

THE 90 DAY CHALLENGE:

Prepare to Buy Your First (or Next) Real Estate Deal in the Next 90 Days!

A Free Webinar from BiggerPockets.com



Hosted by Brandon Turner, co-host of the BiggerPockets Podcast!

Twitter: @**BrandonAtBP** Instagram: @**BeardyBrandon**

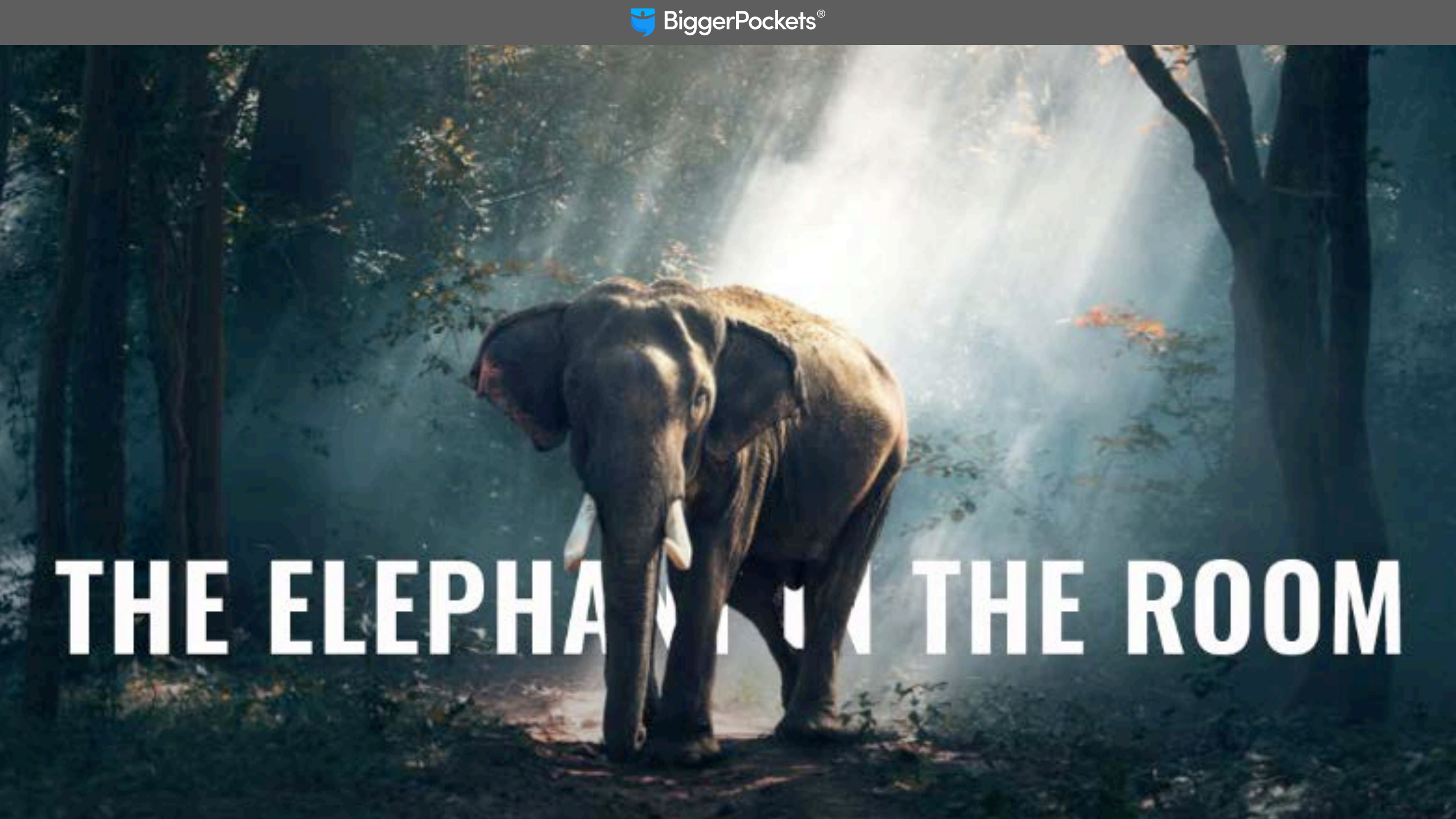
WELCOME!



TODAY'S GOAL IS SIMPLE:

To help you build a step-by-step plan to buy your first (or next) property in the next 90 days.

No matter how much experience, time, or, money you currently have.



THE ELEPHANT IN THE ROOM

Can you still invest in real estate today?

- Lenders are holding back, waiting, but loans still are going through
- Getting to view properties is tough/impossible
- Tenants aren't moving
- Many people are getting laid off
- The stock market is incredibly volatile

BUT...

We are moving toward what may
become the greatest chance to get
great deals we've seen in over a decade.

We are moving toward what may become the greatest chance to get **great deals** we've seen in over a decade.

The BiggerPockets 90-Day Challenge™ is designed to prepare you for that moment.

IN THE NEXT 90 MINUTES...

We're going to cover a LOT

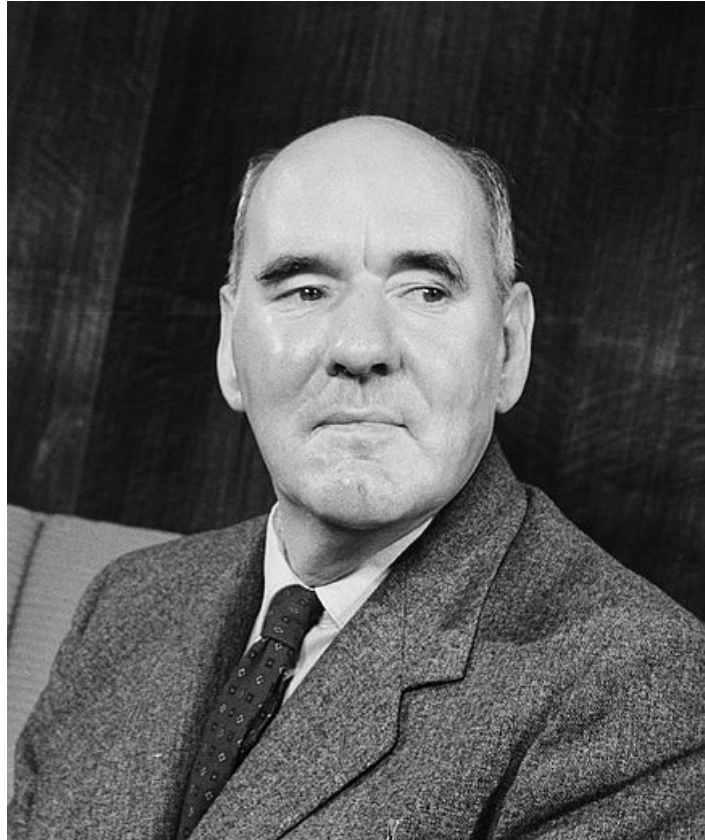
- Door Prizes - free gifts just for being here!
- Why 90 days?
- Learn how to build a real estate funnel that delivers leads on autopilot
- Discover how BiggerPockets can propel you to greater success, faster.
- Question & Answer

THE 90 DAY CHALLENGE

THE 90 DAY CHALLENGE

Why 90 Days?

LET ME INTRODUCE YOU TO MY FRIEND...



Cyril Northcote Parkinson (1909 – 1993)
“British naval historian and author”



WIKIPEDIA
The Free Encyclopedia

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Parkinson's law

From Wikipedia, the free encyclopedia

Not to be confused with [Parkinson's law of triviality](#).

Parkinson's law is the adage that "work expands so as to fill the time available for its completion". It is also sometimes applied to the growth of the bureaucratic apparatus in an organization.

Contents [\[hide\]](#)

1 [History](#)

2 [Corollaries](#)

HOW LONG DOES IT REALLY TAKE TO **PREPARE** TO **BUY** A REAL ESTATE DEAL?

