

STRUCTURING YOUR JV ACTIVITY

This activity is meant to help you learn how to structure JV deals and learn how different experience and skill sets can align well with certain property types to maximize the profitability and chances of success of the project.

Below you will find example personas that need your help selecting a property and structuring a JV that fits with their skills and is attractive to investors. Look at the four different properties for sale on the next page and consider which property type would match each persona best.

Persona #1

Renovation Randy has been in construction for years and is just beginning to get into real estate investing. Help him select a property and structure a JV knowing some of his primary skills include:

- Working on and managing home renovations
- Problem solving
- Organizing people
- Bookkeeping
- Open-minded and good listener

Best suited property: _____

Why did you choose this property? _____

Persona #2

Pattie-May Project-Manager has experience in her full-time job managing projects, timelines, and people. Help her select a property and structure a JV knowing some of her primary skills include:

- Ability to delegate and plan
- Results oriented
- Desire to learn and improve
- Ability to manage time and budgets
- Adaptable and outgoing

Best suited property: _____

Why did you choose this property? _____

Persona #3

Yourself! Take an inventory of your skills and experience and pick one of these properties that you think will fit your primary skills. There is no wrong answer on property or structure, but one that best fits with your experience will be setup for best chances of success and will be more attractive for investors.

Primary skills include:

- | | | |
|---------|---------|---------|
| • _____ | • _____ | • _____ |
| • _____ | • _____ | • _____ |

Best suited property: _____

Why did you choose this property? _____