

THE 90 DAY CHALLENGE:

How to Buy Your First (or Next) Real Estate Deal In the Next 90 Days

A Free Webinar from **BiggerPockets.com**



Hosted by Brandon Turner, co-host of the BiggerPockets Podcast!

Twitter: **@BrandonAtBP** Instagram: **@BeardyBrandon**

WELCOME!



YOU ARE IN THE RIGHT PLACE IF...

You are new to real estate,
you know the power of real
estate, but you haven't taken
any action yet.

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You've been struggling to get your first deal - working at it – but not seeing any results.

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You've purchased some real estate in the past, but the market has made it tough to get your next deal

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You have other goals that you want to get done by end of 2018... and need to start NOW

IN THE NEXT 60 MINUTES...

We're going to cover a LOT

- Door Prizes - free gifts just for being here!
- Create a goal for the end of 2017 ... and we'll build a week-by-week, day-by-day plan to get there
- Learn how to build a real estate funnel that delivers leads on autopilot
- Discover how BiggerPockets can propel you to greater success, faster.
- Question & Answer

HAVE YOU EVER FELT THIS WAY BEFORE?

- "I know that real estate investing can help give me **financial freedom** - the ability to quit my job, travel, spend more time with my family, etc – but I can't seem to make any progress getting there. I see other people doing it – but I'm still at the same spot I was when I started this journey. It's super frustrating."

HAVE YOU EVER FELT THIS WAY BEFORE?

- “I have a full-time job, and family life when I’m not working. I have no time to go out and invest in real estate, even though I want it. It’s like the chicken and the egg problem: I need more time to buy real estate, but I won’t get that free time until I buy more real estate.”

HAVE YOU EVER FELT THIS WAY BEFORE?

- “The market is just too saturated, all the best deals are gone. No matter what I do, I can’t seem to find anything worth buying. Maybe real estate investing doesn’t work anymore.”

HAVE YOU EVER FELT THIS WAY BEFORE?

- “I have no idea what I’m doing. What’s the first step when I don’t know what I don’t know? All these ‘GURUS’ are telling me to do one thing or another- but how can I trust their advice? I just feel stuck and I haven’t even got started.”

TODAY'S GOAL IS SIMPLE:

To help you build a step-by-step plan to buy your first (or next) property **in the next 90 days.**

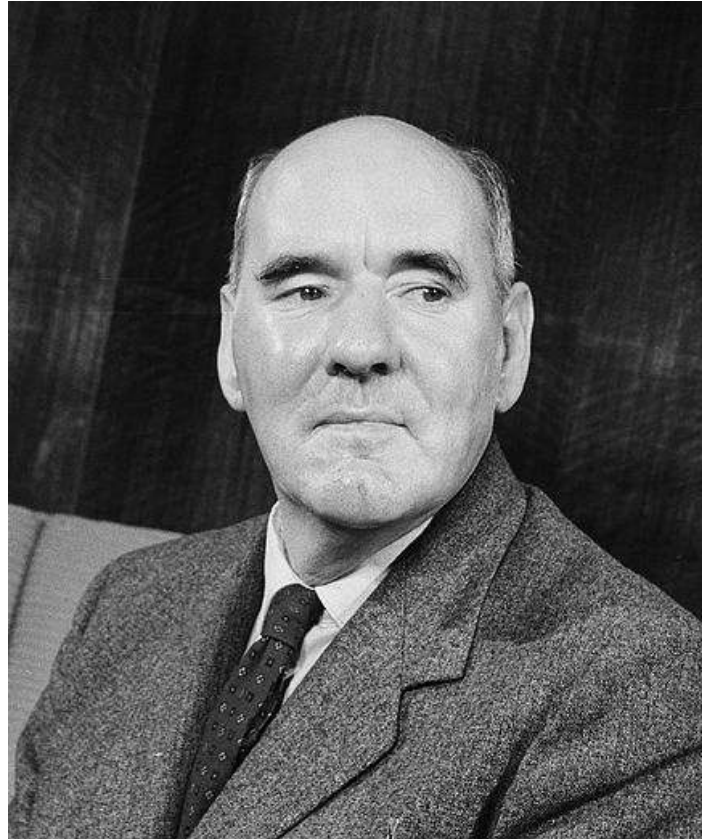
No matter how much **experience, time, or, money** you currently have.

THE 90 DAY CHALLENGE

THE 90 DAY CHALLENGE

Why 90 Days?

LET ME INTRODUCE YOU TO MY FRIEND...



Cyril Northcote Parkinson (1909 – 1993)
“British naval historian and author”



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Parkinson's law

From Wikipedia, the free encyclopedia

Not to be confused with [Parkinson's law of triviality](#).

Parkinson's law is the adage that "work expands so as to fill the time available for its completion". It is also sometimes applied to the growth of the bureaucratic apparatus in an organization.

Contents [\[hide\]](#)

- [History](#)
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HOW LONG DOES IT
REALLY TAKE TO **FIND** AND
BUY A REAL ESTATE DEAL?

**LET'S DO IT IN
90 DAYS**

SOME QUICK HOUSE KEEPING RULES FROM GRANDMA

- Turn off all the distractions



SOME QUICK HOUSE KEEPING RULES FROM GRANDMA



- Turn off all the distractions
- **Invest in this hour**

SOME QUICK HOUSE KEEPING RULES FROM GRANDMA



- Turn off all the distractions
- Invest in this hour
- **Join the conversation (#BP90DAYS)**

SOME QUICK HOUSE KEEPING RULES FROM GRANDMA



- Turn off all the distractions
- Invest in this hour
- Join the conversation (#BP90DAYS)
- **Download today's worksheet**

FREE WORKSHEET

Trust me... you'll want this.

www.BiggerPockets.com/90DAYworksheet

(Or look in the “Handout Section” inside the GoToWebinar Program!)

