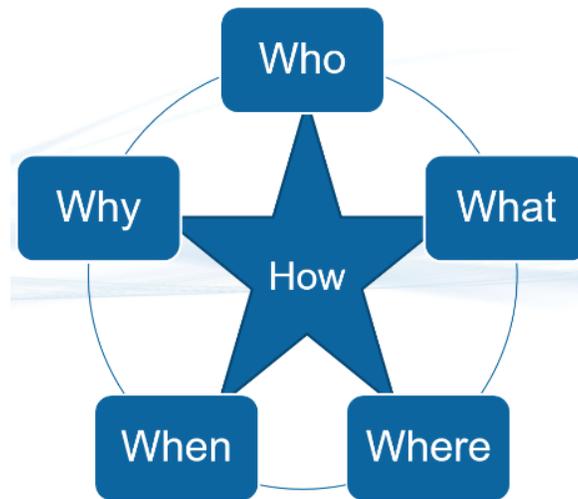


Private Lending Qualification

FUND



Week 21



You have found a private money lender—great! How do you know they are a good fit for your investing strategy? Use strategic questions using the 5Ws and 1H model to start qualifying your private money lenders.

The following questions can be used to qualify a private lender, a borrower, and a private lending deal.



In the future, would you consider becoming a private lender once you've made enough money in real estate?

Who	<ul style="list-style-type: none"> • Who is on title? • Who is involved? • Who is doing what work? • Who else do you know that is interested in private lending?
What	<ul style="list-style-type: none"> • What funds can be invested? • What is the minimum and maximum investment? • What investing criteria must be met? • What is the ROI? • What are the risks and to who?

	<ul style="list-style-type: none"> • What are my strengths & weaknesses of this type of investment? • What is the maximum Loan to Value (LTV)? • What is the interest rate? • What are the specific requirements or conditions that need to be met for a loan? • What is your preferred property type? • What additional information do you need from me?
Where	<ul style="list-style-type: none"> • Where does this fit in my portfolio? • Where is the project?
When	<ul style="list-style-type: none"> • When are the funds required? • When is the maturity of the agreement? • When does the refinance/sale take place? • When do you need a decision made by?
Why	<ul style="list-style-type: none"> • Why is the lender interested in private lending? Why is the borrower using private money?
How	<ul style="list-style-type: none"> • How long is the investment for? • How is the payback completed? • How many private lending transactions have you done? • How long will it take to transfer funds once the loan is negotiated? • How willing are you to negotiate terms?

