

PASSIVEWEALTHSHOW.COM

DISCLAIMER: This is meant to be a starting point to get you thinking. We are happy to sit down with you and have a conversation around this. Investment decisions should be made by seeking appropriate counsel and not solely based on this questionnaire.

The Clarity Finder

Objective: To figure out whether one wants to invest passively in a real estate fund or in your own deals.

Net Worth:

1. Is your Net worth over \$1 million, excluding primary residence (individually or with spouse or partner)?
2. Is your Income over \$200,000 (individually) or \$300,000 (with spouse or partner)?

**If you answered YES to either of these questions that means you are an 'accredited investor' (no you don't get a certificate or have to take a class.)

How many additional hours do you have to devote to real estate investing (per week)(0 to 60)?

| Skill | Experience (0 to 5+ years) | How Good Are You At it (0 to 5) |
|-------------------------------|----------------------------|---------------------------------|
| Sales | | |
| Negotiation | | |
| Property Inspection | | |
| Construction Budgeting | | |
| Project Management | | |
| Managing People | | |
| HR (right people right seats) | | |
| Totals | | |

Average Experience/Skill Score: _____

Add Total Hours Plus The average score of your

Total Score (Hours + Average Experience/Skill Score) = _____

- The higher this score, the higher the likelihood of success you'll have opening up your own real estate investing company and ultimately becoming a full-time active investor.
- The lower the score, the more important investing passively in real estate becomes.

Now that you know your likelihood of success, the next important question:

How much do you love what you do?

If you are a small business owner who loves his company. A software engineer who loves coding. A doctor that loves his patients, and you score a low likelihood of success score, then its pretty apparent that a passive investor is the right strategy for you.

How much money can you invest in real estate right now?

(Portion of Cash Savings + Portion of Stock investments (can be in retirement accounts))

How much money can you invest going forward on a yearly basis?

The percentage of your net worth that you want to dedicate toward financial freedom and passive income is your decision. Many financial advisors want people to have 20 to 30% of their entire investments in real estate. What enabled me (Jim Manning) is to have 95% of my net worth in real estate. It's your decision.

The key, however, is that to become a passive investor and achieve truly passive income, you must have a surplus of cash to invest. Having no coins to invest means you won't have worker bee coins to send out to work for you and bring back some worker bee cash friends.

If you are in this situation, I recommend doubling down on your existing career if you love it and finding a way to make more money. Instead of spending it, invest it.

If after taking this assessment you decide that being an active investor is what is best for you, you don't need to complete the rest of this course. There are many other great resources available online to teach you how to invest. Three Doors is a company that I own that sells off-market deals that don't fit our fund model to other investors. Go to ThreeDoors.com and fill out a webform to learn more.

The remaining portion of the course is dedicated to teaching you how to passively invest with the money you already have.

Important Side Note

Whether you're buying just one rental property or a hundred, it still involves establishing a company. You'll need LLC documents, a checking account, the ability to find a deal or someone to help you find one, negotiate the deal, conduct proper property inspections, handle any necessary repairs, screen tenants, and so on.

The more professionally you handle each step, the more money you will make.

***Notice what's not mentioned here: risk. Why?

***The next video will focus on real estate investing.