

Ben Pargman's

Diamond-Elite One-on-One Rapid Success Mentoring Program

Included:

Diamond-Elite One-on-One Rapid Success Mentoring (Value: \$3,000.00/mo.)

The original and most experienced Short Sale Mentorship program delivering proven results: one-on-one individual coaching calls with your personal Certified Short Sale Mentor every other week/twice per month. To obtain Certification for this program, Mentors must be trained by me, be an active Short Sale investor actually doing deals, completed at least 15 transactions, and made at least \$500,000 in Short Sale profits within the past year.

Rapid Acceleration Implementation Planning (Value: \$2,000.00/mo.)

You will be put through our proven hands-on implementation planning sequences to assess your current levels of proficiency and knowledge, identify areas for immediate remediation and attention, and chart a specific course tailored for your success.

Rapid Acceleration Implementation Planning Includes (but not limited to):

- ***Personal Rapid Planning*** – an assessment of your personal goals and objectives for you, your family, and your life.
- ***Business Rapid Planning*** – an assessment of your business goals and objectives based on your Personal Plan.
- ***DISC Personality Profiling & Assessment*** – to identify your natural strengths and blind-spots to aid in planning and implementation execution.
- ***Team Assessment and Building Project*** – to identify those areas of the Short Sale business that you are currently missing and identify resources to build your team and handle certain tasks for you.
- ***Lead Generation Pipeline Builder*** – to secure a steady rich flow of deals coming into your business on a consistent basis

Advanced Subject Training:

You will receive advanced training on the most urgent and important topics related to your investing success in this market:

Advanced Subject Training Includes (but not limited to):

- ***Objection Workshop*** - You will be educated on specific responses, counter arguments, facts, and justifications to reply to objections and road blocks you are currently receiving.
- ***Deal Structure Workshop*** - You will receive specific instruction on how to best structure deals in this environment: from paperwork, to exit strategy, to listing agreements.
- ***Rapid Sales Workshop*** - You will receive specific mentorship regarding how to quickly find buyers in this market and sell houses in the time frames presented by Short Sales.
- ***Funding Workshop*** - You will receive specific mentorship regarding funding your transactions, the role of transactional funding, and proper end-buyer financing.

Access to Funding:

As a Diamond-Elite you will have access to funding resources:

- ***Discounted Transactional Funding.*** Discounted rates (2%). You will have access to my transactional funding sources at discounted rates in order to fund your Short Sale Acquisitions (A-B); and
- *******End-User Permanent Non-Seasoning Full Disclosure Financing******* (at competitive rates) to fund your Buyers (B-C). Once you've got your deal flow and structuring down, this becomes the Holy Grail that unlocks the deals for the Elite! Even other Short Sale "Gurus" call me to ask who this source is but we make it known ONLY TO OUR coaching and mentoring students.

Unlimited Deal Submissions

Regular Key Holders may submit up to 25 deals. Our Diamond-Elite Key Holders may submit an unlimited number of deals for partnership negotiation.

All Short Sale Approval Fees Waived

Regular Key Holders pay a \$1,500 per Short Sale approval fee upon the successful short sale approval. (If there is a 1st and a 2nd, that's \$3,000.00). All Approval Fees **are waived** for our Diamond-Elite Key Holders on partnership negotiation deals. If you had just one little short sale approved each month, that's like us PAYING YOU \$500 every month to receive Diamond-Elite Mentoring! If you had a 1st and a 2nd approved in one month, then it's **as if we were paying you \$2,000 every month** to get the benefits of Diamond-Elite!

Monthly Service Maintenance Fees Waived

Regular Key Holders pay \$197 per month for the negotiation service. With Our Diamond-Elite partnership negotiation, you may elect to waive your regular Maintenance Fees or apply it as a credit towards Diamond-Elite.