Name: _____

Using Duplexes, Triplexes, and Fourplexes to Find Financial Freedom

A Free Webinar from BiggerPockets.com

Free Gift #1: www.BiggerPockets.com/ _____
Free Gift #2: www.BiggerPockets.com/ _____
Free Gift #3: www.BiggerPockets.com/ _____

Four Reasons to Buy Duplexes, Triplexes, and Fourplexes:

a.) Cash _____
b.) _____ Financing
c.) Less _____
d.) _____

How much money do you need monthly to give you financial freedom? _____

Four Methods for Finding Small Multifamily Properties:

a.) _____ / _____
b.) _____ for _____
c.) _____
d.) _____

The Best Methods for Financing Duplexes, Triplexes, and Fourplexes:

a.) _____
b.) _____
c.) _____
d.) _____
e.) _____

URL for the BiggerPockets Rental Property Software: www.BiggerPockets.com/analysis

“A Year from Now You May Wish You Had Started Today” –Karen Lamb

SOME QUICK HOUSE KEEPING RULES FROM GRANDMA



- Turn off all the distractions
- Invest in this hour
- Join the conversation (#BP90DAYS)
- Download today's worksheet
- **Get the free door prizes**

FREE GIFTS!



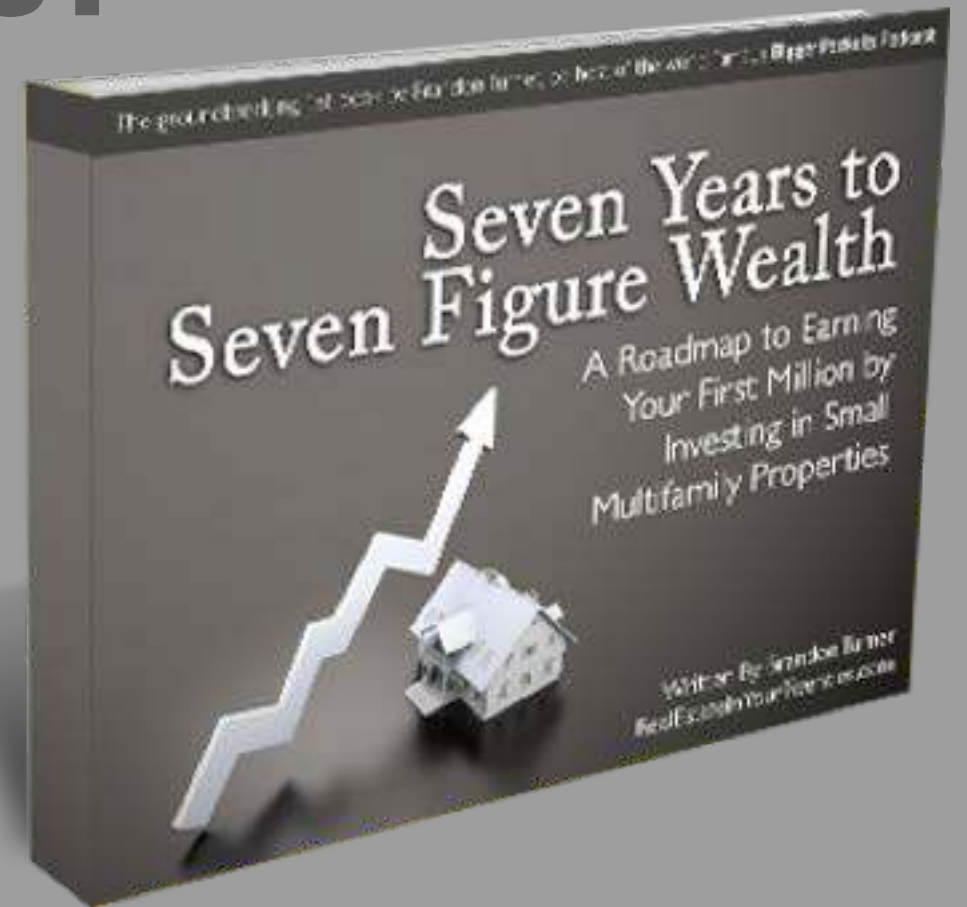
www.BiggerPockets.com/books

BUT FIRST- FREE GIFTS!



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-



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ABOUT US

ABOUT US



BIGGERPOCKETS

The real estate investing
social network, marketplace,
and information hub.

Blogs, forums, podcasts, webinars, webinar replays, analysis tools, networking, books, videos, and more [all designed to help you use real estate investing to achieve your goals.](#)

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BRANDON TURNER

Real Estate Investor

Grays Harbor County, WA

- Landlord & Flipper
- Co-host of the BiggerPockets Podcast
- Married to Heather, new dad of Rosie
- Author of... several books!
- Travel-addict





I SHOULD NOT HAVE SUCCEEDED...

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- Lower-middle-class family

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I SHOULD NOT HAVE SUCCEEDED...

- Lower-middle-class family
- Had no money and no experience
- Everyone told me I shouldn't get into real estate
- I made a LOT of mistakes, floundered around for years
- But then I discovered what I was doing wrong: I was approaching my real estate the same way most of us approach fitness.





4-plex

A row of colorful townhouses with a person on the porch. The image shows a row of townhouses with different colored siding (yellow, red, blue, and teal). A person is standing on the porch of the blue townhouse, holding a child. The text '\$1,000 / month' is overlaid in large white font.

\$1,000 / month

4-plex



4/5 plex

A photograph of a two-story house with a gabled roof and a front porch. The house has light-colored siding and white trim around the windows and doors. The porch has white columns and a decorative railing. There are two chairs on the porch. The house is surrounded by a lawn and other houses are visible in the background. The entire image is overlaid with a blue tint.