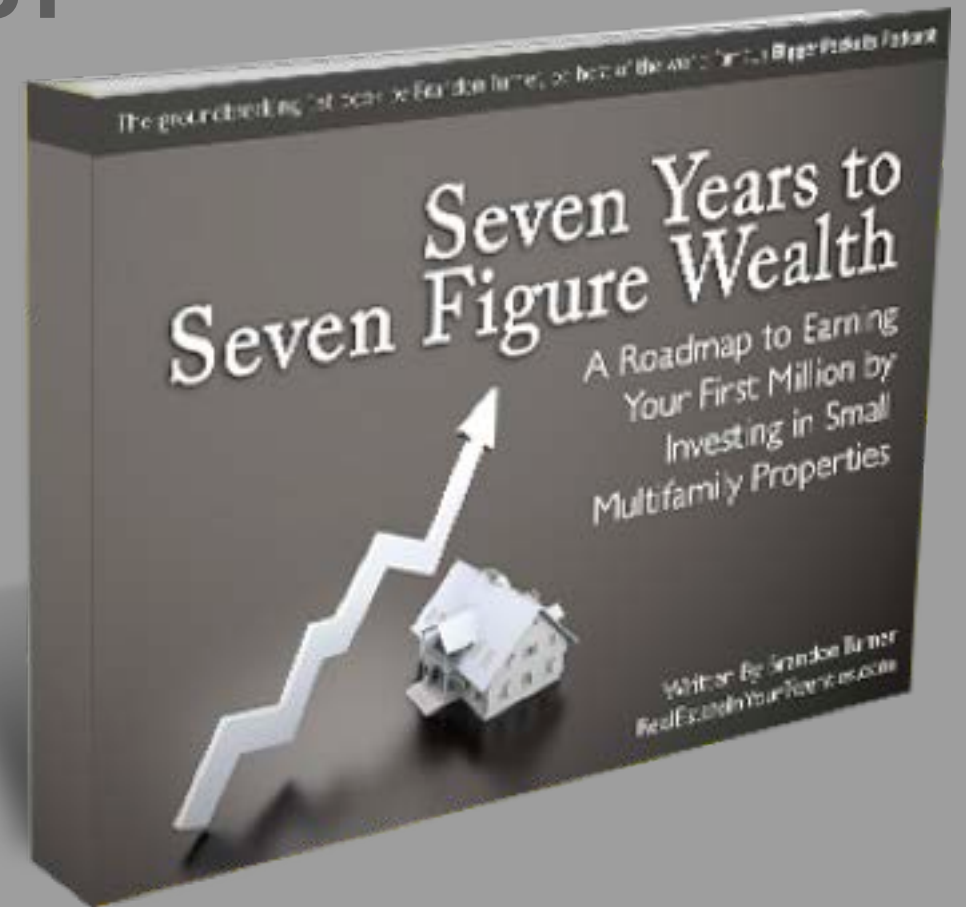
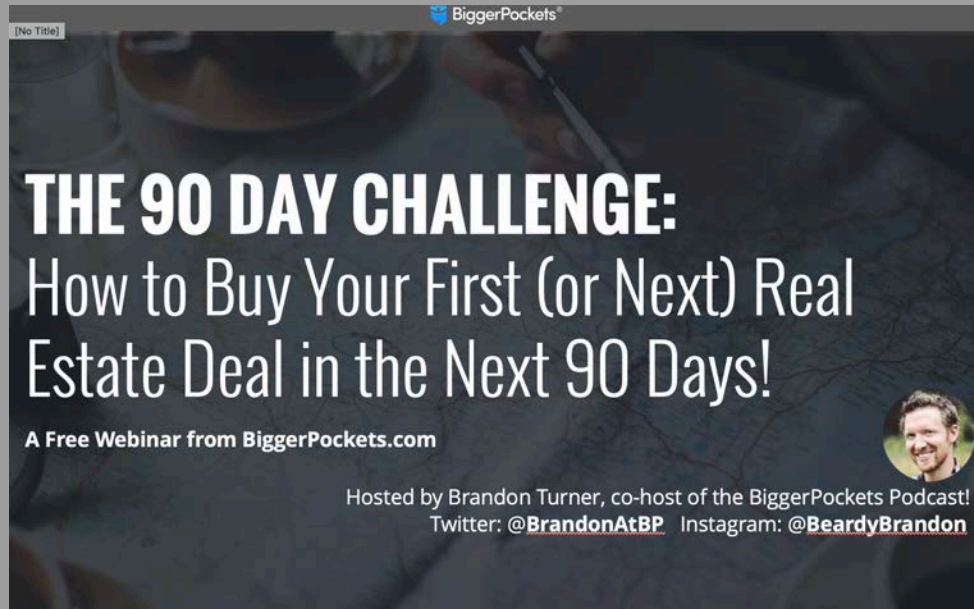
**LET'S DO IT IN
90 DAYS**

FREE GIFTS!



www.BiggerPockets.com/books

BUT FIRST- FREE GIFTS!



www.BiggerPockets.com/____

www.BiggerPockets.com/____

ABOUT US

ABOUT US



BIGGERPOCKETS

The real estate investing
social network, marketplace,
and information hub.

Blogs, forums, podcasts, webinars, webinar replays, analysis tools, networking, books, videos, and more [all designed to help you use real estate investing to achieve your goals.](#)

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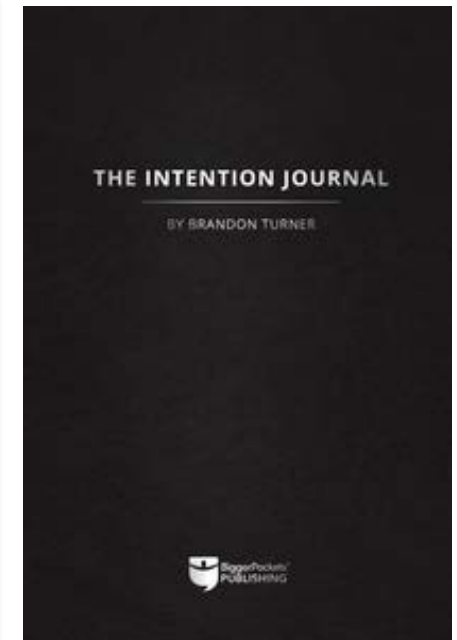
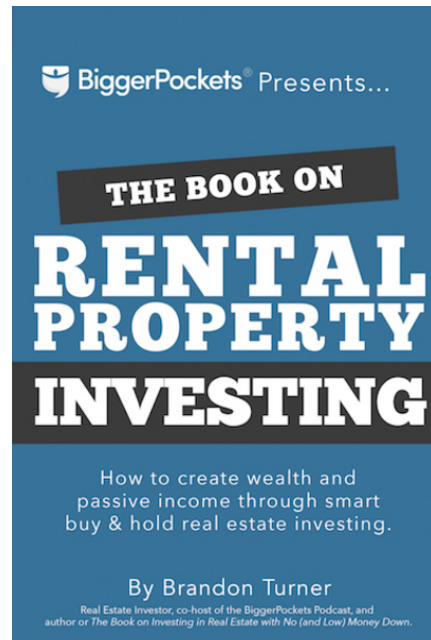
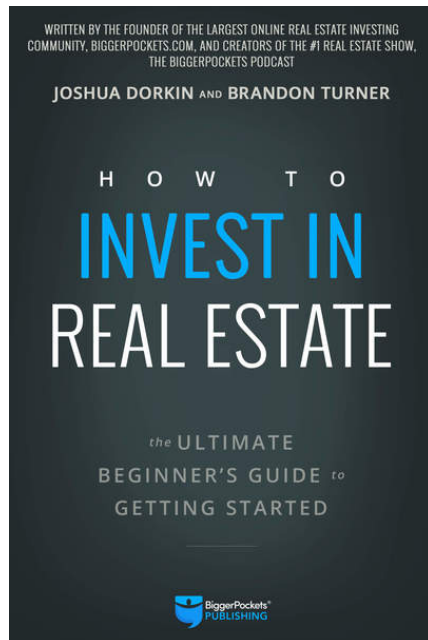


BRANDON TURNER

Real Estate Investor
Maui, HI

- Landlord & Flipper
- Co-host of the BiggerPockets Podcast
- Married to Heather, dad of Rosie and Wilder
- Author of... several books!
- Travel-addict





I SHOULD NOT HAVE SUCCEEDED...

- Started as the 2007 recession began.

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- Lower-middle-class family

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I SHOULD NOT HAVE SUCCEEDED...

- Started as the 2007 recession began.
- Lower-middle-class family
- Had no money and no experience
- Everyone told me I shouldn't get into real estate
- I made a LOT of mistakes, floundered around for years
- But then I discovered what I was doing wrong: I was approaching my real estate the same way most of us approach fitness.



