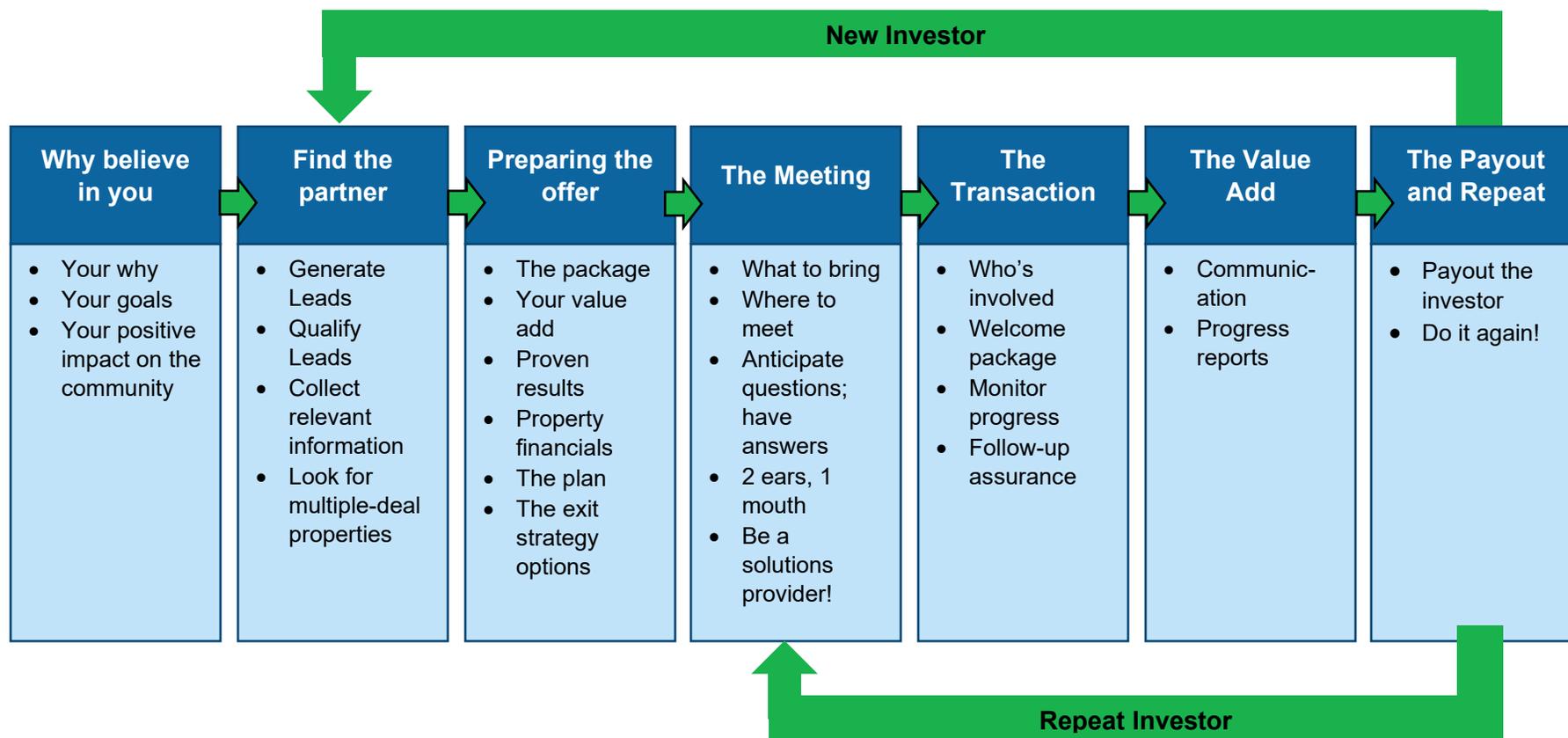


Private Equity JV Process



Week 24

The Joint Venture Process can be broken down in 7 steps.



Your 7 Step JV Process

1. Why believe in you

- What is your why?
- What are your goals?
- What positive impact do you make on the community?

2. Find the partner

- How are you going to generate leads?
- How are you going to qualify leads?
- What system are you going to use to collect relevant information?
- How are you going to look for multiple-deal properties?

3. Preparing the offer

- What are you going to include in your presentation package?
- What is your value add?
- What are your proven results?
- What are the property financials?
- What's the plan?
- Detail the exit strategy options

4. The Meeting

- What are you bringing to the meeting?
- Where are you going to meet?
- What questions do you anticipate? How are you going to answer them?

5. The Transaction

- Who's involved?
- What are you including in your welcome package?
- How are you going to monitor progress?
- What's your follow-up assurance plan?

6. The Value Add

- How are you going to communicate?
- How often are you going to send out Progress Reports? What are you going to include?

7. The Payout and Repeat

- When are you paying out the investor?
- Would you work with this partner again? What's next?