\$1,100 / month

4/5 plex



4-plex

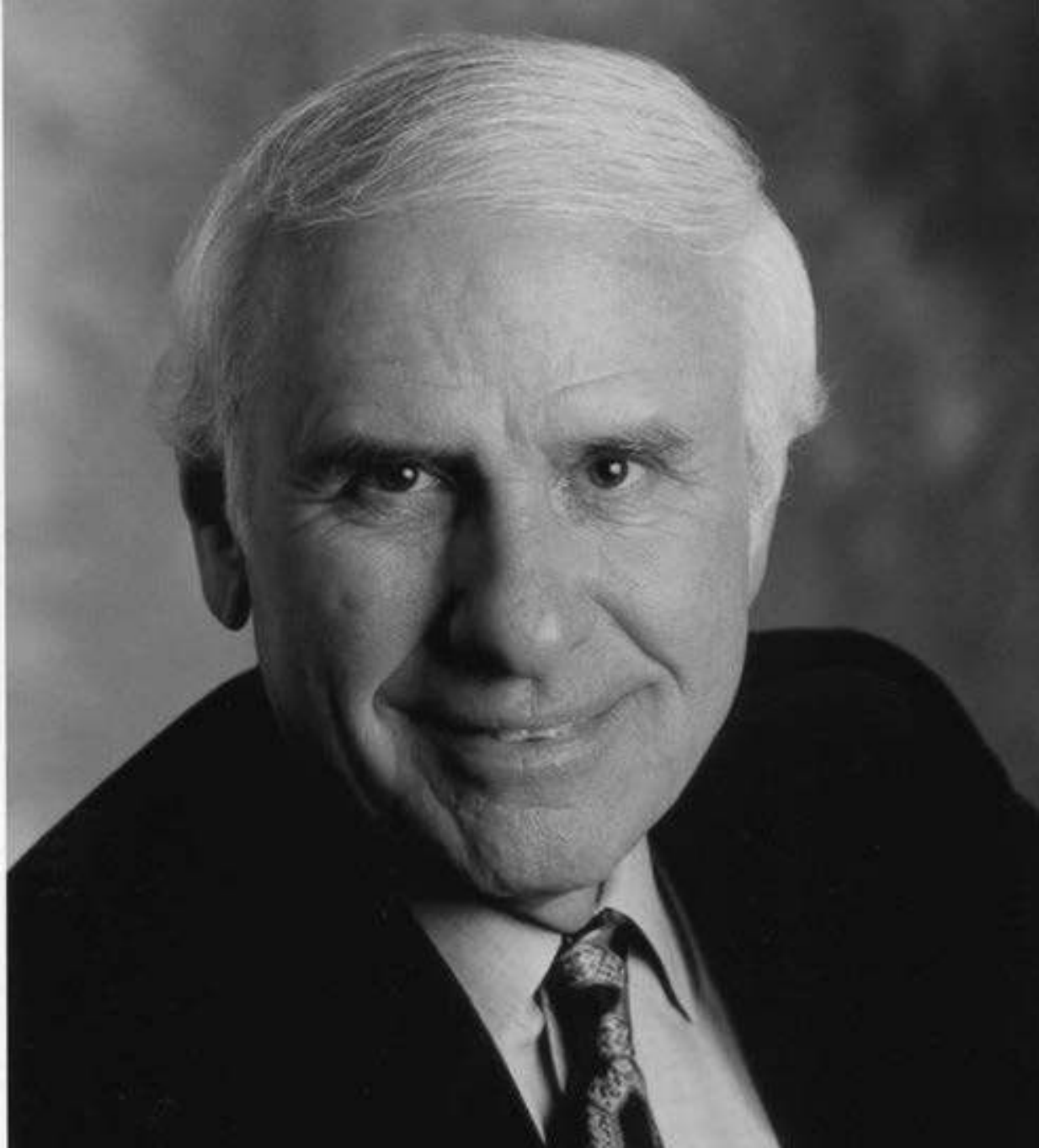


\$2400+ / month

A photograph of a modern, rustic-style living room. The room features a light-colored sofa with patterned cushions, a wooden coffee table with candles, and a large vase with dried flowers. The walls are made of wood, and there are large windows that offer a view of a lush garden and a forested hillside. The text is overlaid in the center of the image.

**IT DOESN'T TAKE TOO MANY
PROPERTIES TO ACHIEVE FINANCIAL
FREEDOM.**

IT JUST TAKES THE RIGHT ONES.



**"LIFE DOESN'T
GET BETTER BY
CHANGE. IT
GETS BETTER BY
CHANGE."**

-Jim Rohn

WHAT IS YOUR **GOAL**
TO ACCOMPLISH
WITHIN 90 DAYS

Shout it out!



**“A GOAL
WITHOUT A
PLAN IS JUST A
WISH.”**

-Antoine de Saint-Exupéry

The LAPS System





**EVERY PROPERTY HAS A
“HOME RUN NUMBER”**

The LAPS System



The LAPS System

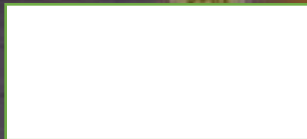
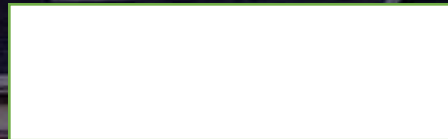
LEADS



The LAPS System

LEADS

ANALYSIS

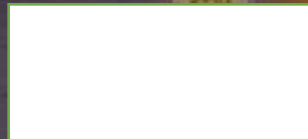


The LAPS System

LEADS

ANALYSIS

PROPOSE



The LAPS System

LEADS

ANALYSIS

PROPOSE

SUCCESS



A photograph of a man holding a young child on the porch of a blue house. The house has white trim and wooden window boxes. To the left, a red house is partially visible. The sky is blue with some clouds. In the foreground, there is a white picket fence and green grass.

LEADS (300)

ANALYSIS (40)

PROPOSE (12)

SUCCESS (1)



Lance Wakefield

BiggerPockets Podcast Episode 236

“Tragedy to Broke to \$400,000 a Month”

I thought I would write you today to tell you about the impact that bigger pockets has had on my life and my families life. 1 year ago today I closed my first deal and since that time my life has completely changed today I own or have contracted 26 units or sites to build. I have completed 8 flips I have wholesold 41 deals and have participated in completing 34 retail transactions. 1 year ago today i was broke. I had just turned 29 and we couldn't even afford a birthday present for me. Now we have hundreds of thousands of dollars in the bank and more coming in equity in our home thousands coming in every month from rental income.

“Every result that you desire is preceded by a process that is required to produce the result. When you define YOUR process and commit to it for an extended period of time, the results take care of themselves.”