- They have a strong reason (a “why”) for getting in shape




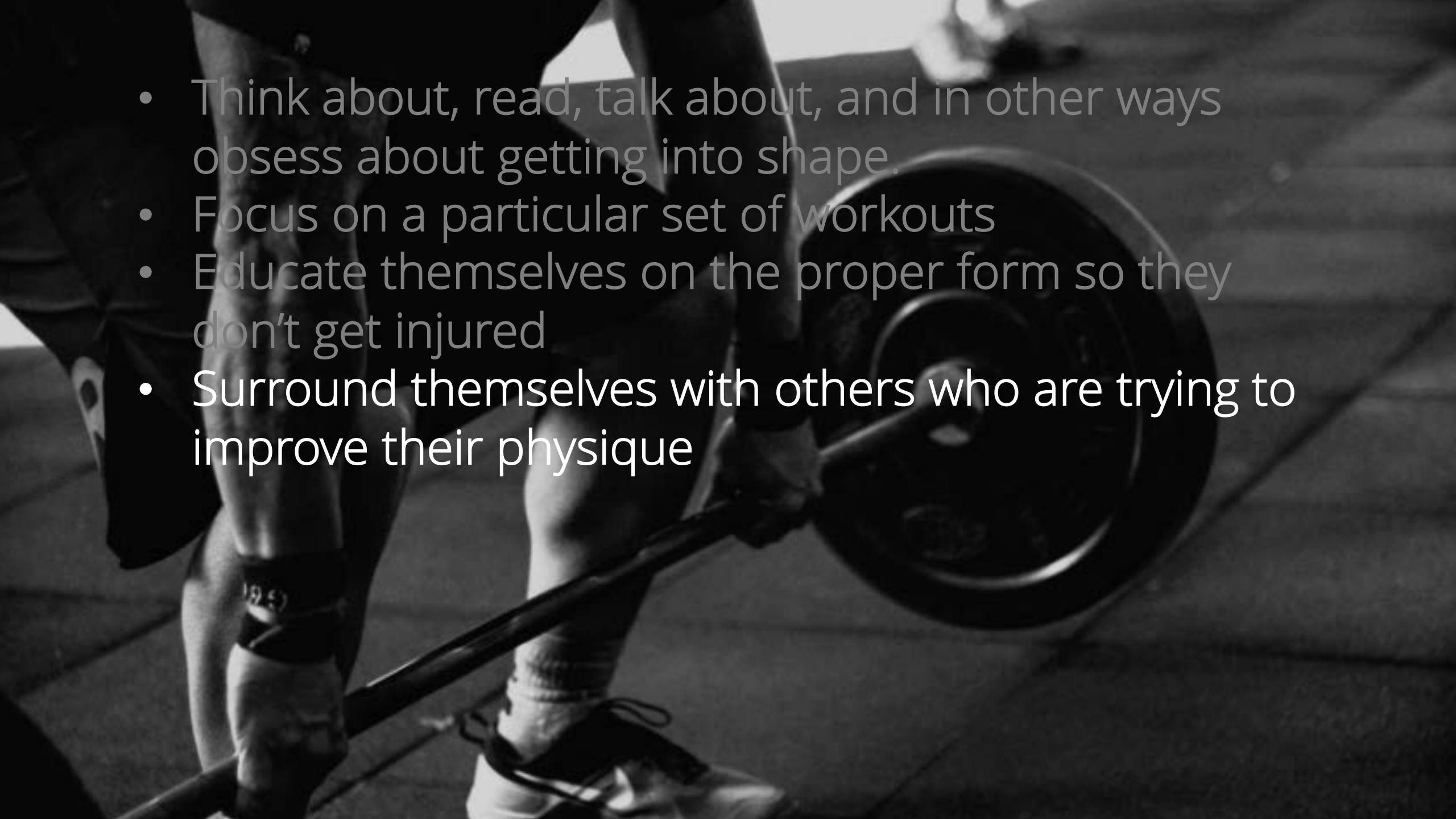
- They have a strong reason (a “why”) for getting in shape
- Think about, read, talk about, and in other ways obsess about getting into shape.

