

ANSWER KEY: EXPERIENCE TO TRANSFERABLE SKILLS

Amanda gained the skills in the left column from her experiences working as a Restaurant Manager and when she was 19 years old and working Sales at a gym when she was 20 years old.

How do Amanda’s work experience skills translate to real estate investing skills?

Work Experience Skills	Real Estate Investing Skills
A. Diffuse and Resolve Customer Complaints	G Sales Funnel, Booking, Presenting and Closing JV's
B. Work the Restaurant, Schmooze and Enjoy it!	H Confidence and Persistence
C. Bank Reconciliations, Deposits, Schedules and Payroll	D Tenant Placements and Evictions
D. Hiring and Firing Staff	F Prioritize your Business for the Biggest Payouts
E. People Management (being the youngest)	I Answer Hard Questions and Problem Solving
F. Multi-tasking in a Fast-Paced Environment	A Tenant Disputes
G. Booking Leads, Show rates, Closing sales	B Real Estate Networking Events
H. Asking for the Sale. Hearing NO, more than YES!	E Gaining respect and trust from people older than me
I. Handling Objections	C Calculating ROI, Reno budgets, Taxes and Owner Statements