



FREQUENTLY ASKED QUESTIONS- *Click on each question for a video tutorial.*

WWW.PIPSPATH.COM

1. Q: **[What should I focus on first? I am overwhelmed.](#)**

A: The first thing you should be doing from a learning perspective is watching the Cash Flow on demand. If you want other activities to do, go to the Offer Challenge and follow those directions, and don't hesitate to send your questions about any real estate topic to trainer@pipspath.com.

Subject Line: Your City and date of your training.

Example: Atlanta 10/9/22

2. Q: **[Can you cancel the REIA?](#)**

A: Yes, email team@pipspath.com

3. Q: **[Can you change my email address?](#)**

A: Email team@pipspath.com

4. Q: **[Who do I email for anything related to Real Estate?](#)**

A: Email trainer@pipspath.com

5. Q: **[Who do I email for anything other than Real Estate questions?](#)**

A: Please email team@pipspath.com

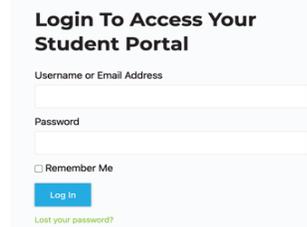
6. Q: **[How do I log in to P2P?](#)**

A: Go to leads.pipspath.com. If you forgot your password, click "Forgot?" and it will send you a password reset link.



7. Q: [**How do I log in to the student portal/website? \(lost/forgot password\)**](#)

A: Go to pipspath.com. Enter your email and click “Lost your password?” and it will send you a password reset link.



8. Q: [**Can you send me the REIA link?**](#)

A: It is in your student portal. Click on it, and it will take you to the meeting.



9. Q: [**What is the difference between an OnDemand class and a Live online class?**](#)

A: An OnDemand class is like Netflix. It is pre-recorded. Most sessions are 30 minutes in length. You can rewind or fast forward and watch as many times as you need to. Live-online classes are interactive Zoom sessions one night a week, 3-hour sessions for 6 weeks.

10. Q: [**What is the Summit and how do classes work at the summit?**](#)

A: The summits are in person class session. Multiple classes are offered at each summit. You can take one of your live classes at a summit as each class lasts three days usually on a Friday through Sunday. There are multiple classes going on in different rooms and all students from all classes have meals together for networking opportunities.

11. Q: [**How do I get investors?**](#)

A: You can go to the Monday or Tuesday night REIA's to find investors. You can join as many Facebook groups as possible. You can join local REIAs in your area as well. Don't hesitate to send your questions about any real estate topic to trainer@pipspath.com. **Subject Line: Your City and date of your training. Example: Atlanta 10/9/22.**

12. Q: [**How do I find tenant buyers?**](#)

A: Calling mortgage brokers is probably the easiest way—there are scripts in the download section of the Student Portal under Resources. Don't hesitate to send your questions about any real estate topic to trainer@pipspath.com. **Subject Line: Your City and date of your training. Example: Atlanta 10/9/22.**

13. Q: [**What do I ask a tenant buyer?**](#)

A: From the current tenant or any potential lease option tenant-buyer, we need to find out the following:

- How much do they have to put down on the property?
- How much can they afford per month?
- What is their income or combined income?
- Do they have a house they are interested in?
- What is the price of this house?
- Have they talked to a lender? If not, then they need to.
- If yes, did the lender tell them how long it would take to qualify?
- What does the tenant-buyer need to do to get qualified?

Don't hesitate to send your questions about any real estate topic to trainer@pipspath.com.

Subject Line: Your City and date of your training. Example: Atlanta 10/9/22.

14. Q: [Where do I get the LOI?](#)

A: On the Student Portal, go to Resources, under downloads, or don't hesitate to send your questions about any real estate topic to trainer@pipspath.com.

Subject Line: Your City and date of your training. Example: Atlanta 10/9/22.