- Hal Elrod

WHAT'S YOUR PROCESS?

HOW WILL YOU GENERATE LEADS?

WHAT IS YOUR NEXT ACTIONABLE STEP TO DO THIS?

HOW WILL YOU GENERATE LEADS?

WHAT IS YOUR NEXT ACTIONABLE STEP TO DO THIS?

HOW MANY DEALS WILL YOU ANALYZE ?

PER MONTH? PER WEEK? PER DAY?

HOW WILL YOU GENERATE LEADS?

WHAT IS YOUR NEXT ACTIONABLE STEP TO DO THIS?

HOW MANY DEALS WILL YOU ANALYZE ?

PER MONTH? PER WEEK? PER DAY?

HOW MANY OFFERS WILL YOU MAKE?

PER MONTH? PER WEEK? PER DAY?



90 DAY CHALLENGE

PLAN**PREPARE**PURCHASE

**WORK ON YOUR REAL
ESTATE PROCESS FOR 15
MINUTES PER DAY, 5 DAYS
PER WEEK, FOR 90 DAYS**

**“BUT... HOW DO I GET
THE LEADS TO ANALYZE?”**

“BUT... HOW DO I GET THE LEADS TO ANALYZE?”

- Set up automatic email alerts with your real estate agent
- Send X amount of direct mail marketing each month
- Search Redfin.com, Realtor.com, Zillow.com, Craigslist.com, Trulia.com, Loopnet.com, etc.
- Drive for dollars in your market each day
- Something more creative?

“BUT... HOW DO I GET THE LEADS TO ANALYZE?”



www.BiggerPockets.com/ProReplay

“BUT... WHAT IF I DON'T HAVE MONEY?”

- Partner up?
- House Hacking?
- Private Lending / Hard Money Lending?
- Something else?

“BUT... WHAT IF I DON'T HAVE MONEY?”



www.BiggerPockets.com/ProReplay

**OK - LET'S PUT THIS ALL
TOGETHER BY DOING A
REAL-LIFE DEAL**

The Easiest Way to Analyze Real Estate Investment Properties

The BiggerPockets Investment Property Calculators will help you quickly and accurately estimate the potential profit of your next rental, flip, BRRRR, or wholesale deal.

[Click Here to Start Your Analysis](#)

