

BUILDING YOUR TEAM

A successful real estate investor is only as successful as the team they have around them – this includes both the paid team (real estate agent, contractor, attorney, etc.) and the unpaid team (close friends, family, or real estate buddies, etc.). Because things move quickly once you're ready to invest, it's wise to build your team before you're ready to purchase a property. This worksheet will guide you through the process and allows you to keep track of your team in one place!

THE UNPAID TEAM

First and foremost, you'll need emotional support. Real estate investing can feel intimidating, especially if you're a beginner. You're learning the ropes while also making life-changing, six-figure decisions. That's a lot of pressure. Get this team in place first, so you'll be supported emotionally as you go through the process of building the rest of your team.

- Who is your main cheerleader? This could be a spouse/partner or close friend or family member – someone that gives you emotional support and with whom you can talk about your real estate investing journey at least once per week:
_____.
- Supportive community of other real estate investors – this could be your local REIA (Real Estate Investors Association) group, fellow YFRP students, or another group of investors that you regularly connect with: _____.
- Do you have a mentor? Is there a specific person within the real estate investing community that you've identified and have asked to work with?
_____.

THE PAID TEAM

Now it's time to start assembling your paid team! You can use the list below as both as a checklist (to track your progress on building your team), and as a way to keep track of your contacts. Note: not every investor will need all of the team members, but we'd rather include as many as possible!

- Real estate agent
 - Name:
 - Contact Info:
 - Notes:
- Wholesaler (optional)
 - Name:
 - Contact Info:
 - Notes:
- Mortgage banker/lender
 - Name:
 - Contact Info:
 - Notes:
- Title company
 - Name:
 - Contact Info:
 - Notes:
- Insurance agent
 - Name:
 - Contact Info:
 - Notes:
- Attorney

- Name:
 - Contact Info:
 - Notes:
- Certified Public Account (CPA)
 - Name:
 - Contact Info:
 - Notes:
- Property Manager
 - Name:
 - Contact Info:
 - Notes:
- General Contractor (GC) for major renovations
 - Name:
 - Contact Info:
 - Notes:
- Generalist Contractor (handy person)
 - Name:
 - Contact Info:
 - Notes:
- Licensed Property Inspector
 - Name:
 - Contact Info:
 - Notes:
- Specialty Tradespeople:
 - Electrician
 - Name:
 - Contact Info:
 - Notes:

- Plumber
 - Name:
 - Contact Info:
 - Notes:
- HVAC technician
 - Name:
 - Contact Info:
 - Notes:
- Lawn care
 - Name:
 - Contact Info:
 - Notes:
- Drywall installer
 - Name:
 - Contact Info:
 - Notes:
- Pest control company
 - Name:
 - Contact Info:
 - Notes:
- Foundation specialist
 - Name:
 - Contact Info:
 - Notes:
- Engineer
 - Name:
 - Contact Info:
 - Notes: