

FREE WHOLESALING STARTER KIT

The exact tools we use to close wholesale deals.

The deal analyzer, contracts, seller scripts, and buyer's list checklist pulled straight from our active business. No money, no credit, and no experience required to start.

No money or credit needed

Tools from real closings

First deal in 60–90 days

01

Deal Analyzer worksheet

02

Purchase & Assignment contracts

03

Seller script & objection handlers

04

Buyer's list builder & 14-day plan

Most free downloads are a PDF of theory. This one is a working toolkit.

I built my wholesaling business from scratch with no money and no credit, and I still run an active operation in Southern California today. Everything in this kit is a simplified version of what my team and I use on real closings. Open it, run the numbers, and make your first calls this week.

“It is not the information that stops people. It is the first offer. This kit gets you to that moment ready.”

— Victoria, Lead instructor, Real Estate Mastery Pro

YOUR FIRST 7 DAYS

How to use the kit this week.

1

Run three practice properties through the analyzer

Pick any three houses online. Get comfortable with ARV, repairs, MAO, and where your fee comes from (page 3).

2

Read the contracts once, out loud

Know what every clause does before a seller asks. The assignability and inspection clauses are the two that matter most (pages 4–5).

3

Make five calls with the script

Expired listings, tired landlords, or driving-for-dollars leads. You are not closing, you are practicing the conversation (page 6).

4

Add ten buyers to your list

Use the checklist. Local REIA meetings and county cash-sale records are the fastest sources (page 7).

5

Book a fit call if you want a mentor

If you want someone reviewing your numbers before you make an offer, that is what the Mentorship Program is for (page 9).

Deal Analyzer

A wholesale deal works when your offer leaves room for the cash buyer's profit *and* your fee. This one formula decides whether you make the offer.

$$\text{MAO} = (\text{ARV} \times 70\%) - \text{Repairs} - \text{Your Fee}$$

MAXIMUM ALLOWABLE OFFER

Worked example

After-repair value (ARV)	\$400,000
× 70% (buyer's margin + costs)	\$280,000
– Repair estimate	\$45,000
– Your assignment fee	\$15,000
Maximum Allowable Offer	\$220,000

If the seller needs more than \$220,000, it is not a wholesale deal at this ARV. Walk away or renegotiate the repairs.

Your practice property

Address	
ARV (3 sold comps, 0.5 mi, 6 mo)	\$
× 70%	\$
– Repairs	\$
– Your fee	\$
MAO	\$
Seller's asking price	\$
Deal? (MAO ≥ asking)	Yes / No

Repair quick-rule

Cosmetic: \$15–25/sq ft. Kitchen + baths + systems: \$35–55/sq ft. Full gut: \$70+/sq ft. Always add 10% contingency.

ARV rule

Use **sold** comps only, same bed/bath, similar size, within half a mile and six months. Never use active listings.

Fee rule

First deals: \$8k–\$15k is realistic. Build the fee into the MAO from the start — never squeeze it out of the buyer later.

INSIDE THE PROGRAMS

The full Deal Analyzer spreadsheet does all of this automatically — comps-to-ARV, the repair cheat sheet by room, and the offer presentation script for “that is too low.” Mentorship students also get every deal reviewed live **before** they make the offer.

Purchase Agreement — key clauses

This is a simplified starter version of the purchase agreement we use, with the clauses that protect a wholesaler highlighted. Use it to understand the structure before you ever sit in front of a seller.

Real Estate Purchase Agreement (Starter Version)

1. **Parties.** Seller: _____ Buyer: _____ and/or assigns.
2. **Property.** Address: _____ APN: _____
3. **Purchase price.** \$_____, payable in cash at closing. No financing contingency.
4. **Earnest money deposit.** \$_____ delivered to the title/escrow company within _____ business days of acceptance. Deposit is refundable if Buyer cancels within the inspection period.
5. **Inspection period.** Buyer has _____ days from acceptance to inspect the property and may cancel for any reason by written notice, with full return of the deposit. This is your exit if no buyer wants the deal.
6. **Assignment.** Buyer may assign this agreement, in whole or in part, to any third party without Seller's consent. Assignee assumes all of Buyer's rights and obligations. Without this clause there is no wholesale deal.
7. **Closing.** On or before _____ at _____ (title/escrow). Seller delivers clear, marketable title. Closing costs split per local custom.
8. **Access.** Seller grants Buyer and Buyer's partners, contractors, and assigns reasonable access to the property with notice during the term of this agreement.
9. **Condition.** Property is sold as-is, where-is. Seller to leave the property free of tenants and personal property unless otherwise agreed.
10. **Memorandum.** Buyer may record a memorandum of this agreement to protect its interest.
11. **Signatures.** Seller: _____ Date: _____ Buyer: _____ Date: _____

Two clauses that matter most

- ✓ **Assignability** — the right to hand the contract to your buyer.
- ✓ **Inspection period** — your no-cost exit if the deal does not move.