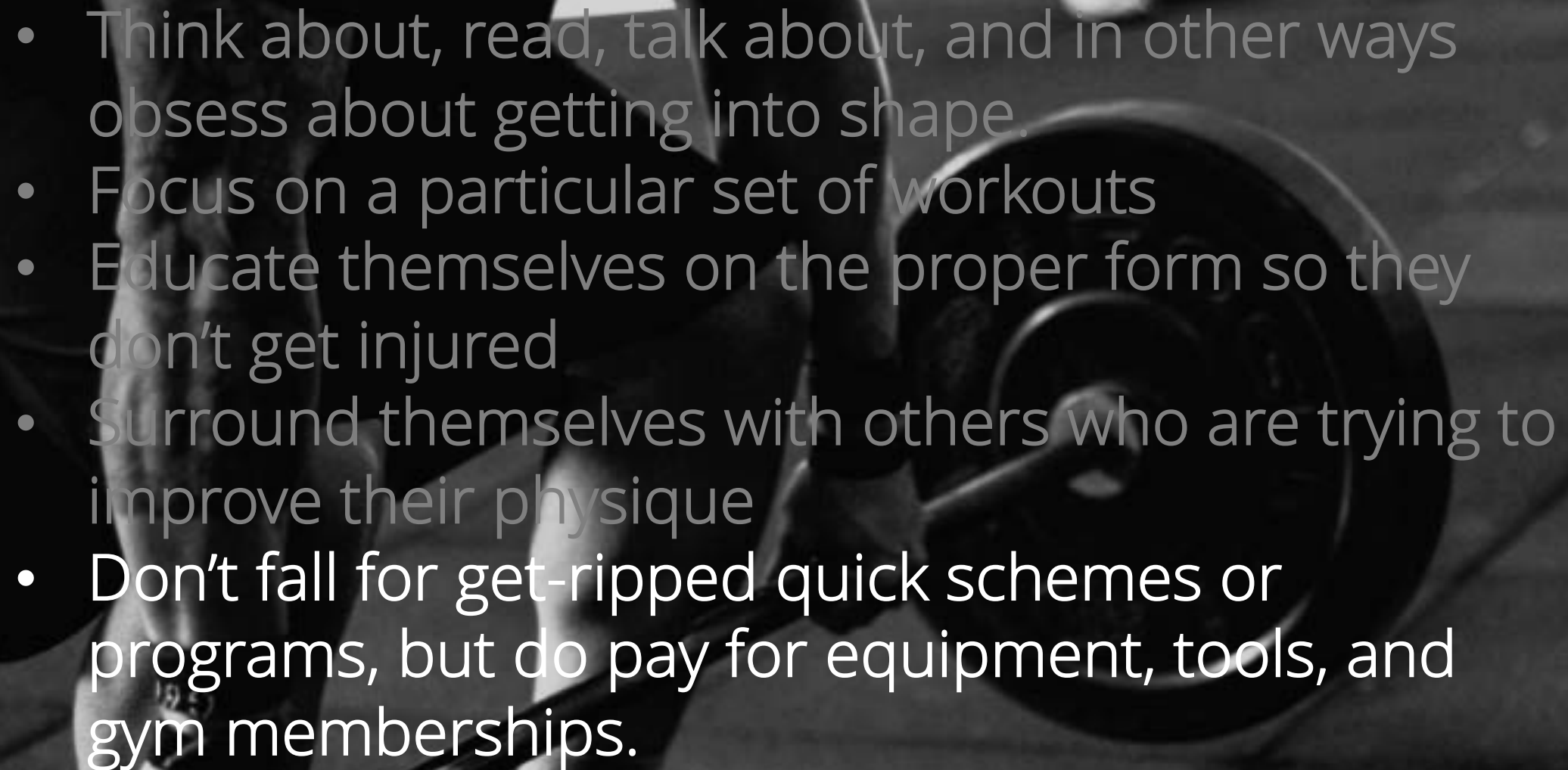


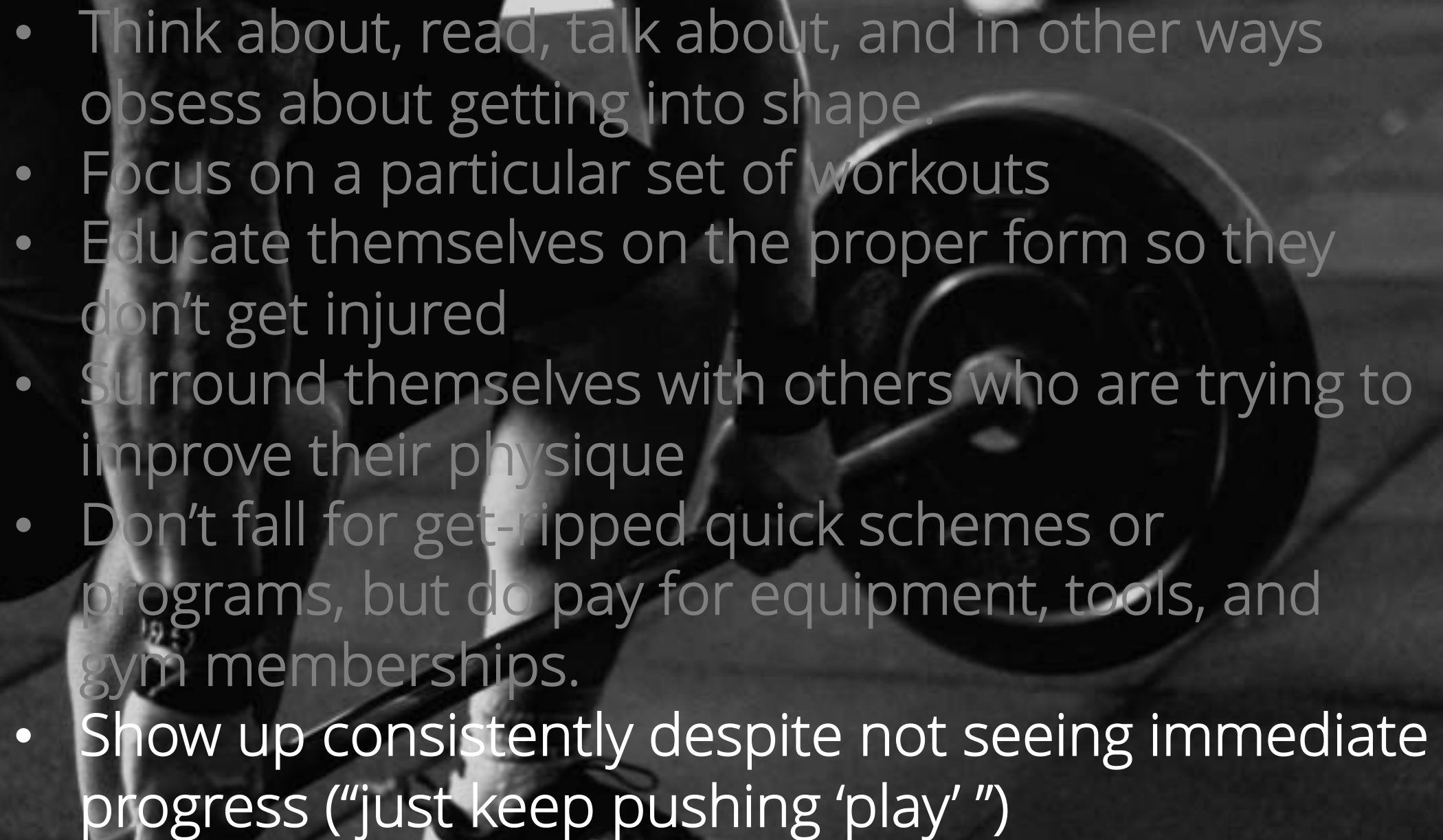
- Think about, read, talk about, and in other ways obsess about getting into shape.
- Focus on a particular set of workouts



- 
- Think about, read, talk about, and in other ways obsess about getting into shape.
 - Focus on a particular set of workouts
 - Educate themselves on the proper form so they don't get injured

- 
- A black and white photograph of a person performing a deadlift. The person is wearing a dark t-shirt, light-colored leggings, and a wristband on their right wrist. They are lifting a barbell with a large weight plate. The background is a gym floor.
- Think about, read, talk about, and in other ways obsess about getting into shape.
 - Focus on a particular set of workouts
 - Educate themselves on the proper form so they don't get injured
 - Surround themselves with others who are trying to improve their physique

- 
- A black and white photograph of a person performing a deadlift in a gym. The person is wearing a dark t-shirt, light-colored shorts, and sneakers. They are lifting a barbell with a large weight plate. The background is slightly blurred, showing other gym equipment and a person in the distance.
- Think about, read, talk about, and in other ways obsess about getting into shape.
 - Focus on a particular set of workouts
 - Educate themselves on the proper form so they don't get injured
 - Surround themselves with others who are trying to improve their physique
 - Don't fall for get-ripped quick schemes or programs, but do pay for equipment, tools, and gym memberships.

- 
- A black and white photograph of a person performing a deadlift. The person is wearing a dark t-shirt and shorts, and is lifting a barbell with weights. The background is a gym floor with a wooden bench visible.
- Think about, read, talk about, and in other ways obsess about getting into shape.
 - Focus on a particular set of workouts
 - Educate themselves on the proper form so they don't get injured
 - Surround themselves with others who are trying to improve their physique
 - Don't fall for get-ripped quick schemes or programs, but do pay for equipment, tools, and gym memberships.
 - Show up consistently despite not seeing immediate progress ("just keep pushing 'play' ")



4-plex

A photograph of a row of modern townhouses in various colors (yellow, red, blue, teal) with white trim and small front porches. A person is standing on the porch of the blue townhouse. The entire image is covered with a semi-transparent blue overlay.

\$1,432 / month

4-plex



Triplex



\$1,010 / month

Triplex



4/5 plex



\$1583 / month

4/5 plex

A photograph of a modern, rustic-style living room. The room features a light-colored sofa with patterned cushions, a wooden coffee table with candles, and a large wooden vase with dried branches. The walls are made of light wood, and the ceiling is also wood-paneled. Large floor-to-ceiling windows offer a view of a lush garden with various plants and a dense forest in the background. The text "IT DOESN'T TAKE THAT MANY PROPERTIES TO ACHIEVE FINANCIAL FREEDOM." is overlaid in white, bold, sans-serif font across the center of the image.

**IT DOESN'T TAKE THAT MANY
PROPERTIES TO ACHIEVE FINANCIAL
FREEDOM.**

A photograph of a modern, rustic-style living room. The room features a light-colored wooden ceiling and walls. Large floor-to-ceiling windows offer a view of a lush, green garden and a dense forest. Inside, there is a light-colored sofa with patterned cushions, a wooden coffee table with two white candles, and a large potted plant. The text is overlaid in white, bold, sans-serif font.

**IT DOESN'T TAKE THAT MANY
PROPERTIES TO ACHIEVE FINANCIAL
FREEDOM.**

IT JUST TAKES THE RIGHT ONES.

----- the -----

Real Estate Investor Mastery *Journey*



----- the -----

Real Estate Investor Mastery *Journey*



Why do you want to invest in
real estate?

----- the -----

Real Estate Investor Mastery *Journey*





How will you invest in real
estate?

Niches

- Single Family Homes
- Small Multifamily
- Large Multifamily
- Office Space
- Retail
- Mobile Homes
- Mobile Home Parks
- Raw Land

Strategies

Niches

- Single Family Homes
- Small Multifamily
- Large Multifamily
- Office Space
- Retail
- Mobile Homes
- Mobile Home Parks
- Raw Land

Strategies

- Buy and hold
- Fix-and-Flipping
- Wholesaling
- Development
- Turnkey
- BRRRR
- House Hacking
- Student Rentals
- Vacation Rentals

Pick one niche
and one strategy
To begin with;

you don't need to learn it all!

----- the -----

Real Estate Investor Mastery *Journey*



How will you find real estate deals?

How will you find real estate deals?

(Simple)

1. Go to www.Realtor.com or www.Zillow.com
2. Sort by your criteria
3. Look for “hidden potential”

How will you find real estate deals? (Medium)

1. Get in your car and drive
2. Download the “Deal Machine” app
3. Find vacant or run-down properties and add them to the app
4. Mail letters or postcards to prospects
5. Repeat steps 1-4 indefinitely
6. Bonus: hire others to drive for you)

How will you find real estate deals?

