



Finding Off-Market Opportunities

Without Relying On A Broker

What We're Going To Do Today

- ✓ **Influencers (Relationships)**
- ✓ **Marketing Plan**
- ✓ **Email Marketing**
- ✓ **Using A Virtual Assistant**



Influencers



Influencers

- ✓ **Appraiser**
- ✓ **CPA**
- ✓ **Attorney**
 - ✓ **Estate**
 - ✓ **Real Estate**
 - ✓ **Bankruptcy**
 - ✓ **Agency**

Influencers

- ✓ **Appraiser**
- ✓ **CPA**
- ✓ **Banker**
 - ✓ **Local**
 - ✓ **National**
- ✓ **Syndicator**

Influencers

- ✓ **Communities**
 - ✓ **Strategic Partnering**
 - ✓ **GOB**
 - ✓ **Facebook and LinkedIn Groups**
- ✓ **Bird Dogs And Wholesalers**



Marketing Plan



Marketing Plan

- ✓ **Prospecting Letter**
 - ✓ **Monthly For 6 Months**
- ✓ **Initial Call**
 - ✓ **Weekly for 1st 4 weeks**
 - ✓ **Monthly For Next 5 Months**
- ✓ **Voicemail (Message With Gatekeeper)**
 - ✓ **After Every Phone Attempt**



Marketing Plan

- ✓ **Email**
 - ✓ **After Every Phone Attempt**
 - ✓ **Put In Automated Email Campaign**
- ✓ **Social Media Connection**
 - ✓ **Connect 1st Week**
 - ✓ **Send Value Next 3 Weeks, Then Monthly**
 - ✓ **Send DM If Unable To Connect By Phone After
Week 2**

Marketing Plan

- ✓ **Follow Up System**
 - ✓ **CRM**
 - ✓ **Calendar**

Email Marketing



Email Marketing

- ✓ **Finding Emails**
 - ✓ **Costar/Reonomy/ProspectNow**
 - ✓ **Skip Tracers**
 - ✓ **Fiverr.com/Upwork.com/Online.ph**
- ✓ **Email Service Provider (ESP)**
 - ✓ **Aweber/Get Response/Active Campaign**
 - ✓ **Kartra/Groove**

Email Marketing

- ✓ **Create Automated Email Sequence**
 - ✓ **Mix Value With Call To Action**
 - ✓ **7 To 10 Weeks**
- ✓ **Trigger New Leads For Email Sequence (List/Tags)**
- ✓ **Use It Like A Prospecting System**

Using A Virtual Assistant (VA)



- ✓ **Do The Work You're Worth**
- ✓ **Hire A Virtual Assistant**
 - ✓ **Lead Generation**
 - ✓ **Skip Tracing**
 - ✓ **Lead Conversion**
 - ✓ **Schedule Appointments**
- ✓ **Recording (CRM)**

- ✓ **Fiverr.com/Upwork.com/Online.ph**
- ✓ **Post Your Need**
 - ✓ **Subject Line (Kills 90%)**
 - ✓ **Create A Loom Video On Why They're A Fit**
 - ✓ **Test Them**
- ✓ **Don't Go For The Cheapest**
- ✓ **Hire Slow/Fire Fast**
- ✓ **Training**

The Best And Fastest Way To Get Connected To **Your Future Deals**



**Belong To A Network Of Like-Minded
People Working Towards Similar
Goals Of All Experience Levels**



**What If You Had Someone
That Would HELP You
Find Off-Market Opportunities**



**And Reduce The Time, Effort, And
Energy Of Doing It On Your Own**



And...

**You Had All The Tools Needed To
Help You Be Successful**



And...

**You Were Part Of A Private Community
Of GP's, KP's, LP's, And SP's**



And...

**You Could Attend A 22 Week Live
Workshop To Show You How To
Find Partners To Get Deals Done**



And...

**If That Wasn't Enough...
How About Access To Me,
ANYTIME You Need It**



And...

NO, It Doesn't Cost \$20K+



INTRODUCING...



— ★ ★ ★ —

STRATEGIC PARTNERING

A Group **Mentoring** Network



Designed To **Help YOU** Invest In
Your 1st Or Next Multifamily Deal



**Here's A Detailed Breakdown
So, You **Understand** What's Included**



**You Will Get Access To The 14 Module
Strategic Partnering Workshop
Where You Will Learn...**



Strategic Partnering Workshop:

- ✓ **Module 1 - Begin With The End In Mind**
- ✓ **Module 2 - The Big Lie (Strategic Partnering)**
- ✓ **Module 3 - Building Relationships**
- ✓ **Module 4 - Underwriting - The Market**
 - ✓ **Part 1 - Identify Your Market(s)**
 - ✓ **Part 2 - Current Economic Base**
 - ✓ **Part 3 - Future Economic Base And Demand/Supply Analysis**
 - ✓ **Part 4 - Competitive Advantage and Market Cycles**



Strategic Partnering Workshop:

- ✓ **Module 5 – Finding Opportunities**
- ✓ **Module 6- Underwriting The Deal**
 - ✓ **Part 1 – Underwriting Fundamentals And Definitions**
 - ✓ **Part 2 – Verifying Assumptions**
 - ✓ **Part 3 – Financial Analysis**
- ✓ **Module 7 – Negotiations And LOI**
- ✓ **Module 8 – Due Diligence**

Strategic Partnering Workshop:

