

THE REAL INVESTOR SYSTEM (TRIS)

THE 9-STEP DEAL SYSTEM – QUICK START GUIDE

How to Find and Close Your First Real Estate Deal

A Practical Execution Guide for Real Estate Investors

INTRODUCTION

Most people get into real estate the wrong way.

They jump from strategy to strategy.

They chase deals without understanding what makes them work.

They rely on guesswork instead of a system.

That's why most beginners struggle.

Real estate investing is not about luck; it's about following a process.

The Real Investor System is built around 9 simple steps that guide every deal from start to finish.

If you've read the book, this is your execution guide.

If you haven't, this is your starting point.

Let's break it down.

HOW TO USE THIS GUIDE

This is not meant to be read — it's meant to be used.

Work through each step and complete the action items as you go.

By the end, you should have a clear path toward your first deal.

STEP 1: EDUCATE

Understand how real estate investing actually works before taking action.

WHAT THIS MEANS:

Stop trying to “figure it out as you go.” Learn one strategy first.

YOUR FIRST ACTION:

- Choose one strategy (wholesale, rental, or fix & flip) and commit to it for your first deal.

Strategy: _____

STEP 2: CONTROL

Get your financial position and risk tolerance under control.

WHAT THIS MEANS:

Know your credit, access to capital, and what you can realistically handle.

YOUR FIRST ACTIONS: WRITE DOWN...

- Your available cash: _____
- Access to financing: _____
- Your risk comfort level: _____

STEP 3: PLAN

Define your strategy, market, and deal criteria.

WHAT THIS MEANS:

You need a clear plan before you start looking for deals.

YOUR FIRST ACTION: DECIDE:

- Your target market: _____
- Property type: _____
- Price range: _____

STEP 4: MARKET

Generate deal opportunities consistently.

WHAT THIS MEANS:

Deals don't just appear. You need to create opportunities.

YOUR FIRST ACTION:

Start with one channel (pick one):

- Realtor outreach
- Online listings
- Wholesalers

STEP 5: EVALUATE

Analyze deals to determine if they make sense.

WHAT THIS MEANS:

Numbers decide everything ... not emotion.

YOUR FIRST ACTION:

- Use the Deal Analyzer included in this kit before moving forward on any deal.

STEP 6: FINANCE

Secure the funding needed to complete the deal.

WHAT THIS MEANS:

There are always ways to structure a deal ... even without your own money.

YOUR FIRST ACTION:

Identify:

- Traditional financing: _____
- Private lenders: _____
- Partnership options: _____

STEP 7: INVEST

Acquire and take control of the property.

WHAT THIS MEANS:

This is where the deal becomes real: contracts, negotiation, execution.

YOUR FIRST ACTION: FOCUS ON:

- Negotiating terms
- Protecting your downside
- Ensuring the deal works on paper

STEP 8: MANAGE

Optimize the property for performance.

WHAT THIS MEANS:

Your profit is created through proper execution after acquisition.

YOUR FIRST ACTION: PLAN:

- Renovations
- Tenant strategy (if applicable)
- Cost control

STEP 9: EXIT

Execute your strategy and realize the profit.

WHAT THIS MEANS:

Every deal must have a clear exit before you enter.

YOUR FIRST ACTION: DEFINE:

- Your exit strategy: _____
- Timeline: _____
- Expected profit: _____

BIG PICTURE

The biggest mistake new investors make is skipping steps.

They:

- jump into deals too early
- rely on assumptions
- ignore the numbers

That's how bad deals happen.

The investors who succeed follow a process every time.

This system gives you that process.

TRANSITION (IMPORTANT)

This guide gives you the structure.

The next step is learning how to apply it in real deals.

Inside *The Real Investor System*, you'll see:

- how to evaluate deals properly
- how to structure offers
- how to avoid costly mistakes

If you're serious about getting your first deal done, this is where you go deeper.

READY TO TAKE THE NEXT STEP

Your next step is to go deeper.

Continue building your system with:

TRIS Foundations

The full Real Investor System