

Birddog Training Kit

Included are:

1. Instruction Letter
2. Wholesale Property Worksheet (blank)
3. Wholesale Property Worksheet (completed for birddog)
4. Pictures indicating houses to avoid.

Instructions for field reps:

Attached is the Wholesale Property Worksheet that is required to be completed for each house.

You will be paid \$1,000 per every house I buy as a result of your lead. To be paid, each house must have a completed Wholesale Property Worksheet along with a picture of the Front and Back of house.

This information can be also be logged online at www.MakeMoneyBirddogging.com

Staple the picture to the back of the sheet (picture facing out).

This information can be also be logged online at www.MakeMoneyBirddogging.com

Steps:

1. Make copies of the Wholesale Property Worksheet.
2. Find Ugly Vacant houses in the designated target area as per initial request
3. I want vacant homes or really ugly occupied homes.

4. Complete a new Wholesale Property Worksheet for each property.

5. Complete the items listed below on Top portion of the Wholes Property Worksheet.

Rep: enter your name

Date: the date you found the house

Picture #: the number from the camera of each picture

Property Address: house # and street name of subject house, city state zip (if the house # is unknown, list on the Worksheet where indicated the house # of each of the neighbors)

County: County that the house is located

Neighborhood: Neighborhood or sub-division house is located

Vacant: indicate if the property is vacant or occupied

Construction: indicate which construction material is used on the house.

Listed?: indicate if the property is listed with a Real Estate Agent and if so list their name and phone number.

6. Complete the Inspection section of the worksheet

Does house need Roof: Unless the roof looks new select Yes.

Does house need Paint – Exterior: If it is ugly or any peeling select Yes.

Does house need Carpet / Linoleum: Unless it has new carpet select Yes.

Does house need Paint – Interior: Always select Yes

Does house need Central A/C: Make sure that the A/C compressor or the A/C window unit is in the picture. If there is neither or only a window unit select Yes.

Does Kitchen need replacing: If the home is more than 15 years old always assume Yes.

Do Baths need replacing: If the home is more than 15 years old always assume Yes.

Does house need Plumbing: If the home is more than 20 years old always assume Yes.

Do Windows / Doors need replacing: If they are broken out or rotten select Yes. Count all windows and doors on home and indicate on worksheet.

Does house have a lot of rotten wood: If you see any select Yes

Does Electrical need upgrading: If the home is more than 30 years old and/or if where the power lines are not attached to a mast that extends above the roof line, then select Yes.

Does garage doors need replacing: If the paint is peeled or door damaged in any way, select Yes.

Foundation problems: If you see any obvious cracks or crumbling in the foundation walls, select Yes.

Sheet Rock need replacing: When you look in the windows, if you see any cracks or holes in the walls or if the roof has major damage, select Yes.

Misc: If you see any other item please note here

Notes: Always indicate something unique about the house to help match up the pictures to the Worksheet, ie. Blue tarp on roof; old Ford in driveway.

7. Take picture of both the Front and Back of each house. If the back yard is fenced or you feel uncomfortable going in back yard, just take picture of side of house.
8. Develop pictures and attach corresponding pictures to back of completed Wholesale Property Worksheet Staple with the pictures facing out.
9. Homes that have an orange sticker on the front door are good homes to get.
10. I do not want the following homes: see example pictures
 - a. Homes that are already under rehab, i.e. new windows, temporary electrical meters, dumpster, etc
 - b. Homes that have a HUD For-Sale sign in the window.
 - c. Homes that have a VA For-Sale sign in yard

I look forward to working with you; call me if you have any questions.

Duncan Wierman 864 248 6426

Wholesale Property Worksheet

On the following page is the Wholesale Property Worksheet. This is the only worksheet that you will need to complete to Locate Properties, Locate Owners, Prescreen Properties, Construct & Present Offers, and Sell Quickly. This one worksheet will follow each property throughout the entire process. CD.

Wholesale Property Worksheet

Rep: _____ Date _____ Picture # _____

Owner: _____ Phone: _____

Property Address: _____

County: _____ Neighborhood _____ # to L.f. _____ # to Rt. _____
If address unknown: when facing the property