15. Q: [Does the Cashflow Spreadsheet work for single-family homes?](#)

A: Yes, it does. Just put one unit in Cell F8 or Cell F11

16. Q: [What do I write for my exit strategies?](#)

A: We have those for each contract when the appropriate time comes. Send your questions about any real estate topic to trainer@pipspath.com.

Subject Line: Your City and date of your training. Example: Atlanta 10/9/22.

17. Q: [What is a CAP Rate?](#)

A: We have a glossary of terms in the Resources section of our Student Portal. You can download those anytime.

The capitalization rate is calculated by dividing a property's net operating income by the current market value.

This ratio, expressed as a percentage, estimates an investor's potential return on a real estate investment.

The cap rate is most helpful in comparing the relative value of similar real estate investments.

18. Q: [How do I find short-term regulations in my city?](#)

A: APPROACH #1

1) Perform a Google Search with the phrase "short-term rental regulations [Enter Your City and state] ."For example: "short-term rental regulation Dallas TX."

2) Find a link to government websites designated for your city. Link to the city's regulation should appear in Google Search. Note that it's best to visit websites that end with a .gov since those are reserved for the government. Sometimes if the city is too small, it may be a county website instead. And if the town is tiny, their website may end in a .org or .com, but always look for a .gov first.

3) On the city or county website, type into the Search Box "short-term rental regulation" to find the information. Also good to call the phone number on the website to find the most updated information.

APPROACH #2

1) This works for major cities. Visit: <https://www.airbnb.com/help/>

2) Type in the Search Box "City Name and State." No need to "type short-term" or "regulations". Typing the City Name & State will reveal links with "Rules" for major cities. *Example: "Orlando, FL."*

19. Q: **[How do I know if a house is good to run as a short-term rental?](#)**

A: Once you know the numbers for the vacancy, income, and management expense, we will run those through our spreadsheets. These would be good to send to Trainer@pipspath.com.

20. Q: **[What's the process of doing a Wholesale deal?](#)**

A: 1. Make an offer.
2. Get a property at a discounted amount.
3. Market the contract.
4. Find an investor.
5. Assign the contract **OR**
5a. Exit the contract if you can't find a buyer.

21. Q: **[When do you make money in Wholesale deals?](#)**

A: At closing, when you get your assignment fee. It will be part of the closing process.

22. Q: **[What's the risk of assigning a contract and the buyer/investor backing out?](#)**

A: The new buyer you assign it to has all the responsibilities in the contract you assigned them, so your responsibilities are "sold" for a fee to the new buyer. They are the ones that are responsible for the deal and any ramifications if they back out. Remember, always have integrity and always be legal. Send all questions to trainer@pipspath.com.

23. Q: **[What is DSCR?](#)**

A: Debt Service Coverage Ratio. How much extra is the lender seeing in the income versus the debt service? If the monthly payment is \$1,000 for the debt and the income is \$1,300, the DSCR would be 30% more than the debt or 1.3%.

24. Q: **[How much is the P2P Command Center?](#)**

A: \$2,000 for year one. This includes the first-year licensing fee and your 1st year of monthly fees. After that, it depends on the version you have. It can be either \$50 or \$100 per month.

25. Q: **[How do I find foreclosures?](#)**

A: P2P Software has the best option for finding them. You can run ads like, "Can't make your payments? We can. If we can't buy your house in 7 days, we will take over your payments."

26. Q: **[How do I find mobile home parks?](#)**

A: Multiple options shown below.

Tax Assessor's Property Tax Roll – Each parcel of property has a classification, also known as a Land Use Code, so that it can be taxed at a rate for that classification (i.e., Residential, Agricultural, Multi-family, Industrial, etc.). Each category often has sub-classifications. Mobile Home Parks (MHP) can be identified this way. This would be the most comprehensive list available. There are over 3,100 counties and parishes across the US, and codes are not uniform across the databases. Some counties may classify two mobile homes on a property as an MHP. If the county does not have a way to search/sort data that is easy to use, then a list broker service that sells data (like ListSource.com) may be an alternative.