**REAL
ESTATE
INVESTING
OFTEN
FEELS LIKE
THIS:**



**BUT THAT'S
A LIE.**

**THIS IS
WHAT REAL
ESTATE
INVESTING
IS.**

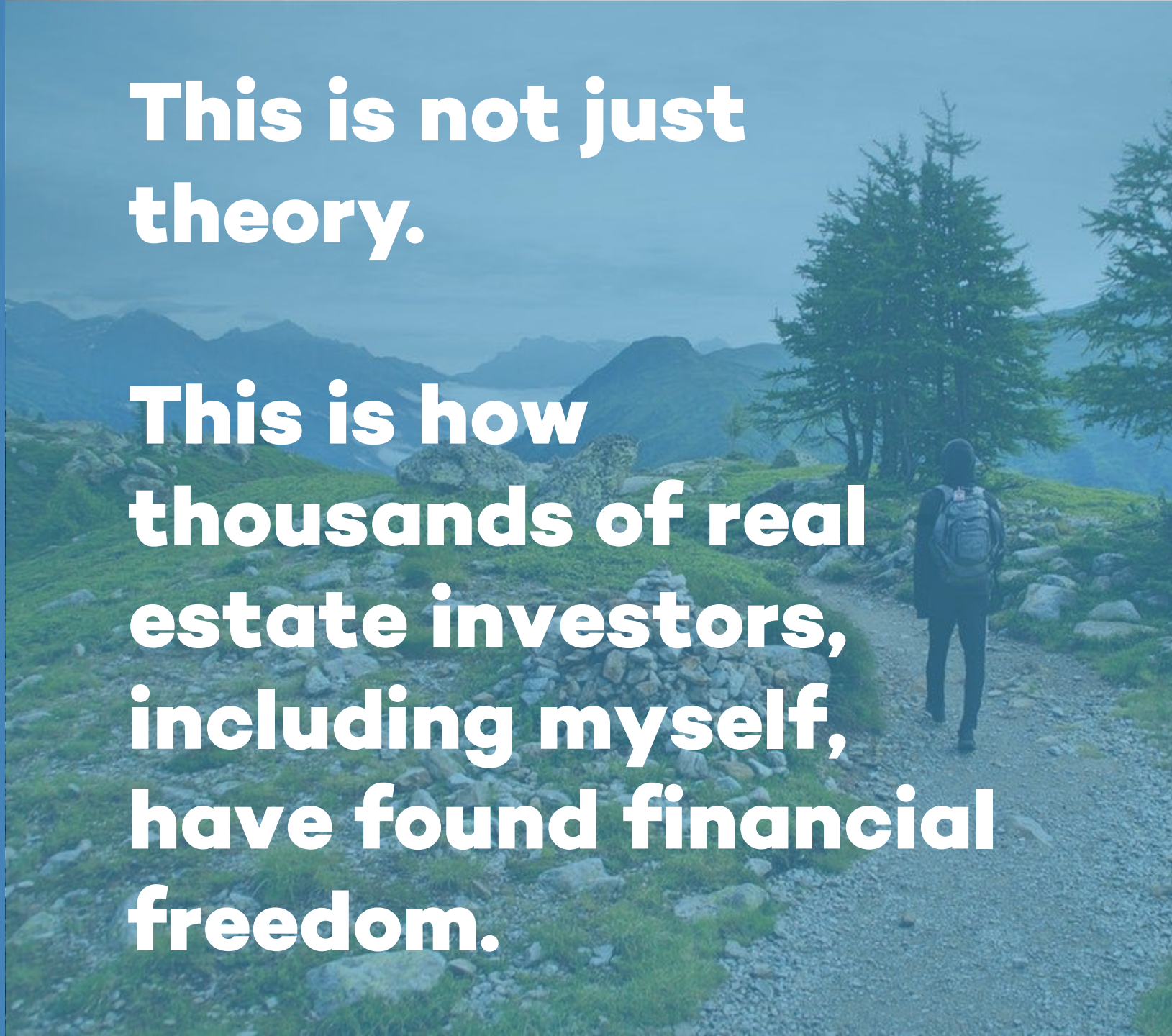


**AND AT
BIGGERPOCKETS
WE BUILD TOOLS
TO HELP
INVESTORS ON
THEIR JOURNEY.**



**This is not just
theory.**

**This is how
thousands of real
estate investors,
including myself,
have found financial
freedom.**



SO-

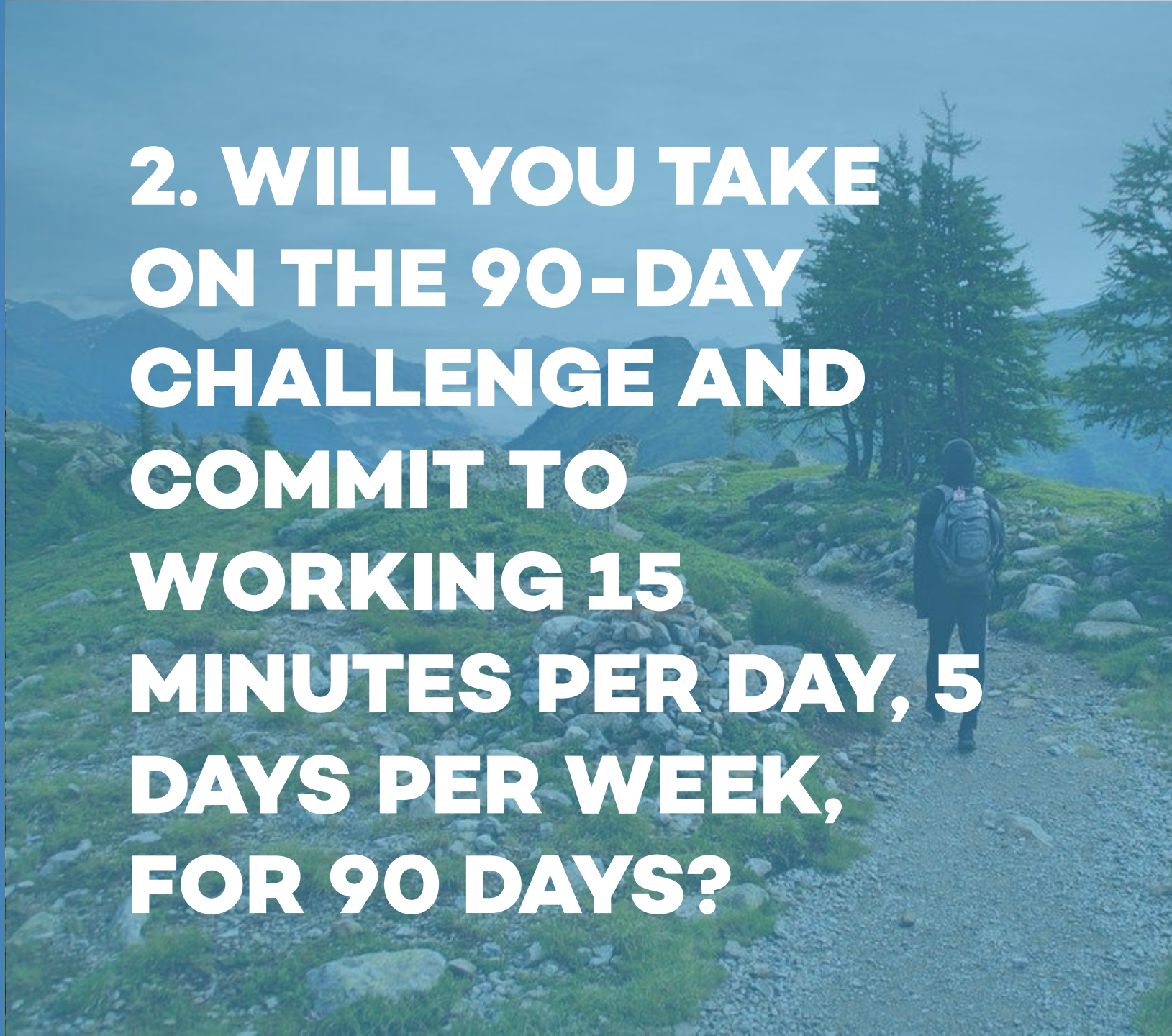
**HERE ARE
TWO
BIG
QUESTIONS:**



A hiker with a backpack is walking away on a gravel trail in a mountainous area. The scene is overlaid with a semi-transparent blue filter. On the left, there is a solid blue vertical bar. The text is written in large, bold, white capital letters across the center-right of the image.

**1. ARE YOU FIRED UP
AND TRULY
COMMITTED TO
USING REAL ESTATE
TO OBTAIN
FINANCIAL
FREEDOM?**

**2. WILL YOU TAKE
ON THE 90-DAY
CHALLENGE AND
COMMIT TO
WORKING 15
MINUTES PER DAY, 5
DAYS PER WEEK,
FOR 90 DAYS?**



ARE YOU IN?
#BP90DAYS

I'M IN!



PLAN **PREPARE** PURCHASE

GREAT!

A row of colorful houses with a person on a porch. The houses are painted in various colors like red, blue, and teal. A person is standing on the porch of the blue house, holding a child. The scene is set in a sunny, grassy area with a white picket fence in the foreground.

“

**“If more information
was the answer - we
would all be
billionaires with
perfect abs.”** *-Derek Sivers*

So... What's the key to success?



So... What's the key to success?

ACTION



Achieved My Goal for the 90-Day Challenge

Inbox x



Paxson [redacted]@gmail.com>

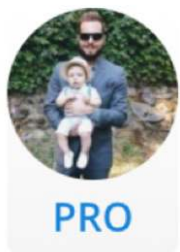
to me ▾

Dec 4 (4 days ago) ☆



Hey Brandon,

I have been watching your webinars for a while now, and took the 90-day challenge and I acheived my goal to get a duplex for a house hack! I know that real estate is a great path to financial freedom, and I know that getting this house hack will be a great start to my financial freedom journey. We will be closing on the duplex by the end of the week, and I will be an official real estate investor! I just wanted to thank you for your motivation and help along the journey! Thanks!



