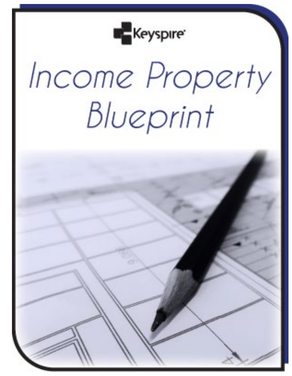
Module 2 – Lesson 7

Private Lending Overview



FUND

Week 20

What is a private money lender?

A private money lender is a non-institutional individual or company that loans money, generally secured by a note and deed of trust, for the purpose of funding a real estate transaction.

Who are your private lenders?

Primary Connections

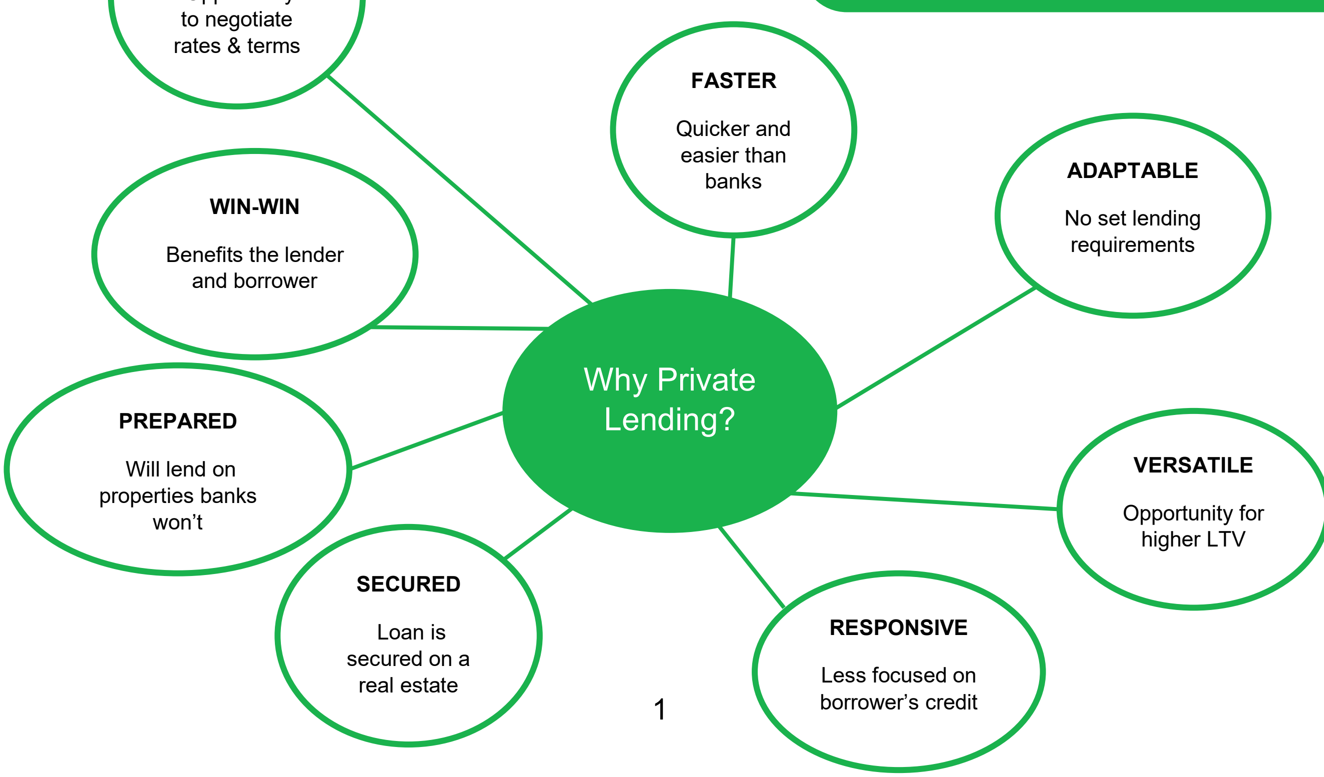
Family, Friends, Neighbours, Co-workers

Secondary Connections

Keyspire Community, Associates of your Primary Connections

Tertiary Connections

Strangers, Individuals found through outside networking and/or advertising



Why is private lending used?

Opportunities with private lending are endless. Why investors might use private lending:

- Flipping
- Wholesaling
- Rehab properties
- Underperforming properties
- *Flip to Yourself*™
- Short-term loans
- Quick closings
- When the bank says “No”

UNLOCK The Power of Private Lending

Who can be your private lenders?

Primary Connections

Family:

1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________

Friends:

6. ______________________
7. ______________________
8. ______________________
9. ______________________
10. ______________________

Neighbours:

11. ______________________
12. ______________________
13. ______________________
14. ______________________
15. ______________________

Co-workers:

16. ______________________
17. ______________________
18. ______________________
19. ______________________
20. ______________________

Secondary Connections

Keyspire Community:

21. ______________________
22. ______________________
23. ______________________
24. ______________________
25. ______________________

Associates of your primary connections:

26. ______________________
27. ______________________
28. ______________________
29. ______________________
30. ______________________

Tertiary Connections

As you're growing your network, keep track of future connections here:

31. ______________________
32. ______________________
33. ______________________
34. ______________________
35. ______________________
36. ______________________
37. ______________________
38. ______________________
39. ______________________
40. ______________________
41. ______________________
42. ______________________
43. ______________________
44. ______________________
45. ______________________
46. ______________________
47. ______________________
48. ______________________
49. ______________________
50. ______________________

So there you have it! You've just brainstormed 50 potential private lending partners!

> Not quite ready yet? Consider practicing your position preposition with some of these people on your list.