



Live Meetups Starter Kit:

Are you nervous? Good, that means you are growing! Your attendees mostly want a sense of community and like-minded people. You don't have to be perfect, and it is likely things won't go perfectly. The goal is to get better each time and you will be amazed where you will be in 6-12 months. Keep going!

Target Audience and Live Meetups Goals:

Who will attend your Live In-Person Meetup and what are their benefits for attending?

1. Free attendee (non VICCG, non-REIA, no connection to Pip's Path):
 - a. Gain valuable networking with Live Meetup Host and local investors.
 - b. Join a community of real estate investors and professionals and gain motivation, education and fun!
 - c. Potential money partner for YOU!
 - d. Encourage attendance to Pip's Path Live 3-day trainings in your area.
 - e. Potential VICCG attendee, potential student for Pip's Path - this means affiliate revenue for YOU!
 - f. **These are the ideal people to target!**
2. VICCG member attendee:
 - a. Attend monthly Live In-Person Meetups.
 - b. Attend once (1) weekly VICC for support, education, motivation, community and ask questions.
 - c. Free downloads with VICC membership:
 - Property 101 e-book (10,000 pages)
 - STR e-book
 - LO e-book
 - d. Access to recording of weekly Pip's Path VICC. No access to Pip's Path REIA
 - e. Attend any Live 3-day basic training event no charge.
 - f. These are the people we want to retain and convert to Pip's Path students! This means affiliate revenue for YOU!
3. Pips Path student:
 - a. Opportunity to Host their own Pip's Path Live in Person Meetup (with approval from Pip's Path).
 - b. Attend any of the 6 weekly Zoom REIA for support, education, motivation, community and ask questions.
 - c. Access recordings of all (6) weekly zoom REIA's.
 - d. Support – we promise to answer your email questions within 24 hours.
 - e. Participate in Pip's Path FB Group.
 - f. Can attend any Live 3-day basic training event no charge.
 - g. No access to VICCG program as Pip's Path training is more comprehensive and advanced.
 - h. These people may be great testimonials to your audience.