Ethan [redacted], Washington

replied about 16 hours ago

@Brandon Turner I just put my first investment property under contract today. Your 90 day challenge pushed me from the planning stage to taking action. Thanks for the motivation and invaluable information the BP team provides!

16 1
posts votes



Adam [redacted]

to Brandon

[redacted] [View details](#)



Brandon-

Happy new year to you! On a recent podcast you asked anyone who met your 90 day challenge to shoot you a message. I'm happy to report that I accepted your 90 day challenge and had success to land my first rental property! I got a

1yr worth of listening and learning....
42 days after listening to your 90 day
challenge... 36 days after making an
offer...



67% return of my initial investment
back in 12 months... thank you !



Write a message...





DON SPAFFORD on
JANUARY 11, 2018 11:12 AM

Congrats Mindy on your book. Great information as always. Wouldn't expect anything less from BP. I did the 90 day challenge last year which led me to my first rental property after analyzing dozens or even a hundred and placing offers on several to land the best one for me. I love BP and I love the BP books and other products. Still waiting on t-shirts.



90 day challenge

Joe Ventresco reported 9 minutes ago (Mon, 5 Feb at 12:42 PM) via Email

To: support@biggerpockets.com

I was able to purchase two homes end in November last year to complete my 90 day challenge. These homes are my first two rentals and are in Maple Heights, OH, a Cleveland suburb. I was able to purchase both with no money down which was awesome. Both of the properties were supposed to be empty but some ended up living in the one which was a little interesting but it seems to be working itself out. I'm happy to chat more about my experience should the opportunity present itself. Hopefully this year I can add additional properties, only time will tell.

Thanks,

Joe Ventresco

330-977-7102

**I don't know
why you came
here today.**

Tired of working your full-time job?

**Need to start preparing for your
future retirement?**

Tired of being a “*wantrepreneur*?”

**HERE'S WHAT I
KNOW...**

HERE'S WHAT I KNOW...

Our goal at BiggerPockets is to help you reach your financial goals through real estate.

HERE'S WHAT I KNOW...

Our goal at BiggerPockets is to help you reach your financial goals through real estate.

So we've created some incredible tools to help you get there faster and with less pain.



 BiggerPockets®

PRO

BiggerPockets PRO

BiggerPockets PRO

- **Unlimited access to the BP Analysis tools**

99% of the properties out there are not really deals.

You have to analyze for the best.

BiggerPockets PRO

- **Unlimited access to the BP Analysis tools**
- **Powerful networking with BiggerPockets.com/meet**

BiggerPockets PRO

- **Unlimited access to the BP Analysis tools**
- **Powerful networking with [BiggerPockets.com/meet](https://www.biggerpockets.com/meet)**
- **Post have/needs in the BiggerPockets Marketplace**

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- **Unlimited Webinar replays**
- **Show your commitment with a Pro Badge**
- **Build trust and credibility with a Profile Video**

“



Just wanted to say thank you for the webinar. It was very informative and gave me several good ideas. I signed up for pro and used the calculator you demonstrated to evaluate and make offers on 2 deals I found. 1 was accepted (currently listed on Marketplace) the other the seller was unyielding in price even after I showed them the numbers (oh well their loss). So again I just wanted to say hello and thanks.

How much is BiggerPockets Pro?

\$100,000

\$50,000

\$20,000

\$10,000

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

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\$1,997.00

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~~\$100,000~~

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~~\$20,000~~

~~\$10,000~~

~~\$1,997.00~~

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

~~\$1,997.00~~

\$390.00
PER YEAR!

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

~~\$1,997.00~~

\$390.00

PER YEAR!

BUT-

BONUS #1

Save 20% **every year** on
your Pro Annual
Membership!

Use code 90DAYS when
upgrading to
BiggerPockets Pro!



BONUS #2

Free with your Pro Annual Subscription!

Get the 2012 BP
Conference Audio - a **\$300
Value!**

Listen to over 25 hours of
real estate education from
the smartest investors in
the industry!