(Advanced)

1. Download a list of prospects from ListSource.com
2. Mail letters or postcards to 1,000+ / month using a service like OpenLetterMarketing.com
3. Answer the phone (companies like CallPorter.com can answer for you)

**GET LEADS HOWEVER
YOU CAN**

“BUT... HOW DO I GET THE LEADS TO ANALYZE?”



www.BiggerPockets.com/ProReplay



**EVERY PROPERTY HAS A
“HOME RUN NUMBER”**

----- the -----

Real Estate Investor Mastery *Journey*



“Every result that you desire is preceded by a process that is required to produce the result. When you define YOUR process and commit to it for an extended period of time, the results take care of themselves.”

- Hal Elrod

L.A.P.S. Funnel



The diagram is a funnel shape composed of four stacked trapezoidal segments. From top to bottom, the segments are: a brown segment labeled 'Leads', a blue segment labeled 'Analysis', a green segment labeled 'Pursue', and a white segment labeled 'Success!'. The segments decrease in width from top to bottom, forming a funnel shape.

Leads

Analysis

Pursue

Success!

L.A.P.S. Funnel

Leads

300

direct mail letters sent

Analysis

Pursue

Success!



L.A.P.S. Funnel

Leads

300

direct mail letters sent

Analysis

40

Calls answered and deals analyzed

Pursue

Success!

L.A.P.S. Funnel

Leads

300

direct mail letters sent

Analysis

40

Calls answered and deals analyzed

Pursue

12

Offers made

Success!

L.A.P.S. Funnel

Leads

300

direct mail letters sent

Analysis

40

Calls answered and deals analyzed

Pursue

12

Offers made

Success!

1

Deal accepted... and \$1,432/mo in cash flow and \$100,000 in equity.

WHAT'S YOUR PROCESS?

HOW WILL YOU GENERATE LEADS?

WHAT IS YOUR NEXT ACTIONABLE STEP TO DO THIS?

HOW WILL YOU GENERATE LEADS?

WHAT IS YOUR NEXT ACTIONABLE STEP TO DO THIS?

HOW MANY DEALS WILL YOU ANALYZE ?

PER MONTH? PER WEEK? PER DAY?

HOW WILL YOU GENERATE LEADS?

WHAT IS YOUR NEXT ACTIONABLE STEP TO DO THIS?

HOW MANY DEALS WILL YOU ANALYZE ?

PER MONTH? PER WEEK? PER DAY?

HOW MANY OFFERS WILL YOU MAKE?

PER MONTH? PER WEEK? PER DAY?



90 DAY CHALLENGE

PLAN**PREPARE**PURCHASE

WORK ON YOUR REAL ESTATE
PROCESS FOR 15 MINUTES PER
DAY, 5 DAYS PER WEEK, FOR
90 DAYS

Kickoff Challenge:

Analyze 30 deals over the
next 30 days.

Let's do one together right
now so you'll see how
incredible easy
BiggerPockets makes this.

----- the -----

Real Estate Investor Mastery *Journey*



How will you fund
your real estate deals?

How will you fund your real estate deals?

1. Conventional loans
2. Partnerships
3. Hard money lenders
4. Seller financing

The key to financing real estate:

Get a **great deal!**

“BUT... WHAT IF I DON'T HAVE MONEY?”



www.BiggerPockets.com/ProReplay

----- the -----

Real Estate Investor Mastery *Journey*



How will you stay persistent for the long haul?

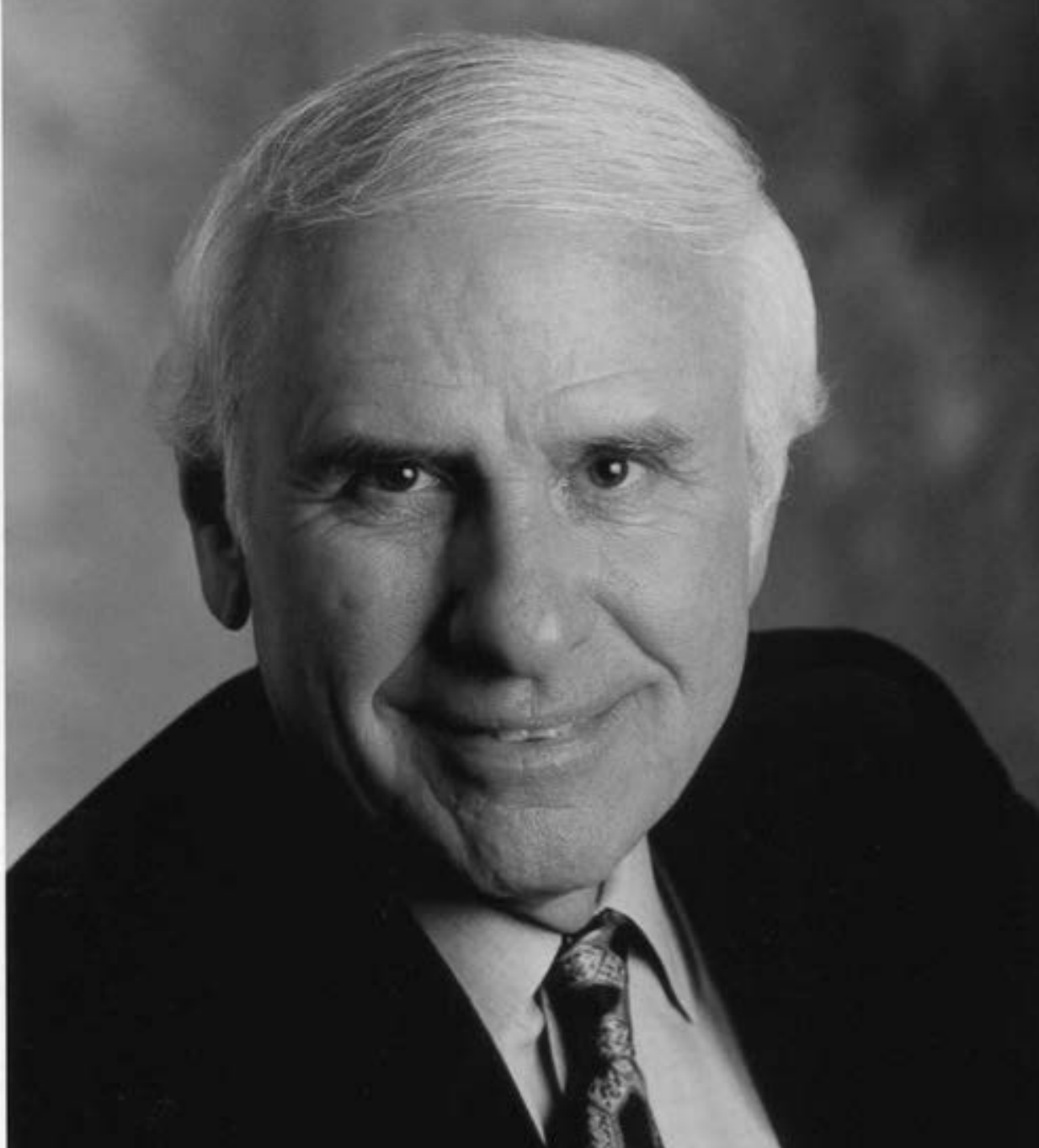
How will you stay persistent for the long haul?

1. Mastermind groups?
2. Daily journaling / tracking?
3. Performance coaching?

----- the -----

Real Estate Investor Mastery *Journey*





**"LIFE DOESN'T
GET BETTER BY
CHANCE. IT
GETS BETTER BY
CHANGE."**

-Jim Rohn

REAL ESTATE
INVESTING
OFTEN FEELS
LIKE THIS:



BUT THAT'S A
LIE.

THIS IS WHAT
REAL ESTATE
INVESTING IS.

