

Your First 120 Days

Inner Circle Road Map



Getting Started



- Learn about Mom's House
- Listen to Steve Trang Interview
- Sign up for and watch free webinar
- Schedule a call with our Member Journey Specialist
- Purchase the Home Study Program
- Book a date to attend our 3-Day Certification class in STL
- Use momshouse.com/hotel link for special hotel rate
- Download the "20 is Plenty"
- Download the Quick Start Guide
- Watch the Home Study video content
- Write down your questions

- Dress in layers, the classroom can be chilly
- Attend Meet & Greet evening before, 5:30-6:30pm at Drury
- Visit our Mom's House Office and Learning Center
- Receive course material & copy of Paying For Long-Term Care
- Consume phenomenal content with an open mind
- Review your "Someday" List
- Commit to this industry
- Choose to work directly with us, join the Inner Circle
- Fill out application to declare your counties to receive leads
- Locate resources by logging into Inner Circle Academy
- Exchange contact info with other Senior Transition Specialists

Attending the 3-Day Class



Weeks 1&2 After Class



- Complete "About the Co-Author" Questionnaire
- Begin thinking of a cover photo for your book
- Tell your family you're going to be a co-author!
- Using the branding guide, update your marketing materials and online presence
- Attend weekly "20 is Plenty Review" call
- Use Hunter.io to build your bigger "20 is Plenty" list
- Review/Create company brand name
- Set up your LLC free consult at momshouse.com/LLC
- Attend "Intro to Inner Circle" call
- Join private FB Group "MH Certified Real Estate Investors"

- Begin onboarding with REI BlackBook
- Choose your domain name, using REI or import your own
- Upload your "20 is Plenty" into REI BlackBook
- Find your local networking events & volunteer opportunities
- Get pre-qualified for nationwide funding
- Get fresh copy of proof of funds
- Gather needed documentation for credibility packet: proof of funds letter, contract, lead-based paint form, vendor list, local title company/lawyer info, what to do next document
- Contact Corey for print needs at momshouse.com/print
- Print the credibility packet for new marketing materials

Weeks 3&4 After Class



Weeks 5&6 After Class



- Finalize cover photo for the book
- Receive your new business cards & credibility packets
- Review your icebreaker scripts & practice pitching yourself
- Spend 3-5 hours a week networking/volunteering
- Find local volunteering that suits your personality/passions
- Networking 101: listen first, add value, it's not a sales pitch *Remember: What's in it for them?
- Log in to the Academy to see new content
- Attend monthly "Real Estate 101" call
- Attend coaching call, 3rd Wed of the month-Phillip & Ben
- Spend time listening to entrepreneur podcasts or books

Login now to the Inner Circle Academy at
[INVESTOR.MOMSHOUSE.COM](https://investor.momshouse.com)

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Weeks 7&8 After Class



- Find your vase/crockpot, Hire to Retire
- Check out/practice with REI BlackBook's rehab estimator
- Mark calendar for Iron Sharpens Iron Mastermind in June
- Mark calendar for RALNATCON in Arizona, October 2022 -your 2 tickets are covered by Mom's House
- Dig in and get familiar with pricing in your area
- Practice what to say at your first appointment as a STS
- Check in to the Inner Circle Facebook Group, what's new?
- Look at your "Someday List". Where can you take action?
- Attend 2 networking events each week
- Attend 1 volunteer event each week

- Attend your local REIA meeting
- Build your rehabbers list
- Build your local home buyers list
- Send digital copy of your book to REI BlackBook for website
- Get familiar with REI BlackBook's ARV estimator
- Schedule deal review call with Andrea via Calendly
- Attend coaching call, 3rd Wed of the month-Phillip & Ben
- Log in to the Academy to see new content
- Spend 3-5 hours a week networking/volunteering
- Attend monthly "Real Estate 101" call
- Check tracking info for your books! When will they arrive???

Month 3 After Class



- Review call scripts and prepare for your first "20 is Plenty" appointments
- Mail books to your entire list with a handwritten note
- Be so excited it hurts! Remember...What's in it for them?
- Ask for the sale when the timing is right: "Do you ever have a situation where they want to move mom in, but they can't until they sell the house?"
- Attend coaching call, 3rd Wed of the month-Phillip & Ben
- Log in to the Academy to see new content
- This month's networking events: _____
- Attend monthly "Real Estate 101" call

Month 4 After Class



- Log in to the Academy to see new content
- This month's networking events: _____
- Attend monthly "Real Estate 101" call
- Get active in the Facebook Group. It's great place to ask questions and connect with your peers!
- Attend coaching call, 3rd Wed of the month-Phillip & Ben
- Let us know when you've closed on your first deal as a Senior Transition Specialist. We love to hear stories!
- Bring new team members back to to class to learn firsthand
- Always bring us your questions. Don't suffer in silence!
- Address any limiting beliefs with "WHY NOT ME?"

Ongoing Education & Connection



Connect with us!



Mom's House Support Team

Maureen Zamenski, Member Journey Specialist
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Emily Sarmiento, Co-Authoring Specialist
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Andrea Hayes, STS & Investor Mentor
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Michele Avis, Operations Assistant
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Looking for resources? Log into the Academy at
INVESTOR.MOMSHOUSE.COM