Partnership or General agreement

## 10. Example of a Deal(s) – as time permits

### **Contact:**

**Email: [dalet@DaleTysonRECoaching.com](mailto:dalet@DaleTysonRECoaching.com)**