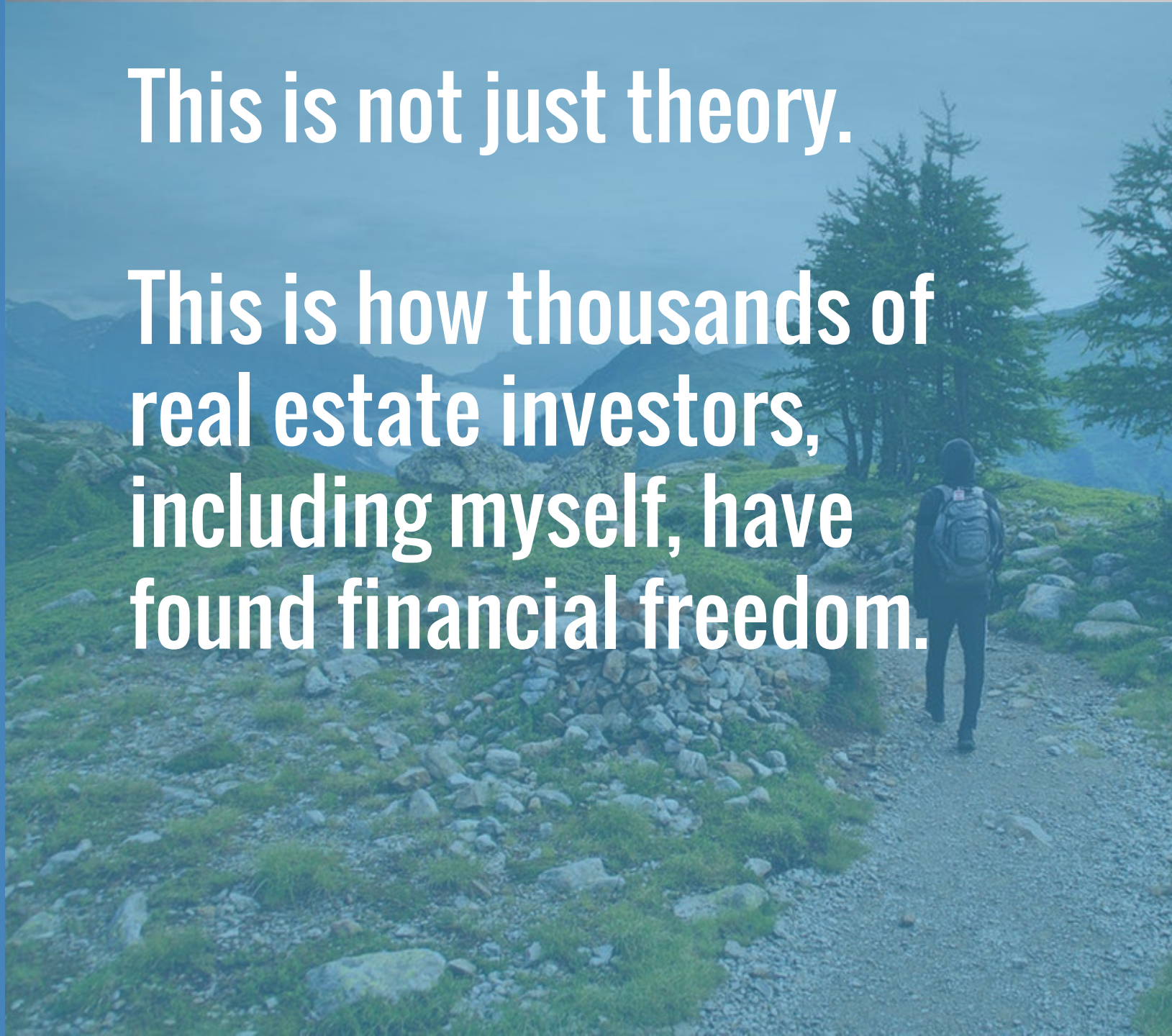


AND AT BIGGERPOCKETS
WE BUILD TOOLS TO HELP
INVESTORS ON THEIR
JOURNEY.



This is not just theory.

**This is how thousands of
real estate investors,
including myself, have
found financial freedom.**



SO-

HERE ARE TWO
BIG
QUESTIONS:



**1. ARE YOU FIRED UP AND
TRULY COMMITTED TO
USING REAL ESTATE TO
OBTAIN FINANCIAL
FREEDOM?**



**2. WILL YOU TAKE ON THE
90-DAY CHALLENGE AND
COMMIT TO WORKING 15
MINUTES PER DAY, 5 DAYS
PER WEEK, FOR 90 DAYS?**



ARE YOU IN?
#BP90DAYS

I'M IN!



PLAN**PREPARE**PURCHASE

GREAT!

“

“If more information was the answer - we would all be billionaires with perfect abs.”

-Derek Sivers

So... What's the key to success?



So... What's the key to success?

Action!



So... What's the key to success?

Daily Consistent Action

Achieved My Goal for the 90-Day Challenge

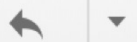
Inbox x



Paxson [redacted]@gmail.com>

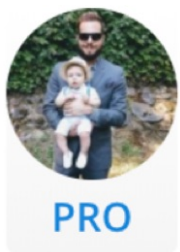
to me ▾

Dec 4 (4 days ago) ☆



Hey Brandon,

I have been watching your webinars for a while now, and took the 90-day challenge and I acheived my goal to get a duplex for a house hack! I know that real estate is a great path to financial freedom, and I know that getting this house hack will be a great start to my financial freedom journey. We will be closing on the duplex by the end of the week, and I will be an official real estate investor! I just wanted to thank you for your motivation and help along the journey! Thanks!



Ethan [redacted], Washington

replied about 16 hours ago

@Brandon Turner I just put my first investment property under contract today. Your 90 day challenge pushed me from the planning stage to taking action. Thanks for the motivation and invaluable information the BP team provides!

16 1
posts votes



Adam [redacted]

to Brandon

[redacted] [View details](#)



Brandon-

Happy new year to you! On a recent podcast you asked anyone who met your 90 day challenge to shoot you a message. I'm happy to report that I accepted your 90 day challenge and had success to land my first rental property! I got a



DON SPAFFORD on
JANUARY 11, 2018 11:12 AM

Congrats Mindy on your book. Great information as always. Wouldn't expect anything less from BP. I did the 90 day challenge last year which led me to my first rental property after analyzing dozens or even a hundred and placing offers on several to land the best one for me. I love BP and I love the BP books and other products. Still waiting on t-shirts.



90 day challenge

Joe Ventresco reported 9 minutes ago (Mon, 5 Feb at 12:42 PM) via Email

To: support@biggerpockets.com

I was able to purchase two homes end in November last year to complete my 90 day challenge. These homes are my first two rentals and are in Maple Heights, OH, a Cleveland suburb. I was able to purchase both with no money down which was awesome. Both of the properties were supposed to be empty but some ended up living in the one which was a little interesting but it seems to be working itself out. I'm happy to chat more about my experience should the opportunity present itself. Hopefully this year I can add additional properties, only time will tell.

Thanks,

Joe Ventresco
330-977-7102

**I don't know why
you came here
today.**

Tired of working your full-time job?

**Need to start preparing for your future
retirement?**

Tired of being a “wantrepreneur?”

HERE'S WHAT I
KNOW...

HERE'S WHAT I KNOW...

Real estate investing WORKS (if you work it!)

HERE'S WHAT I KNOW...

Real estate investing WORKS (if you work it!)

Our goal at BiggerPockets is to help you reach your financial goals through real estate.

HERE'S WHAT I KNOW...

Real estate investing WORKS (if you work it!)

Our goal at BiggerPockets is to help you reach your financial goals through real estate.

So we've created some incredible tools to help you get there faster and with less pain.



 BiggerPockets®

PRO

BiggerPockets PRO
helps you do:
more deals,
faster,
with less risk.

How?

Pro Helps You Do Your
LAPS

BiggerPockets PRO

BiggerPockets PRO

- Make smarter decisions with **unlimited access** to the investment calculators on BiggerPockets!

BiggerPockets PRO

BiggerPockets®

FORUMS EDUCATION NETWORK TOOLS MARKETPLACE BOOKSTORE

Q 99+

Buy & Hold Analysis

Property Info Purchase Info Rental Info Results

Report Title * ?

What do you want to name this report?

Property Address ?

Property City

Property State

Property Zip

Annual Property Taxes ?

MLS Number ?

Need Some Help?

Want to see an example of the calculator in use? Check out this video as Brandon analyzes a rental property using the BiggerPockets Rental Property Calculator!

[Play Video](#)

BiggerPockets PRO


- Make smarter decisions with **unlimited access** to the investment calculators on BiggerPockets!
- **Unlimited Webinar replays** (over 100+ hours of educational content on dozens of topics).







BiggerPockets PRO

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- **Unlimited Webinar replays** (over 100+ hours of educational content on dozens of topics).
- Build trust and credibility with your **Pro Badge, Profile Video, and Enhanced Forum Signature.**

BiggerPockets PRO

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Brandon Turner
Investor
📍 Maui, HI
[Update background image](#)


7.0K
FOLLOWERS

64
FOLLOWING

5.7K
CONNECTIONS





 Pro

 **Top Subject:** Rentals

Hey, My name is Brandon! I am an active real estate investor (probably a little TOO active!) and the co-host of The BiggerPockets Podcast! I have been actively involved in real estate since I was 21 and totally and fully in love with the whole business.