Diamond-Elite Bonus Deal Split Opportunity

As a Diamond-Elite Key Holder you will get a much bigger slice of the pie on partnership deals. You get a preferred Deal Split percentage on partnership deals. For the first 2 deals, you and your Mentor share the profits 50/50, for deals 3 – 5 you keep 60% and your Mentor gets only 40%. For deals 6 and beyond, you keep the vast majority 70%!!! At the end of the program when you've done a few deals and feel ready to "ride without training wheels" you can always submit deals outside of the partnership program and keep 100% of your profits once you get going. But to start with, you are much better off getting 50% of a deal that actually closes than 100% of nothing!

Weekly Open Line Deal Call (\$197/mo.)

In addition to your twice/month One-on-One private call with your Mentor, you will also have access to WEEKLY open line deal calls. As a benefit to you, your Diamond-Elite status entitles you to all Key Holder benefits including the Weekly Open Line Deal Call to answer your questions and hear those of other investors who may be solving an issue you haven't yet faced.

Monthly Success Webinar with Ben

In addition to your twice/month One-on-One private call and the Weekly Open Line Deal Call, you will have access to the monthly success webinar where Ben dissects a completed transaction line-by-line step-by-step. This highly acclaimed Key Holder favorite will no longer be open to the general public as it has in the past and will be an exclusive opportunity moving forward, but you'll have full access.

Three (3) FREE Tickets to my Short Sale Breakthrough Live Training. Not only can you attend my live training (regular admission \$2,997) but you can bring 2 other people with you . . . spouse, partner, business associate, assistant – whoever you think will help you in your business.

"This event was the clearest, most detailed and best real estate training I've had. Specifically, it's the #1 Short Sale program I've been involved with."

**- Mike Stahl
Carlsbad, Calif.**

At this event we will cover everything you need to do to build your short sale business. You'll see how students just like you have built a \$1Million Dollar plus business in about a year's time. This acceleration event will jump start everything you've learned from home study courses and propel you on your way to great success. Live events are great way to learn and absorb large amounts of information quickly. Besides, networking and meeting with other serious investors face to face in person cannot be replaced any other way.

Ben's Money Back Guarantee

You will get **your entire investment in the Diamond-Elite Program refunded back to** you when we partner and complete our first deal together. That way, the entire Diamond-Elite program and all the benefits will be FREE for you after you complete your first deal. It can't get much better than that!

Application & Acceptance:

Diamond-Elite Status is such an amazing opportunity that we can only extend this offer to a select few people who we think have the potential to actually be successful and close deals with us. We're not looking for people who just want to talk with someone on the phone, but rather serious people who want to turn their "hobby" into a "business".

Think about it, this amazing offer only makes sense if we close deals together, so we're only looking to work with people who have a likelihood of being successful and closing deals. That's why you CANNOT just enter a credit card online and sign up! No. You must apply and be considered for admission to the program and we're only accepting the limited number of people (current number of spots is posted on the page where you found the link to this Application).

Membership Criteria:

- Have an honest desire to grow your business to the next level!
- Can make a 6 month commitment to your short sale business
- Committed to honest and ethical business practices

There is limited space in the Diamond-Elite program and we only want to work with people that are 100% committed to being successful. We are investing our time and resources into you and your deals and we don't want to waste our time if you are not serious. You do not need any experience to qualify but you must demonstrate that you are 100% committed with a burning desire to make it Big in Short Sales in the fastest time possible.

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**Diamond-Elite One-on-One
Rapid Success Mentoring Program
Application**

Name: _____ Cell Phone: _____

Business Name (if any): _____

Address: _____ City: _____

State: _____ ZIP: _____ EMAIL: _____

Option #1: Prepay \$6,997 (Save over \$1,4000.00, get one month FREE)

Option #2: Monthly Option \$1,397 investment per month for 6 months

(This pricing is valid for this offer and this class only. The next time this program is offered the monthly investment is expected to increase significantly to \$1,997 per month.)