INSIDE THE PROGRAMS

The full agreement, every addendum, the JV agreement, and fill-in guides are in the program library. Mentorship students get **every active contract redlined** before the seller signs.

Educational starter template, not legal advice. Real estate rules vary by state. Have a local title company or attorney review any contract before you use it on a real deal. State-by-state compliance is covered inside the programs.

Assignment of Contract — key clauses

Once you have a buyer, this is the one-page document that transfers your purchase agreement to them and locks in your fee. Read it once so you know exactly how you get paid.

Assignment of Real Estate Purchase Agreement (Starter Version)

- 1. Parties.** Assignor (you): _____ Assignee (your buyer): _____
- 2. Agreement assigned.** The purchase agreement dated _____ between Assignor and _____ (Seller) for the property at _____.
- 3. Assignment fee.** Assignee shall pay Assignor an assignment fee of \$ _____, paid through closing (or as agreed) and due regardless of Assignee's financing.
- 4. Assignee's deposit.** Assignee delivers a non-refundable deposit of \$ _____ to Assignor / escrow within 24–48 hours of signing. This is what separates a real buyer from a tire-kicker.
- 5. Assumption.** Assignee accepts the purchase agreement as-is and assumes all of Assignor's rights and obligations, including closing on or before the closing date.
- 6. Due diligence.** Assignee acknowledges it has inspected the property and the agreement and is relying on its own investigation. Property is sold as-is.
- 7. Default.** If Assignee fails to close, Assignor keeps the deposit and may reassign the agreement to another buyer.
- 8. Signatures.** Assignor: _____ Date: _____ Assignee: _____
Date: _____

How the money moves

1

You sign with the seller at the MAO. Small deposit goes to title/escrow.

2

Your buyer signs the assignment and puts down a non-refundable deposit.

3

Title closes between seller and buyer. Your fee is paid from the closing.

INSIDE THE PROGRAMS

The library also includes the double-close structure, the JV agreement for splitting deals with other wholesalers, and every addendum we use — with a walkthrough of when to use each one.

Educational starter template, not legal advice. Review with a local title company or attorney before use.

Seller Script & Objection Handlers

You are not selling anything on this call. You are finding out if the seller has a problem you can solve. Slow down, ask, and listen.

OPENING

“Hi, is this *[name]*? My name is *[you]*. I’m a local investor and I’m calling about the property on *[street]*. Have you thought about selling it, or is that something you might consider for the right offer?”

IF THEY SAY MAYBE

“Great. Just so I understand the situation — is anyone living there right now? ... And what condition is it in, honestly? Any repairs you know it needs? ... If you sold it, what would you be hoping to walk away with?”

SETTING THE EXPECTATION

“Here’s how I work: I buy as-is, with cash, and I can close in as little as two weeks. No repairs, no agent commissions, no showings. In exchange, my offer is going to be below what a retail buyer might pay after you fixed it up. Does that sound like it could make sense for you?”

CLOSE FOR THE NEXT STEP

“I’d like to take a quick look and get you a written number in the next 48 hours. Would *[day]* at *[time]* work?”

The five objections every seller raises

“I’m not giving it away.”

“I understand, and I wouldn’t expect you to. My number is going to reflect the condition and the speed. If it doesn’t work, no hard feelings — but you’ll at least know your as-is cash number.”

“I want to talk to an agent first.”

“Smart. An agent will get you more if you can wait 60–90 days, pay commissions, and handle repairs and showings. If you need it done and simple, that’s where I fit. Can I give you my number so you can compare?”

“How did you get my number?”

“Public property records — I reach out to owners in the area I’m buying in. If you’re not interested, I’ll take you off my list right now.”

“What’s your offer?”

“I don’t want to guess and insult you. Give me a few details on the condition and I’ll have a real written number for you within 48 hours.”

“I need to think about it.”

“Of course. What part would you want to think through — the price, the timing, or something else? I’d rather answer it now than have you wondering.”

INSIDE THE PROGRAMS

Door-knock, voicemail, and text follow-up scripts plus the full objection playbook.

Mentorship students can **text Victoria while the seller is on the line.**

Buyer's List Builder Checklist

Build the list *before* you lock a contract, so every deal you sign already has a home. You do not need hundreds of buyers. You need about 25 who actually close.

Where cash buyers actually are

- ☐ **County cash-sale records** — every cash purchase in the last 12 months (free)
- ☐ **Landlords with 3+ doors** — they buy every month
- ☐ **Flippers listing renovated homes** — call the listing agent
- ☐ **Hard-money & private lenders** — they know every active buyer
- ☐ **Local REIA meetings & investor groups** — post the deal, not the pitch
- ☐ **Property managers** — their clients want the next rental
- ☐ **Other wholesalers** — JV on their list until yours is built

QUALIFY IN FIVE QUESTIONS

1. **What areas** are you buying in right now?
2. **What price range** and property type?
3. **How much rehab** are you comfortable with?
4. **Are you paying cash** or using hard money? Can you send proof of funds?
5. **How fast** can you close once you see a deal?