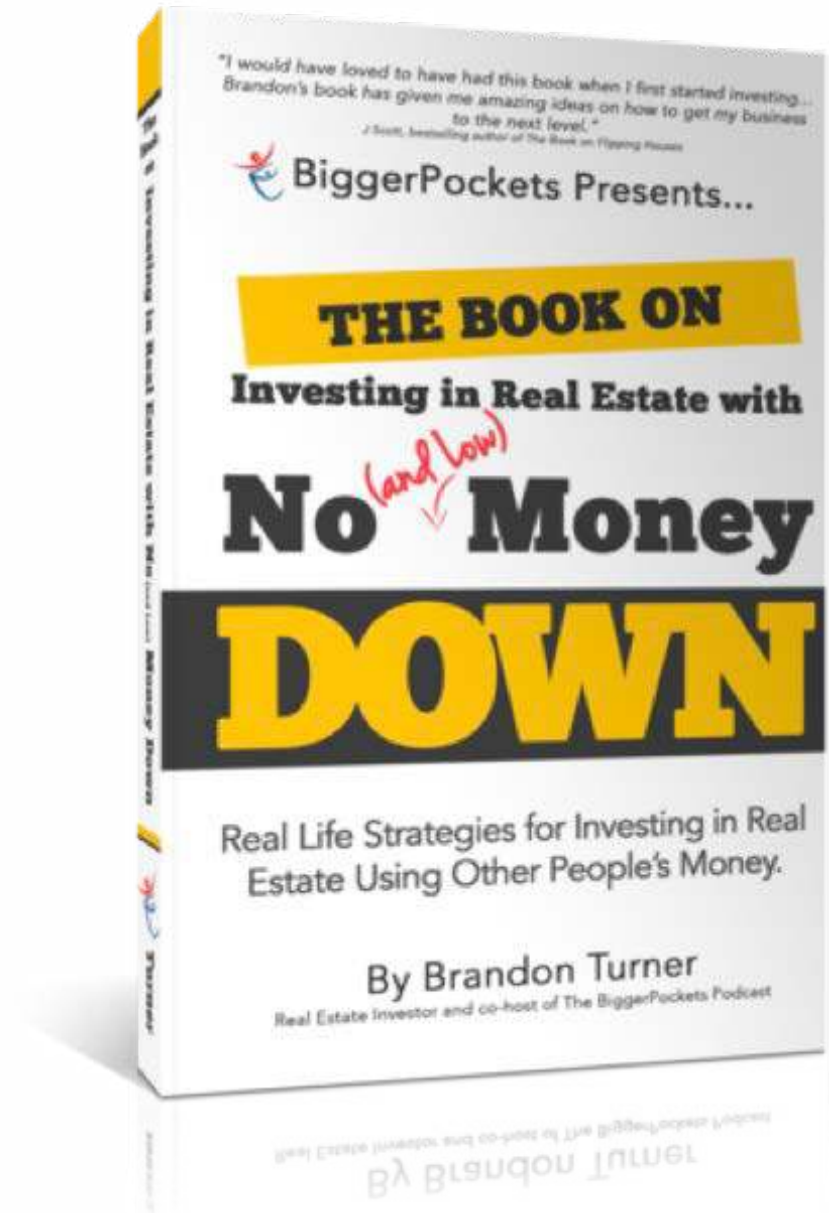


BONUS #3

Free with your Pro Annual Subscription!

Get a digital copy of "The Book on Investing in Real Estate with No (and Low) Money Down!"

a \$19.00 Value!

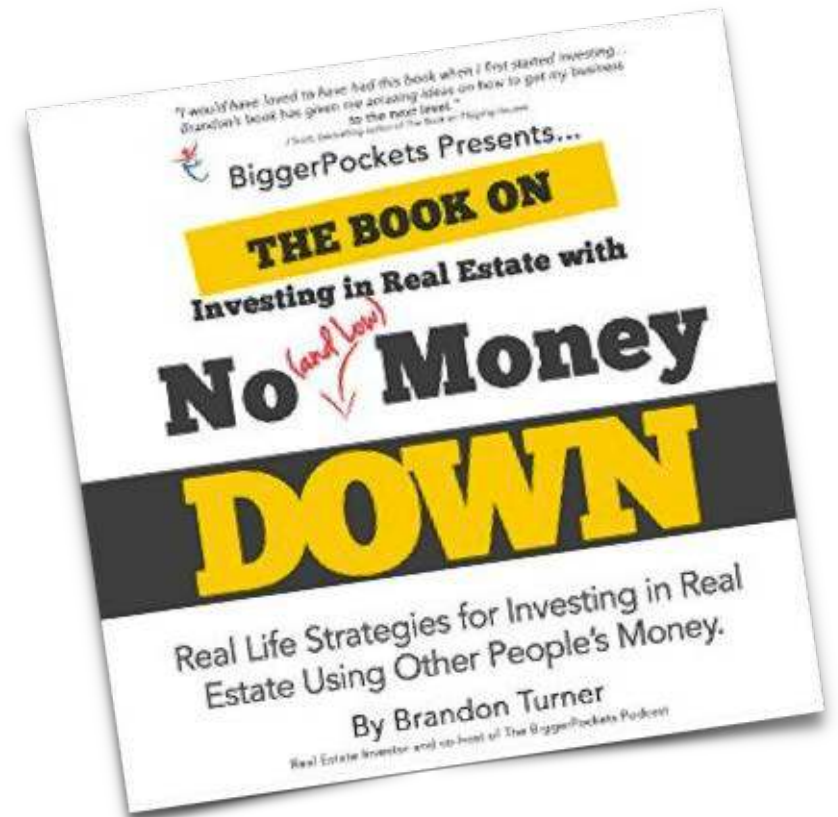


BONUS #4

Free with your Pro Annual Subscription!

Get the audiobook of "The Book on Investing in Real Estate with No (and Low) Money Down!"

a \$19.00 Value!

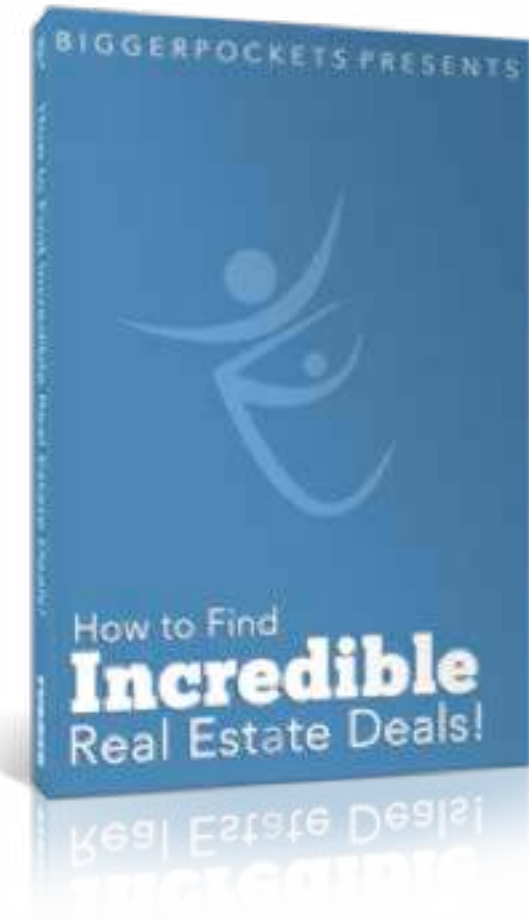


BONUS #5

Free with your Pro Annual Subscription!

Get a free download of
"How to Find Incredible
Real Estate Deals" eBook
by Brandon Turner!

a \$19.00 Value!