ListSource.com (or other list brokers) – Companies that specialize in providing data offer to search their resources, including the tax records, to provide lists that you can filter by the area(s) you want and the property type (MHP) you're looking for. They are limited to the electronic data that is available to them. Within minutes, you can have a list of MHPs for a few cents per record. Open an account for free, and you will be able to see the cost of your list before it is purchased.

MobileHomeParkStore.com – This website offers information about MHPs for sale by owner, MHP foreclosures, and sold listings.

MHVillage.com – This website typically lists manufactured homes for sale. However, a tab for Parks will search their database of over 40K parks with the filters you choose on their platform.

Google.com – Google is always an option for searches of any type. Enter keywords, and the options may change. Use MHP, Mobile Home Park, Manufacture Housing Community, Trailer Park, and RV Park and combine them with the geographic area you are interested in (county, city, state).

27. Q: [***How do I find someone to help a Tenant Buyer with credit repair \(or whatever they might need to get a mortgage\)?***](#)

A: I would talk to a Mortgage Broker that can help with that. Generally, the MB who has given you a potential tenant buyer can help with that.

28. Q: [***What is owner financing?***](#)

A: The seller "owner" of the property is accepting all or a portion of the house price on terms. This means you are making a payment to them for some or all of the purchase price instead of bringing your own money or a mortgage to the deal.

29. Q: [***How do I make an offer with owner financing?***](#)

A: We make a three-tier offer. This would be something you would send to trainer@pipspath.com.

30. Q: [***How do you build a buyers list?***](#)

- A: 1. Call for rent signs
2. Attend Pip's REIA
3. Become a member of other REIA's
4. Join Facebook Groups
5. Talk to power team members to network and see if they have investors
6. Get a property under contract and market it.

31. Q: **[What do the terms at the bottom of the Cash Flow Worksheet mean?](#)**

A: The definitions for each term are at the right of each term.

32. Q: **[Is there a different worksheet for Lease Option deals?](#)**

A: Yes, there is. Please send questions to trainer@pipspath.com to receive them.

33. Q: **[Where is the Lease Option Worksheet?](#)**

A: Email trainer@pipspath.com.

34. Q: **[Where do I find a realtor?](#)**

A: Investor groups and networking are the best way.

35. Q: **[What do I do if the realtor does not call me back?](#)**

A: Move onto another property.

36. Q: **[How much time should go by before I follow up on an LOI?](#)**

A: 48 hours.

37. Q: **[How do I find deals?](#)**

A: Advertising and networking with people are the best ways.

38. Q: **[Will Lease Options work in a down market since I need appreciation for the numbers to work?](#)**

A: Yes, it will as long as you have good cash flow. Remember, the tenant-buyer takes care of maintenance and repairs, so your cash flow should go up. You can always put numbers into your contract to protect all parties.

39. Q: **[What do I say to a potential investor?](#)**

A: Investor is about questions. What kind of return would they like if they didn't have to worry about toilets, tenants, and trash, but it is still backed by real estate?

40. Q: **[What do I say to realtors?](#)**

A: I like working with the listing/seller's agent, so we don't have to pay a buyer's agent. To find a realtor you want to work with:

- 1) How long have you been in real estate / specifically in this area?
- 2) Are you working with a team? If so, how many are on your team?
- 3) What is your focus? Working with Buyers/Sellers/Investors – Residential/Commercial? If they focus on one area (Res or Com), do they have someone in their office for the other area? Do you invest in RE or work with other investors?
- 4) What types of real estate specifically do you focus on: single, multi, land, commercial, condos/townhomes, mobiles, new construction?
- 5) How do you secure new listings? (Do they cold call, door knock, etc.)
- 6) How do you market your listings? (Professional photographs, flyers, door knock, etc.)
- 7) Do you have experience with REO/Short Sales?
- 8) What areas do you feel are up and coming – why?
- 9) What are your thoughts on the current Real Estate market?
- 10) What is the average price per square foot? Hot areas vs. Up & coming areas?
- 11) What is the median / average price point?
- 12) What is currently selling in the market?
- 13) What is a must-have for buyers in the area? Pools, Garage, Parking, 3/2 Sq Ft, Beach Access, Basement, Public Transportation
- 14) What shifts do you currently see in the market?