Passes all five = A-list. Everyone else gets a monthly follow-up.

The 14-day buyer plan

DAYS	WHAT YOU DO	GOAL
1–3	Pull cash sales from county records. Look up the LLCs. Note what each buyer already owns — that is their buy-box.	50 names
4–10	Call 20 buyers a day using the five questions. Leave a short voicemail: “I’m a local wholesaler with off-market deals in [area]. What are you looking for?”	25 conversations
11–14	Tag your A, B, and C buyers. Put them in a simple spreadsheet or CRM. Send a practice deal sheet so the list is warm before you need it.	10 A-list buyers

INSIDE THE PROGRAMS

The full buyer module: the intake sheet, the deal-blast email and text templates that move an assignment in 72 hours, and the JV structures. Mentorship students get **direct introductions to Victoria's vetted buyer network** when they have a deal to move.

You now have the tools. Here is why most people still never close.

It is not the information. It is the first offer. Beginners get the contracts, read the scripts, and then freeze at the exact moment it matters: a real seller, a real house, and no one to check the numbers.

They guess the numbers

Wrong ARV, light repair estimate, and suddenly the deal does not work for any cash buyer.

They make the offer alone

No one to call before they sign. So they hesitate, and the seller moves on.

They have a deal and no buyer

A locked contract with a clock running and an empty buyer's list.

Working the kit alone

- You run the numbers and hope they are right
- You make the offer and hope the clauses hold
- You find a buyer after the contract is signed
- You Google every question and get five different answers
- First deal: whenever you stop hesitating

Inside the Mentorship Program

- ✓ Victoria reviews your comps and repairs **before** you offer
- ✓ Your contract is redlined before the seller signs
- ✓ You are introduced to vetted cash buyers when you have a deal
- ✓ You ask in the private network and get an answer the same day
- ✓ First deal: this quarter, with someone in your corner

“I closed my first assignment eight weeks after downloading the kit. The deal analyzer alone was worth more than courses I paid \$2,000 for.”

— Marcus T., first deal: \$11,400 assignment fee

Close your first deal with a mentor in your corner.

The Mentorship Program is everything in RE Wholesaling Mastery, plus direct, ongoing access to Victoria — weekly live calls, a monthly 1-on-1, live review of every deal before you make an offer, and introductions to her buyer network. Built for the investor who wants to close this quarter, not someday.

WHAT YOU GET EVERY MONTH

- ✓ **4 weekly live mentorship calls** with Victoria — recorded if you miss one
- ✓ **1 private 1-on-1 session** on your pipeline
- ✓ **Unlimited deal reviews** before you make offers
- ✓ **Contract redlining** on your active deals
- ✓ **Buyer introductions** when you have a deal to move
- ✓ **Priority text & email access** between sessions
- ✓ **Marketing & lead-gen playbook** for a steady flow of sellers
- ✓ **Private investor network** — answers the same day
- ✓ **Full materials library** — contracts, analyzer, scripts, lifetime updates

YOUR MONTH INSIDE

Week 1 · Sourcing

Where this month's sellers are and what to say. Bring your leads.

Week 2 · Deal review

Real properties, numbers checked in the room, offers built live.

Week 3 · Contracts & buyers

Redlines, terms, and buyer introductions.

Week 4 · Your 1-on-1

A private session on your pipeline: what to drop, push, and offer.

Coached by someone still closing deals every week.

There is no team of junior coaches. Victoria personally runs every call, every 1-on-1, and every deal review. When you submit a deal, she is the one reviewing it.

Book a free fit call → realestatemasterypro.com/contact

Limited seats — the cohort is capped to protect 1-on-1 quality. Pricing is one-time and shared on your call. Enroll in RE Wholesaling Mastery first and you can upgrade within 90 days by paying the difference.

Ready to close your first deal?

Do the seven-day plan on page 2 this week. Then, if you want someone checking your numbers before you make an offer, book a free fit call. We will tell you honestly which program matches where you are today — or whether this kit is all you need for now.

PROGRAM 01 · SELF-PACED

RE Wholesaling Mastery

The full library at your own pace, with a community behind you.

- ✓ Full self-paced curriculum
- ✓ Contract & assignment library
- ✓ Deal analyzer and comp tools
- ✓ Private investor community
- ✓ Monthly live group Q&A
- ✓ Lifetime access & updates

PROGRAM 02 · MOST POPULAR

Mentorship Program

Everything above, plus Victoria in your corner on every deal.

- ✓ Weekly live mentorship calls
- ✓ Monthly 1-on-1 with Victoria
- ✓ Live deal review before every offer
- ✓ Contract redlining on your deals
- ✓ Vetted buyer introductions
- ✓ Priority text & email access

Book your free 20-minute fit call

No pressure, no pitch-fest. A conversation about your goals and the honest next step.

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Common questions

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