

PRIVATE MONEY BROKER TRAINING

Deal Diagnosis Cheat Sheet

Five questions. The right product. Every time.

Question 1: Is the property built?

- No / land only → Ground-Up Construction
- Yes → continue

Question 2: Does it currently produce rental income?

- Yes, stabilized at market rents → likely DSCR
- No, or far below market → continue

Question 3: Does it need significant work?

- Major rehab (kitchens, baths, structural) → Fix & Flip / Rehab
- Cosmetic / lease-up / re-tenanting → Bridge

Question 4: What's the exit?

- Sell after work is done → Flip or Bridge
- Refinance and hold long-term → BRRRR (Rehab → DSCR) or Bridge → DSCR

Question 5: How fast does it need to close?

- 7–14 days → Bridge or Rehab (private money speed)
- 30+ days, stabilized → DSCR

Use the interactive tool

Run live deals through the Deal Diagnosis tree inside the course. It mirrors this logic and links to the right module.