I also wrote "The Book on Rental Proper..."

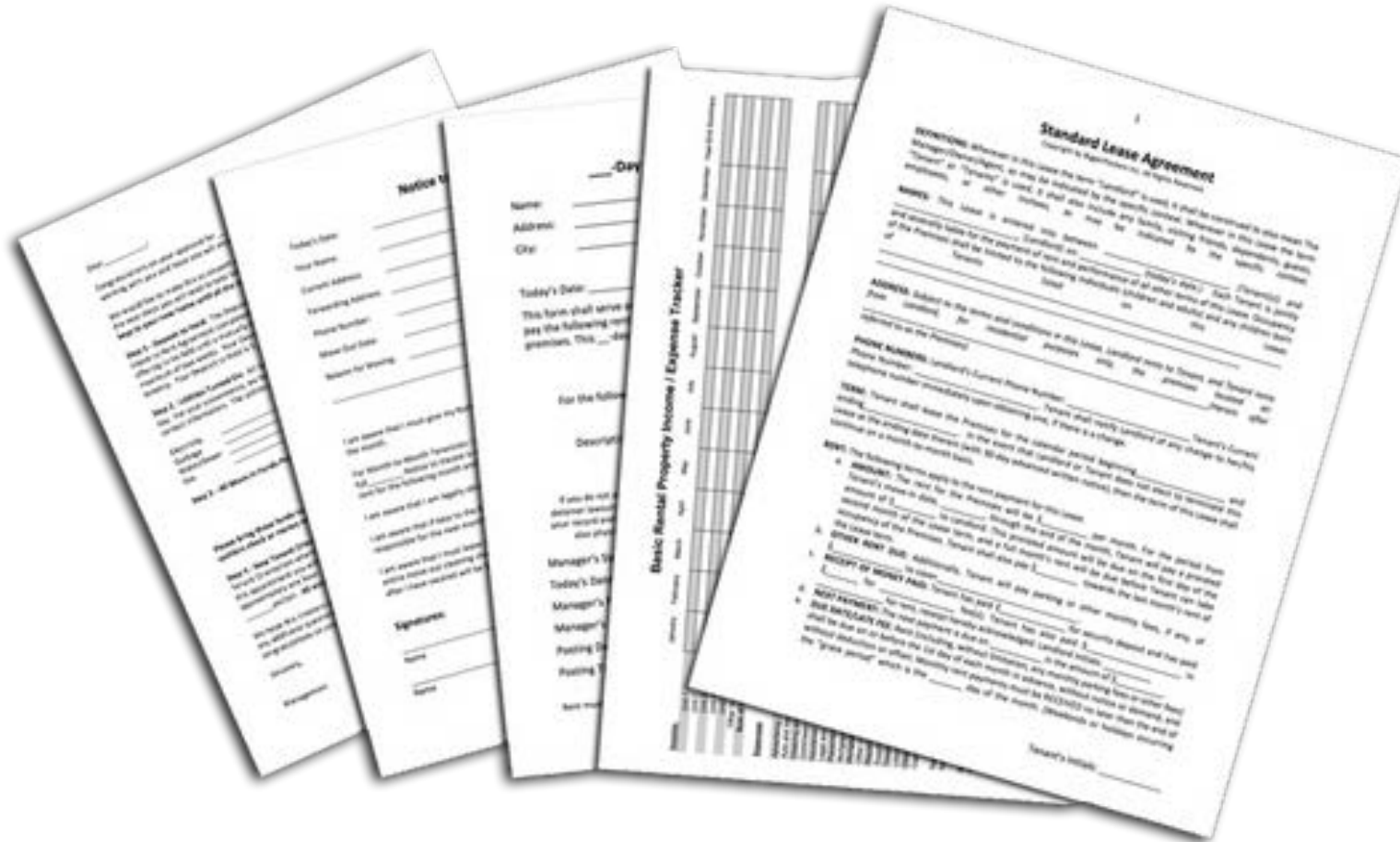
[See more](#) 



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- Build trust and credibility with your **Pro Badge, Profile Video, and Enhanced Forum Signature**.
- Get updated, state-specific **Landlord Legal Forms** designed to save you money and keep you legal.

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BiggerPockets PRO

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- Build trust and credibility with your **Pro Badge, Profile Video, and Enhanced Forum Signature**.
- Get updated, state-specific **Landlord Legal Forms** designed to save you money and keep you legal.
- **Save thousands** of dollars on loans, leads, and other tools you'll use in your real estate business with **BiggerPockets Perks™**



BiggerPockets PRO

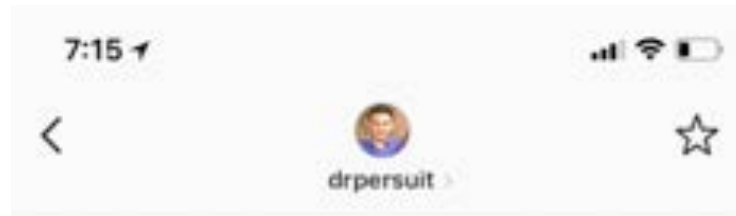
The #1 reason to consider Pro?

BiggerPockets PRO

The #1 reason to consider Pro?

IT WORKS

“



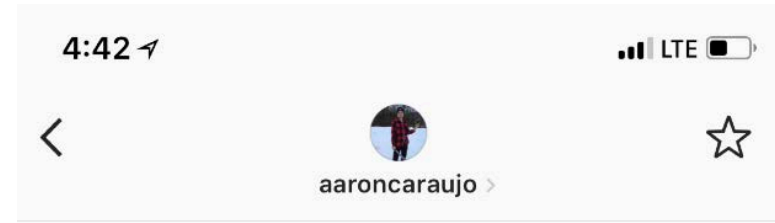
Yesterday at 9:36 AM



Yes. I became a pro last year and in one year I went from 1 to 4 properties and 7 doors. I never even dove too much into detail. There is plenty of knowledge but I didnt have to dig deep because everything is so readily available and handed to you all the time. That made me gain basic knowledge quickly and allowed me to be confident enough to take appropriate action. I feel, at my scale, the rest is learn via experience/partners/mentors.

Yesterday at 8:06 PM

“



Today at 10:37 AM



The BP calculators are my go to for analyzing potential properties. There's no way I could analyze the volume of properties I do without being a pro member! I locked up my first 3-unit almost a year ago that I'm now selling for almost a 70K profit that will go towards something larger! The BP calcs were a huge factor in making sure my numbers were right!

Today at 4:42 PM

How much is BiggerPockets Pro?

\$100,000

\$50,000

\$20,000

\$10,000

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

\$2,000

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

~~\$2,000~~

How much is BiggerPockets Pro?



PREMIUM

\$1200.00
Annually

How much is BiggerPockets Pro?



PREMIUM

\$1200.00
Annually



PRO

\$390.00
Annually

How much is BiggerPockets Pro?



PREMIUM

\$1200.00
Annually



PRO

\$390.00
Annually

BONUS #1

Save 20% **every year** on your Pro Annual Membership!

Just sign up with the code
“90DAYS” at
BiggerPockets.com/ProUpgrade



How much is BiggerPockets Pro?



PREMIUM

\$1200.00
Annually



PRO

\$390.00
Annually

How much is BiggerPockets Pro?



PREMIUM

\$1200.00
Annually



PRO

~~\$390.00~~
Annually

How much is BiggerPockets Pro?



PREMIUM

\$1200.00

Annually

\$312.00



PRO

~~\$390.00~~

Annually

BONUS #2 \$200 Value

Pro **Annual** Bonus!