- 15) Possible Power Team Referrals ... (mortgage brokers, title companies, attorneys, contractors they would recommend)
- 16) What trends are you seeing in the rental market (what is needed) & what is the average rent?
- 17) Long-term rentals vs. short-term rental market? (Housing for Military, College, and Traveling Nurses)
- 18) Do you have someone who does property management?
- 19) What is your comfort level w/ negotiation and negotiating with creative financing?
- 20) What do you offer that sets you apart (for your clients) from other realtors?
- 21) What do you see as the greatest need right now? What is the biggest challenge right now?

ALWAYS ASK:

- Do you have any clients that you are working with that want to purchase a home and ALMOST QUALIFY but aren't there quite yet ... and with time, maybe 1-3 years, could qualify for a loan?
- INTRODUCE YOUR LEASE-TO-OWN / RENT-TO-OWN PROGRAM
- ASK ... Do you have anyone in mind right now that might be a good candidate for our program?
- Ask to start with just one or two clients ... it is a great way to start the relationship and work together.

41. **What do I say to a Mortgage Broker?**

- 1) What type of investor-friendly loans do you have available?
- 2) Can you underwrite loans to my LLC (rather than me personally)?
- 3) Do you have any fixed-rate products, and for how long?
- 4) Do you typically have pre-payment penalties on loans?
- 5) Do you have any special programs you would like to share OR something that sets you apart from other brokers?
- 6) Would you lend if we secured seller financing and had no money in the deal?
- 7) What is your typical loan processing time?
- 8) What areas/states are you licensed to lend in?
- 9) What types of properties will you lend on?
 - a. Single-family / Multifamily
 - b. Mobile Homes / Double & Single Wide
 - c. Raw land
 - d. Section 8
 - e. Commercial (Mobile Home Parks, RV Parks, Storage, Etc.)
- 10) Do you offer any non-recourse loans?
- 11) Do you have any loans that provide funds for rehab costs?
- 12) Do you work with any Hard Money or Private Lenders?
- 13) Do you work with anyone that provides Transactional Funding?
- 14) What amount of time is spent in residential space vs. commercial (if they do commercial lending)?
- 15) Do you have a specific title company and attorney you like to work with – someone you can refer?

ALWAYS ASK RESIDENTIAL MORTGAGE BROKER:

- Do you have anyone you are working with that wants to purchase a home and ALMOST QUALIFIES but isn't there quite yet ... and with time, maybe 1-3 years, could qualify for a loan?
- INTRODUCE YOUR LEASE-TO-OWN / RENT-TO-OWN PROGRAM
- ASK ... Do you have anyone in mind right now that might be a good candidate for our program?
- Ask to start with just one or two clients ... it is a great way to start the relationship and work together.

Additional Questions for Lenders Who Has Tenant Buyer for Your Lease Option Program

Ask the Residential Lender/Broker ...

1. How much can their client afford (in 2-3 years)? Their client is your potential TB (Tenant-Buyer). We need to know what they will be able to afford in 2 -3 years, AND we will have them shop for a property that costs less than that b/c we will be purchasing "today" and tenant-buyer will be purchasing from us in the "future" for the future price (to account for appreciation).

Aim for all household-related fees to be 35% or less of the monthly income.

2. How much can they pay monthly (rent plus additional Option Consideration)?
3. Do they have funds for a down payment? How much? (You would be using this for an NROC – Non-Refundable Option Consideration)
4. How much is needed for a down payment for them to purchase? (You want to know how much they will need to purchase in the future so you can set up a program to help them save while they are renting.)

50. Q: *How much does a JV partner need to make?*

A: A good rule of thumb is 10% or more.

51. Q: *How do I find a local REIA?*

A: A quick Google search of the city you want to join a REIA is best.