

Let me tell you what THE DEAL is, lol, let's dig in.

We have already discussed **the 3 most important things** that constitute a deal:

Commercial Properties:

- 1) Total operating income (TOI)
- 2) Total Operating Expenses (TOE)
- 3) Asking Price (AP)

Residential Properties:

- 1) Fair Market Value (FMV)
- 2) Repair Cost (RC)
- 3) Asking Price (AP)

So now, let's establish how you give me a deal to evaluate so we can buy effectively, ok?

Commercial Properties:



- 1) Total operating income (TOI) = \$300,000
- 2) Total Operating Expenses (TOE) = \$100,000
- 3) Asking Price (AP) = \$2,000,000

Residential Properties:



- 1) Fair Market Value (FMV) = \$100,000
- 2) Repair Cost (RC) \$10,000
- 3) Asking Price (AP) \$50,000

See how simple that was?

A pic of the property and **the 3 most important things**, nothing more.

It takes me 3 minutes to make a decision if I focus only on what matters, **the 3 most important things**, everything else is irrelevant to the deal.

TOO MUCH INFORMATION IS A WASTE OF TIME

Why would you give me a 30 page property information sheet you got from a realtor and make me waste an hour or more figuring out **the 3 most important things**?

IF YOU WASTE YOUR TIME YOU ARE WASTING MY TIME AND IF YOU WASTE MY TIME YOU ARE WASTING YOUR TIME

We are partners and have a symbiotic relationship now.

TIME IS MONEY SO DON'T WASTE MONEY

The only core purpose of doing business is to make a profit, the mission and philosophy if any are secondary to the business.

IT IS NOT GREED IT'S BUSINESS

Like my **Supergreen Buildingmaterial**, it is super nice that it recycles about 100 TONS per 1,000 sqft. built and have all those awesome super attributes but the core of the business is that you can make 3 times the money building Superhomes than building any kind of stick frame or concrete home you can think of.

Ok, back to "the deal", let's review how to present a deal again so it sits:

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- 2) Repair Cost (RC) \$10,000
- 3) Asking Price (AP) \$50,000

One last time so it really really sits, lol...

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Now you know what I need and how I need it, and not only me but anyone in the business, a pic to visualize the property and **the 3 most important things** is what **THE DEAL** is, nothing more, capisce?

Sure, every building has a story and a verbal description...

I am curious so you should tell me, but AFTER you tell me the deal and ONLY on the deals we decided to work on so it don't become overkill.

YOU BUY MAYBE 3 OUT OF 10 DEALS YOU MAKE OFFERS ON

So you must make offers like a machinegun and for that you must only focus on what matters, the 3 most important things

After I agree that you got a deal then I will ask you...

WHAT'S THE STORY?

Then you can tell me that it is a nice stripcenter with 2 bars and a Chilli's in it and 300 car parking lot and that the seller is in Florida and that the sky is up and the ground is down and... well... you catch my drift... lol.

AND TO REALLY OVERKILL SO YOU NEVER EVER FORGET THIS LESSON

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Never say I didn't tell you what THE DEAL is... now... please be coachable ok?

Upgrade for \$333 and partner with me (affiliates only)

HERE IS WHAT TO DO

[CLICK HERE TO LEARN IT ALL](#)



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at <https://dariobusch.com/products/>

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