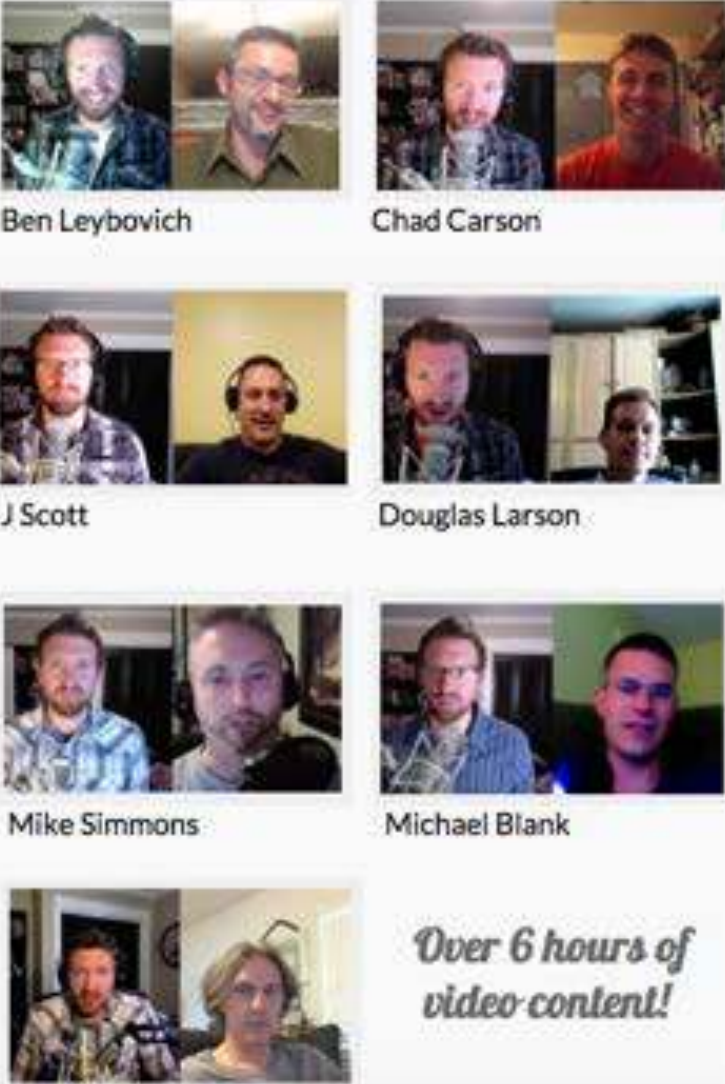
BONUS #6

Free with your Pro Annual Subscription!

"Other People's Money" Interviews:

Get exclusive access to
over 6-hours of interviews
with today's most
"creative" real estate
investors!

a \$500.00 Value!



Ben Leybovich

Chad Carson

J. Scott

Douglas Larson

Mike Simmons

Michael Blank

Aaron Mazzrillo

*Over 6 hours of
video content!*

BONUS #7

Free with your Pro Annual Subscription!

Get exclusive access to a 2-hour video recording of "Investing in Real Estate with No (and Low) Money Down - Live" with Brandon Turner

a \$200.00 Value!



BiggerPockets PRO

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- 20% off a Pro Annual Membership **\$78/year value**
- 2012 Conference Audio **\$300 value**
- No/Low Money eBook **\$19**
- No/Low Money Audio **\$19**
- How to Find Deals eBook **\$19**
- Other People's Money Interviews **\$500 value**
- No Money Live! Video Recording **\$200 value**

Over \$1100 Value in Bonuses!

FAQs:

Pro Annual Vs. Monthly?

FAQs:

Already Pro?

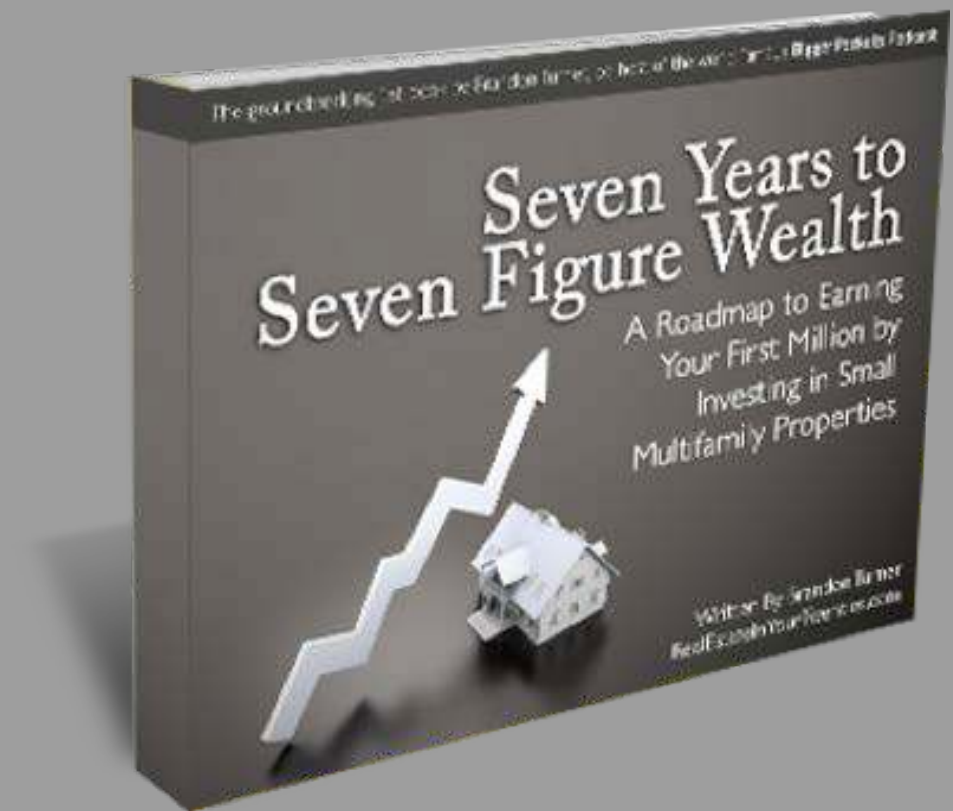
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www.BiggerPockets.com/7years

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