Full-Day Recorded Workshop:

“8 Steps to Rental Property Success”

recorded live at The Music and Money Investor's Group, Nashville, TN



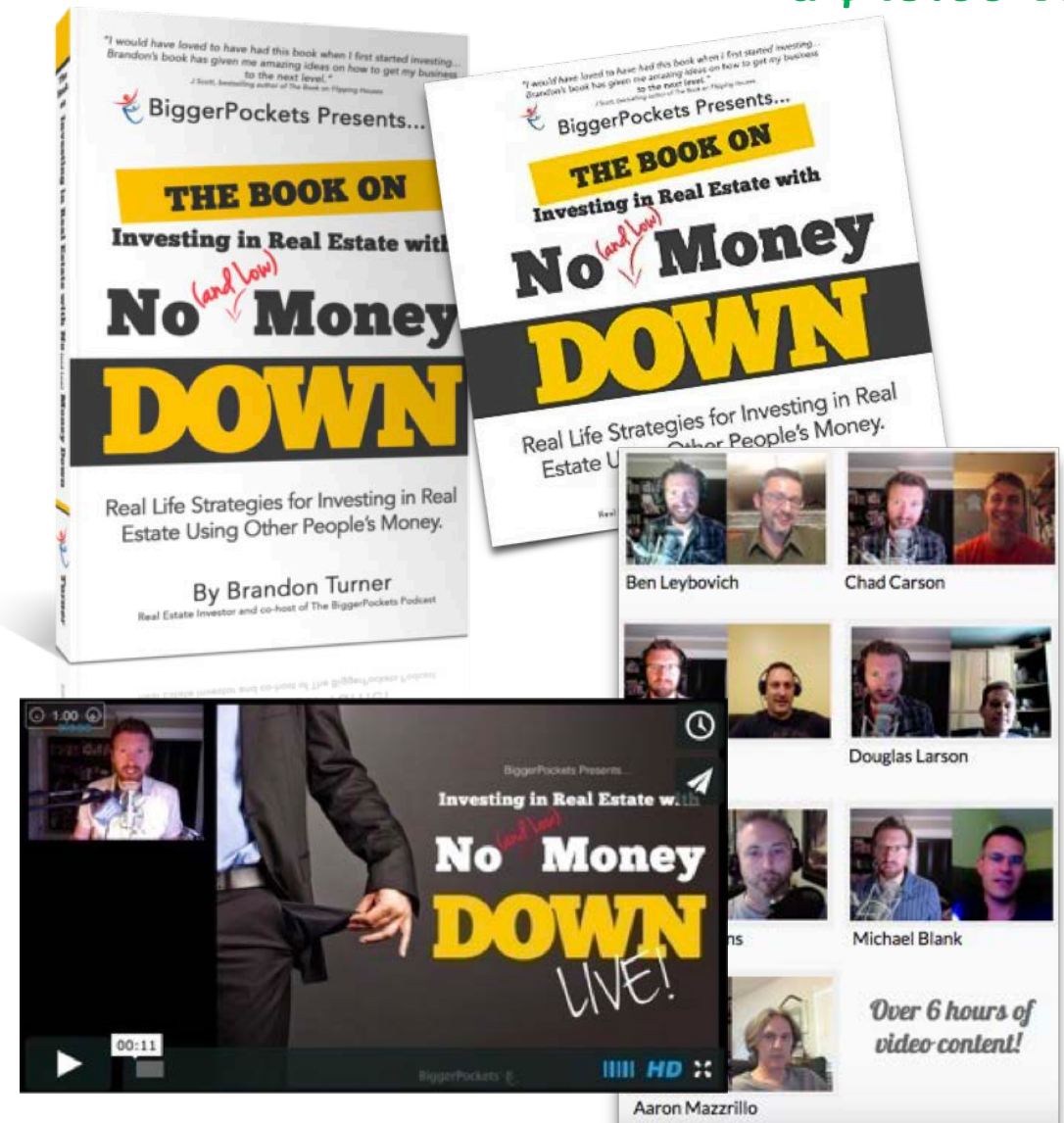
BONUS #3

Free with your Pro Annual Subscription!

Get the “No and Low Money Down” Education Package!

- eBook (download now)
- Audiobook (download now)
- 6+ hours of interviews

a \$49.00 Value!



BONUS #4

Free with your Pro Annual Subscription!

“Finding Great Deals” Master Class!

Interviews on the best way to find deals in today’s market with:

- Elliott Smith
- Nathan Brooks
- Lance Wakefield
- Nate Robbins

*PLUS eBook, “How to Find Incredible Real Estate Deals” by Brandon Turner



a \$990.00 Value!



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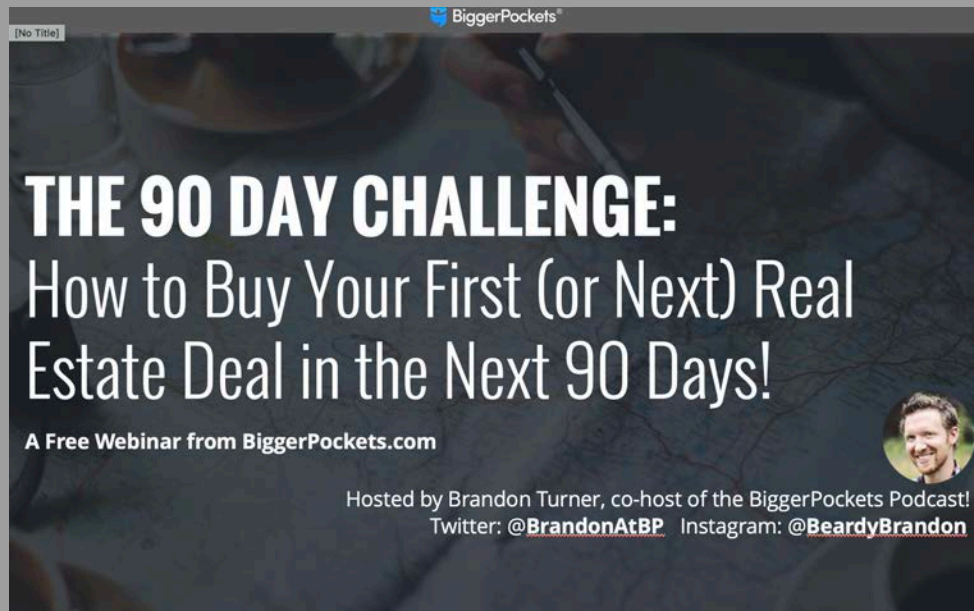


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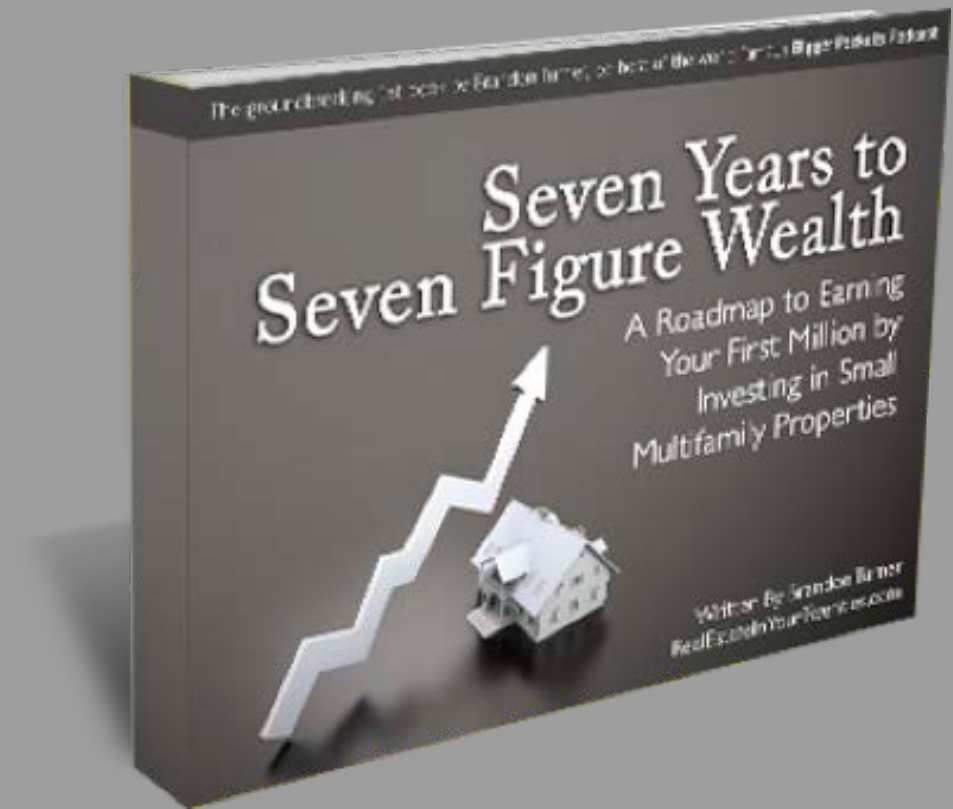
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