

75 DAY
WHOLESALE
CHALLENGE

BUILD YOUR CONFIDENCE
IMPACT YOUR COMMUNITY
ACHIEVE FINANCIAL FREEDOM



10 ACTION STEPS

1. "THIS PLAN WILL WORK IF I DO."

If you don't believe being successful in real estate is possible, you're going to find it much more difficult to achieve it. Napoleon Hill says it best, "Whatever Your Mind Can Conceive and Believe, It Can Achieve."

2. BLOCK OUT 15 HOURS A WEEK

This needs to be focused, distraction-free time that you're going to dedicate to pulling lists, making calls, or knocking on doors. You need to be proactive in finding distressed properties & contacting the owners. When you're starting, deals don't just come to you.

If you're brand new to wholesaling, go to talktopeople.com/insider and watch the "Wholesale for Beginners" video course.

3. RECONSIDER WHO YOU SPEND TIME WITH

Spending time with people who want similar things as you will help you go farther faster. Surround yourself with people who will motivate & encourage you on your pursuit to financial freedom.

4. GET LEAN. CUT SPENDING.

If you get an assignment fee but don't keep any of that money after it hits your account, you won't be farther ahead than you are today. Find areas where you can cut spending so you can invest more.

5. TALK TO 200 HOME OWNERS & 100 AGENTS

Get in front of people as much as possible. Sometimes the difference between locking in a deal or not is a matter of getting face time with people who want to sell or may know someone looking to sell.

10 ACTION STEPS

6. VISIT 3 OPEN HOUSES A WEEK

If you go out on a weekend you're likely going to see Open House signs. Stop in & talk to the agent. Ask them about the home, comps in the area, the neighborhood, etc. This is a chance to make a real connection.

7. REWARD YOURSELF WHEN YOU WIN

When you finish the challenge, reward yourself with something that's really meaningful to you - be it a new pair of shoes, a nice dinner, or a unique experience. Make sure you tune into the live show so we can celebrate.

8. SQUAD UP WITH 5 PEOPLE REGULARLY

Make it a point to have at least 5 people who you regularly talk to and grow with. One place to find these people is on [Brent's YouTube Live Shows](#) (Wed/Thur @ 10am MST), [Ryan's Discord Channel](#), or even Facebook Groups.

9. BE ACTIVE ON SOCIAL MEDIA

Social media is a powerful tool to connect with people and build community. Posting regularly about what you're doing and what you're learning will not only get you used to talking, but has the potential to attract like-minded people to you.

10. SPEND TIME TAKING CARE OF YOURSELF

Whether you choose to meditate, read books, or get a heavy workout in at the gym, taking care of your mind and body is a crucial aspect of being successful in life and business. Prioritizing your health naturally aligns the many other areas of your life.

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