If I qualify, please enroll me at: *Please choose one payment method.*

Get a Discount for Pre-Payment Today

_____ Prepay Today: \$6,977 (Save over \$1,400.00, get one month FREE)

_____ I am an active Key Holder with a Current Subscription: Prepay Today for only \$5,997

Monthly Plan

_____ Monthly Option: \$1,397 investment per month for 6 months

_____ I am an active Key Holder with Current Subscription and I understand that I will only have to make the first 5 monthly payments for the entire 6 month program.

Card #1: _____ Visa _____ Master Card _____ American Express _____ Discover
Credit Card #: _____ Exp. Date: _____ CVV2 Code: _____

Signature: _____ Today's Date: _____

Card #2: _____ Visa _____ Master Card _____ American Express _____ Discover
Credit Card #: _____ Exp. Date: _____ CVV2 Code: _____

Signature: _____ Today's Date: _____

*Please provide two cards so you don't miss out on any benefits due to a problem with one card. If you would like to prepay by check, mail to:
The Short Sale Service, Inc., 235 E. Ponce de Leon Ave., Decatur, GA 30030.*

For Office use only:
Time and date received:

App# _____
Qualified/Non-Qualified
BP Initials: _____

Description of your businesses (attach additional sheet of information if necessary):

Briefly describe why you feel you're a good candidate for the Diamond-Elite One-on-One Rapid Success Mentoring Program (Use additional sheet of information if necessary.)

Confidential Data

How many properties have you transacted in total? _____

If more than 0:

When did they close: _____

What types of deals were they? _____

How many deals are you currently working on? _____

What kinds of deals are they? _____

What are the biggest challenges you're facing with them?

What is your income goal for the next 12 months? _____

What is your professional background?

Do you have the time and where with all to engage in the real estate industry and a Coaching Program? _____

Biggest Personal/ Business Challenge (Rank EACH 1-10, 10 = “BIG”, 1 = “Not So Big”)

- Clarity of Goals & Objectives _____
- Turning an Ordinary Biz Into an Extraordinary Biz _____
- Skills Better than Present Opportunity _____
- Time Management & Personal Productivity _____
- Employees _____
- Fighting to Shed/Transcend Limiting or Self-Sabotaging Beliefs _____
- Confidence Talking to Sellers and Agents _____
- Competition _____
- Finances – i.e, Making but not Keeping Money _____
- You are Ladder-Climbing Instead of “Leaping” Up the Rungs of the Ladder _____
- Still Heavily Influenced, Restricted by “Norms” _____
- Other: _____

If you could change (only) three things in your Business or Life, instantly and easily, what would they be?

Tell us what Short Sale strategy you are having the most difficulty implementing or executing?

Business Skills Assessment: Rank 1 = Poor to 5 = Near Perfect

- Generating Short Sale Leads _____
- Effectively Answering Incoming Calls _____
- Effectively Establishing Realtor Referral Relationships _____
- Building Rapport and Gaining Trust with Agents _____
- Building Rapport and Gaining Trust with Sellers _____
- General Communication Skills _____
- Ability to Evaluate Deals _____
- Closing Effectiveness with Sellers _____
- Understanding the Paperwork _____
- How your Sellers Feel When the Deal is Completed _____
- Dealing with Luxury Homes over 500K (\$1M CA) _____
- Understanding Exits Through Stage ½ Marketing and Auctions _____
- Percentage of Short Sales you've Negotiated that Were Accepted _____
- Effectiveness Influencing the BPO _____
- Managing your Books _____
- Corporate Structure _____
- You have a Good Attorney _____
- You have a Good Closing Agent _____
- General Organizational Skills _____
- Effective Time Management _____

Return completed Application (4 Pages) to 404-446-1311 or scan and email to benpargman@theshortsaleservice.com.

We will review applications in the order they are received and will close access to this class as soon as we fill the current vacancies.

Submission of Application does NOT guarantee acceptance to the Program.