

Tim is Now an "Investor" Plan

DATE 5/8/2002

Outcome	Purpose	Action Plan	How I See My Team	What I'll Be Doing	Money Sources	Property Sources
<p>I transition my career to an investor.</p> <p>My team takes over my listing and selling business, freeing me up to follow my passion.</p> <p>I have over \$1.5 million available credit for capital investment by 8/10/02.</p> <p>I close on over 30 flippers between 8/1/09 and 7/31/03 with a net to me of \$20,000 per flipper.</p>	<p>To revitalize my energies in my career area of my life.</p> <p>I am an investor by nature and this plan is in concert with who I am at my core.</p> <p>To set up an operation that fits in with how I see the rest of our life going; something I can do from here, the mountains and the ocean.</p> <p>To keep my team growing and working together, all in new directions. To stimulate them and keep them juiced and forward-moving.</p>	<p>Meet with and find sources for \$1 million of new capital.</p> <p>Immediately start working the trustee sales and other sources for properties.</p> <p>Have Tina, Garber and Byron critique my plan.</p> <p>Meet with staff and set them up to succeed in each other's place and role.</p> <p>Find the right person for the new role.</p> <p>Meet weekly with team to implement.</p> <p>Write weekly plans and follow through.</p> <p>Do a financial pro forma.</p>	<p>Kelley is key. She will help with research and learn the business as I do. We will be on trustee sales, NOD's and other distress avenues.</p> <p>Valerie, Richard and Lupe will list and sell. They will need to step up prospecting, open houses, and be more accountable.</p> <p>New receptionist will do more property management.</p> <p>Memory will help run this more and oversee operations.</p> <p>Valerie will list and be escrow coordinator.</p> <p>Erinn will prospect for team business.</p> <p>Expenses should be only slightly higher--Erinn and more for new receptionist and Kelley, too.</p>	<p>Finding more financing sources, looking at tons of properties all over south San Joaquin County and Salida areas (expand to).</p> <p>Doing research with Kelley.</p> <p>Prospecting NOD's.</p> <p>Attending any and all lecturing opportunities I can.</p> <p>Helping my team grow in their individual areas.</p> <p>Getting more high tech so we can operate from away from home.</p> <p>Expanding our cash flow through diligent follow-through on our rentals and other operations.</p> <p>Calling listing leads to buy first and then turn over to my team.</p> <p>Courthouse steps.</p>	<p>My goal is to pay no more than 9% interest secured by a first against the property to be purchased.</p> <p>Close family will be called.</p> <p>Accountants for self-directed IRA's.</p> <p>Business leaders.</p> <p>Team members.</p> <p>Past clients.</p> <p>Bay Area Investor Club members.</p> <p>Newspaper ads.</p> <p>Mortgage brokers.</p>	<p>Trustee sales.</p> <p>Prospecting.</p> <p>NOD's.</p> <p>Learn new sources.</p> <p>Diligently stay on bankruptcy stays.</p> <p>FHA & VA listings.</p> <p>MLS.</p> <p>Team members.</p> <p>Buy seconds at a discount from the lender, make up back pay and foreclosures.</p> <p>Find investor partner and bird-dogs that need money.</p> <p>Send out "I Buy Homes for Cash" cards.</p> <p>Prospect "for rents".</p>