- ✓ **Module 9 – Raising Capital**
 - ✓ **Part 1 – Understanding Syndications**
 - ✓ **Part 2 – Offering Summary**
- ✓ **Module 10 – Getting A Loan**
- ✓ **Module 11 – Property Management**
 - ✓ **Part 1 – Understanding Operations**
 - ✓ **Part 2 – Property Management Questionnaire**



Strategic Partnering Workshop:

- ✓ **Module 12 - Closing The Deal**
- ✓ **Module 13 - Asset Management**
- ✓ **Module 14 - Exit Strategy**

There Will Be **Homework Between Each
Session To Keep You Moving Forward**



This **Live Class Started On
February 18th And Will Go Until August**



The Multifamily Underwriting Case Study



Underwriting Case Study:

- ✓ **Module 1 – Identify The Market**
- ✓ **Module 2 – Build Relationships With Brokers And Owners**
- ✓ **Module 3 – Identify Assumptions**
- ✓ **Module 4 – Underwrite The Deal**
- ✓ **Module 5 - Submit LOI**



You're Also Going To Get Access To **Strategic Partnering Labs**



Strategic Partnering Labs:

- ✓ **Property Management Documents**
- ✓ **Syndication Documents**
- ✓ **Project Management Documents**
- ✓ **Due Diligence Documents**
- ✓ **Marketing Documents**



Strategic Partnering Labs:

- ✓ **Underwriting Tools – Deal and Market**
- ✓ **Pitch Deck Template (Offering Summary)**
- ✓ **Transaction Templates – LOI**
- ✓ **Property And Contact Information In Your Markets**
- ✓ **Investor and Business Contacts**
- ✓ **Quarterly Planner And Production Tracker**



You'll Also Get A **FREE Website
PLUS Training And Support To
Help You Generate Leads**



You're Going To Get Access To The Private Strategic Partnering Community



Strategic Partnering Community:

- ✓ **Build Relationships**
- ✓ **Find Potential Partners And Investors**
- ✓ **Ask Questions For Help**
- ✓ **List Opportunities**
- ✓ **Get Support For Underwriting**



**This Community Uses
Mighty Networks To
Communicate, Network,
And **Do Deals Together****



Strategic Partnering 2.0



The Multifamily Specialty Courses



Specialty Courses:

- ✓ **Week 1 - Underwriting Specialty**
- ✓ **Week 2 - Acquisitions Specialty**
- ✓ **Week 3 - Capital Raising Specialty**
- ✓ **Week 4 - Passive Investing Specialty**
- ✓ **Week 5 - Asset Management Specialty**



If That Wasn't Enough, I will Help You...



I Will Help You:

- ✓ **Underwrite Your Deals**
- ✓ **Pull Demand And Supply Data**
- ✓ **Connect You To JV Partners**
- ✓ **Connect You To Sponsors**
- ✓ **Connect You To Key Principals**
- ✓ **Find Passive Investors**
- ✓ **Help You With Your Marketing Plan**



**You Will Have The Ability To Request
CoStar And STDB Reports For
Calculating Demand And Supply and
Underwriting Your Deals**



Every Monday We Have The **Goal Setting** Workshop



**Every Thursday We Have A
Training On Marketing And
Weekly Q&A And Networking**



Every Sunday I Teach A Module Of The **Strategic Partnering Workshop**



Why Stop There...



**I Will Give You 1-On-1 Support
ANYTIME You Need It**



Personal Support:

- ✓ **Voxer**
- ✓ **Social Media Direct Message**
- ✓ **Email**

**There Are Many Communities Charging
Over \$25K A Year For **Only Half** Of
What We Have In Strategic Partnering**



**BUT – I Wanted To Break Down The
Barrier Of Entry Into An Investing And
Mentoring Community Like This**



**Right Now... For The Participants Of This
Masterclass, I'm Offering The Strategic
Partnering Community **For LIFE...****



ONLY \$2,997



Due To The Launch Of **Strategic Partnering 2.0**



After **Sunday At Midnight Eastern The
Price Will Be \$4,997 Year**



COUPON CODE:
sp2-pre-launch-3



AGAIN... FOR LIFE!



Financially **Challenged?**
david@davidmonroeccim.com



BUT...

This Offer Is ONLY Good For 5 Days



AND... There's An Unconditional, **NO
QUESTIONS ASKED, 30 Day Money
Back Guarantee**



So, There Is Literally Zero Risk



AS A BONUS...



Your Business Partner/Spouse **(FREE)**



Let's Recap



- ✓ **Multifamily Underwriting Case Study - \$997**
- ✓ **Strategic Partnering Workshop - \$1,997**
- ✓ **Strategic Partnering Labs - \$9,997**
- ✓ **Strategic Partnering Community - \$9,997**
- ✓ **Personal Mentoring And Support - \$9,997**
- ✓ **Weekly Q&A And Goal Setting Workshops - \$4,997**
- ✓ **Your Business Partner/Spouse (FREE) - Priceless**

THAT'S \$37,982 IN REAL VALUE



FOR ONLY \$2,997



Due To The Launch Of **Strategic Partnering 2.0**



After **Sunday At Midnight Eastern The
Price Will Be \$4,997**



COUPON CODE:
sp2-pre-launch-3



**AND Don't Forget The Unconditional,
NO QUESTIONS ASKED, 30 Day Money
Back Guarantee If You're Not Satisfied**



BRING YOUR PARTNER OR SPOUSE

FREE



ONLY For 5 Days





If you want to be part of the **Strategic Partnering Community** and get access for LIFE, **CLICK THE LINK BELOW** to claim your access TONIGHT...

<https://www.strategicpartneringcommunity.com/sp2-checkout>



Q&A