Bedrooms _____ Baths _____ SqFt _____ | Vacant _____ Occupied _____

Construction: Frame: _____ Brick: _____ Stucco: _____ Block: _____ Other: _____

Listed? Yes / No Agent: _____

#	Inspection	Y	N	Costs (avg 1200 sqft home)	Repair Cost	ARV
1.	Does house need Roof			\$ 2,500 avg		x 65%
2.	Does house need Paint – Exterior			\$ 1,000 for 1200 sqft		
3.	Does house need Carpet / Linoleum			\$ 1.25 per SqFt		
4.	Does house need Paint – Interior			\$ 100 per room x _____		Minus Repairs
5.	Does house need Central A/C			\$ 2,500 – 3,000 to add		
6.	Does Kitchen need replacing			\$ 1,500 avg		Equals Sales Price
7.	Do Baths need replacing			\$ 1,000 avg each x _____		
8.	Does house need Plumbing			\$ 1,500 avg		Minus Profit
9.	Do Windows/Doors need replacing			\$ 150 ea installed x _____		
10.	Does house have a lot of rotten wood			\$ 500 avg		MBP: Buy Price
11.	Does Electric need upgrading			\$ 1,500 new box		
12.	Does garage door need replacing			\$ 350 single \$700 dbl		Asking Price
13.	Foundation Problems			\$ 500 avg		
14.	Exterior Siding			\$ 3,000 avg		
15.	Sheet rock Need Replacing			\$ 500 per room x _____		
16.						
17.						
18.						
19.	Misc/Add in margin of error			20% of sub-total		
				Total \$		

Existing Mortgage Info			
1 st \$ _____	Lender _____	FHA/VA/Conv _____	% Pmt \$ _____ PITT?
2 nd \$ _____	Lender _____		% Pmt \$ _____
Payments Current? _____ Yes _____ No		\$ _____	in arrears
Will you sell the property for what you owe on it? _____ Yes _____ No			

Notes/Others: _____

Wholesale Property Worksheet

Completed by Birddog

On the following page is a Wholesale Property Worksheet showing the information that your Birddog has completed. This is the first data that is entered on the Wholesale Property Worksheet.

Note: We are starting to follow the first step a real life example of a property located at 1398 Westboro Street in Atlanta, Georgia. We will follow this property throughout the remainder of the course.

Wholesale Property Worksheet

Rep: RDW Date 3/16/02 Picture # 8-9

Owner: _____ Phone: _____

Property Address: 1398 WESTBORO ST, ATLANTA

County: FULTON Neighborhood WESTSIDE # to Lf _____ # to Rt _____
If address unknown: when facing the property

Bedrooms _____ Baths _____ SqFt _____ | Vacant Occupied _____

Construction: Frame: Brick: _____ Stucco: _____ Block: _____ Other: _____

Listed? Yes No Agent: _____

	Inspection	Y	N	Costs (avg 1200 sqft home)	Repair Cost		
1.	Does house need Roof	<input checked="" type="checkbox"/>		\$ 2,500 avg			ARV
2.	Does house need Paint – Exterior	<input checked="" type="checkbox"/>		\$ 1,000 for 1200 sqft			
3.	Does house need Carpet / Linoleum	<input checked="" type="checkbox"/>		\$ 1.25 per SqFt			
4.	Does house need Paint – Interior	<input checked="" type="checkbox"/>		\$ 100 per room x _____			x 65%
5.	Does house need Central A/C	<input checked="" type="checkbox"/>		\$ 2,500 – 3,000 to add			
6.	Does Kitchen need replacing	<input checked="" type="checkbox"/>		\$ 1,500 avg			Minus
7.	Do Baths need replacing	<input checked="" type="checkbox"/>		\$ 1,000 avg each x _____			Repairs
8.	Does house need Plumbing	<input checked="" type="checkbox"/>		\$ 1,500 avg			
9.	Do Windows/Doors need replacing	<input checked="" type="checkbox"/>		\$ 150 ea installed x _____			Equals
10.	Does house have a lot of rotten wood	<input checked="" type="checkbox"/>		\$ 500 avg			Sales
11.	Does Electric need upgrading	<input checked="" type="checkbox"/>		\$ 1,500 new box			Price
12.	Does garage door need replacing	<input type="checkbox"/>		\$ 350 single \$700 dbl			Minus
13.	Foundation Problems	<input checked="" type="checkbox"/>		\$ 500 avg			Profit
14.	Exterior Siding	<input checked="" type="checkbox"/>		\$ 3,000 avg			
15.	Sheet rock Need Replacing	<input checked="" type="checkbox"/>		\$ 500 per room x _____			MBP:
16.							Buy
17.							Price
18.							
19.	Misc/Add in margin of error			20% of sub-total			Asking
				Total \$			Price

Existing Mortgage Info

1st \$ _____ Lender _____ FHA/VA/Conv _____ % Pmt \$ _____ PITI?

