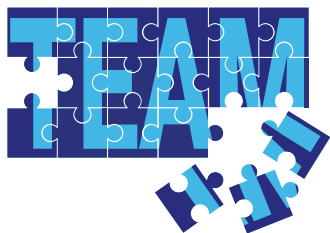


Team Builder Quick Guide



A Keyspire Unique Tool



Building a reliable, skilled team is one of the smartest moves you can make as a real estate investor because your success depends on the quality of the people around you. From finding and financing deals to managing properties and navigating legal or tax challenges, each team member plays a critical role in protecting your investments and maximizing your returns. A strong team not only helps you move faster and make better decisions but also reduces costly mistakes and frees up your time to focus on growing your portfolio. In real estate, the right people are just as valuable as the right properties.

Here is a list of your team players and the best traits and skills they should possess:

Mortgage Broker

Creative Financing Knowledge

Can structure deals with different products (conventional, private, B-lenders, etc.)

Investor-Focused

Understands value add strategies, rentals, JV structures, and portfolio scaling

Responsive & Communicative

Fast turnaround, clear explanations, available when deals are hot

Strong Lender Relationships

Has access to multiple institutions and knows how to get exceptions approved

Property Manager

Tenant Screening Expertise

Strong systems for background checks, credit, and references

Strong Communication

Keeps you updated, handles tenant concerns professionally

Legal/Regulatory Knowledge

Knows landlord-tenant laws and how to stay compliant

Maintenance Management Skills

Has reliable trades and handles issues quickly and affordably

Realtor

Investor-Minded

Understands cap rates, ROI, off-market deals, and income properties

Negotiation Skills

Can get you better terms, close quickly, strong negotiation skills

Network Access

Has access to pre-market leads, or off-market deals

Market Knowledge

Understands growth areas, zoning, and local investment trends

Wholesaler

Deal Sourcing Ability

Consistently brings undervalued or distressed properties

Honesty/Transparency

Discloses all known issues with the property; no surprises

Assignment Contract Savvy

Understands how to structure clean, assignable deals

Responsive

Fast-moving and communicative (especially during negotiations/assignments)