2nd \$ _____ Lender _____ % Pmt \$ _____

Payments Current? Yes _____ No _____ \$ _____ in arrears

Will you sell the property for what you owe on it? Yes _____ No _____

Notes/Others: _____

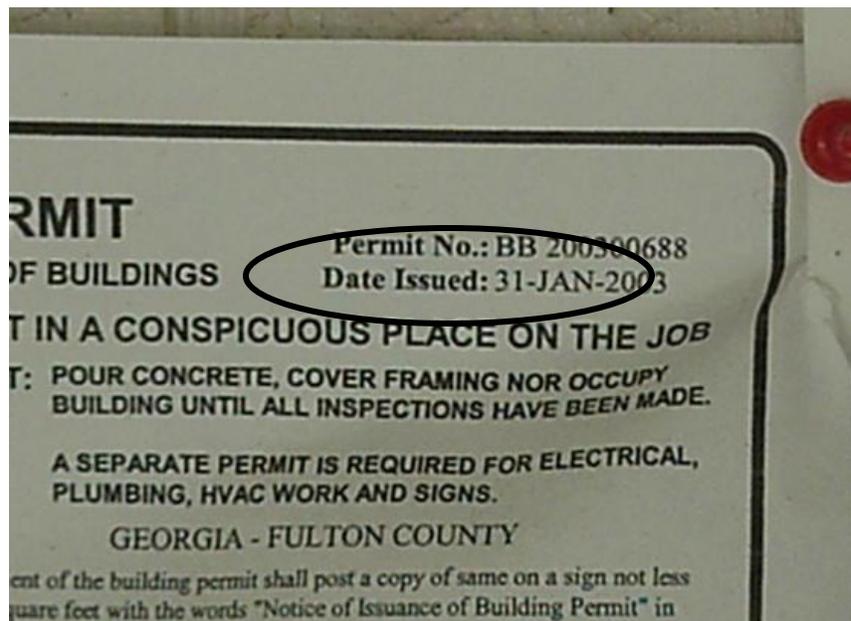
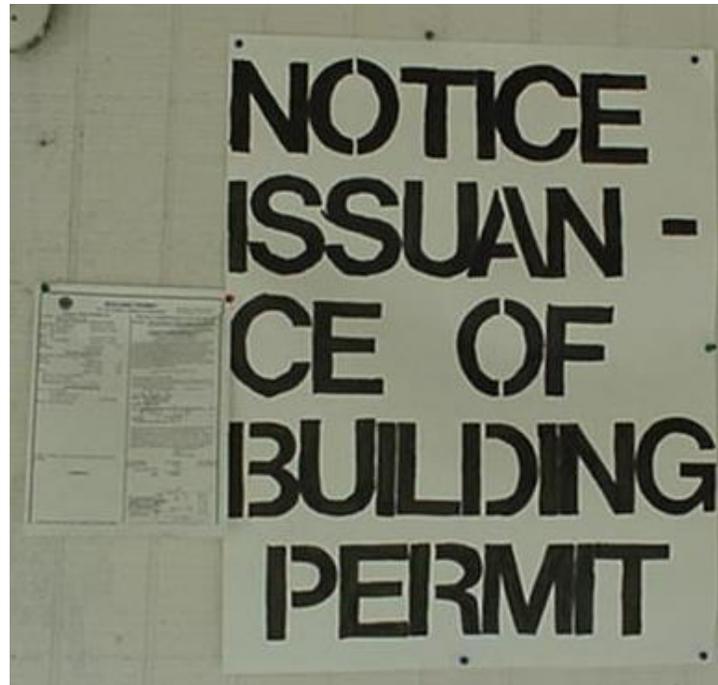
* Above is how you as the Birddog will complete.

Houses for Your Birddog to Avoid

On the following 5 pages are examples of houses that you as a Birddog should avoid. Most of these houses are already under rehab by another investor.



If the property has a dumpster on it normally indicates that it is already under rehab by another investor.



If the property has a recent building permit it normally indicates that another investor is getting ready to start work. If it has a very old permit, call the name of the person that received the permit. Many times a phone number is listed on the permit.



If the property has new windows installed normally indicates that another contractor has started work. New windows normally still have the manufacturer's sticker still attached.



If the property has a temporary power meter erected in the front yard it normally indicates that another contractor is installing new wiring at the property.

Note: If the house has an *old* temporary power meter, i.e. the main power line has been disconnected from the temporary meter; this could be a good lead. Have your birddog take this lead.



If fresh building material has been delivered to property it normally indicates that rehab is beginning soon.

Note: Sometimes as a Birddog you will find an ugly house with a new roof. This might indicate that another investor is starting rehab soon. If the property has been vacant a long time and there is no other rehab except a new roof; this could indicate an investor who has run out of money.

Have your Birddog take this lead.