

Alright, everyone. Welcome back to the raise private funds course. This is Manjit Rukhra and a, just wanted to welcome you on module two of week one entailed a building each piece in order. And I'm excited to have you guys here on the journey. Hopefully you all went through the week one training and did the action step of going and diving into your goals, a writing and thinking about what's important to you in your business and your life and why you want certain things. And you know, essentially what the vision you have for yourself and your future and what that's gonna look like, what that's gonna feel like. Cause that's important because, uh, this first week, especially these first two modules, we're going to be talking about the fire, the fundamentals, the foundations of your business and why that's important and always goes back to your goals.

You know, why are you in this business? Why do you want to do what you're doing right now? You know, and, and essentially most people that get involved in real estate is because, you know, real estate is the vehicle that they've picked to help them accomplish their dreams and their goals. Uh, whether it's personal growth, whether it's, uh, financially speaking, but, uh, you know, you can find that all here and it's a great place to challenge yourself and build something great for yourself and your family. So, uh, with that set, we'll get right into it. So here's what we're going to cover in this module. We're going to be talking about the Facebook group, which is for the, uh, for the members in the group on raised private funds. We're going to be talking about the community, uh, how that works. You know, the importance of the community, uh, how to take advantage of the Facebook group so you guys can maximize and leverage, you know, the learning and leverage the other students and my experience that I'm going to be sharing and helping answering your questions.

We're also going to be talking about the live Q and a calls and how that's going to work. You know, um, I've been part of a lot of different, uh, mentorship groups, a lot of business groups and masterminds and I'm, one of the biggest things I've taken away from those groups is, uh, actually being on those live Q and a question and answer calls. And I will, I'll, I wanted to implement that in our course because I saw such value and I saw such a huge benefit of having that, you know, having somebody that has, is an expert in the industry answering your questions, not just on the course, but as it pertains to your business. Maybe working with lenders, uh, learning how to analyze deals, uh, learning about different contracts and agreements. So that's going to be very beneficial. And we'll be talking about how you can get on those Q and a calls, uh, those biweekly Q and a calls and how that's going to work.

We're also going to be covering, uh, the values and the beliefs, you know, any successful business, successful group or community. It's built upon having a fundamentals and having the right values and the right beliefs and the raise private funds, the course and the community is no different. And we're going to be covering that because you know, we want to have people on the same page as us. And having that understanding is going to go a long ways and not just real estate, but you know, really leveraging the community and being part of something that's, that's huge, you know, and bigger than yours. And, and you know, nobody gets to the top all by themselves. Right there. Everything is team oriented and we're no different. So we're going to be talking about that and what that means. And, uh, you know, there's eight weeks in this course, so there's a lot of ground we're going to be recovering in the next eight weeks.

But really, you know, I want it to boil down, uh, these three most important things in this business. You know, there's a lot of moving parts, but really if I was able to take all of these things away, and if I were to tell you, you know, what are the three things that are gonna impact your business more than anything, those three things would be marketing, analyzing deals. So whether it's a rental, it's a wholesale deal, it's a new build, it's flipping whatever it is. But learning how to analyze the numbers

because, um, you know, the numbers don't lie. And learning how to do that, what you're going to be learning about that is the second most important thing that matters. And the, the third thing is the funding. You know, the raising capital, working with lenders, working with banks, uh, doing joint ventures with people and learning that whole world that I want to open up for you guys and, and learning how to leverage and grow your business and scale it.

You know? So again, if I was able to boil it down, these are the three most important things. And, and we're going to be talking about that, you know, having that in the back of your head a while. We're going through the training. So, uh, here we're going to be talking about the, the joining the Facebook group. You know, uh, if you haven't already, uh, and you, you probably would've cause one of us, my wife or I would've added you to the group already. But, uh, for some reason, if you didn't get the email, I'm going to be sharing the link and I'll show you how you can get involved and how you can add yourselves to the page and also giving you the link. Uh, and, and we're going to go be going over that and how that all works. And so in this Facebook group, you know, there again, we wanted to talk about some of the values that and the beliefs that we have here, you know, and how we wanted the Facebook group, the closed private Facebook group community to work.

So, you know, everybody is taking advantage of learning, uh, of sharing their experiences and really just setting the ground rules to that, you know, and, uh, one of the things, you know, again, being part and being in business for quite a while, I've been part of different communities on Facebook or LinkedIn or even meetup groups. And one thing I see a lot is, you know, people can get to the point where, you know, instead of learning and asking questions in the group, they, they start complaining or you know, a lot of negativity and, and you know, you, you feel that and you know that that's essentially sometimes, uh, a group can start creating that sort of vibe. And we didn't want that. So, you know, as we're going through this, you know, depending, always think of what you're posting, you know, is it a positive, is it encouraging?

Uh, and it's okay to answer questions and maybe you're stuck somewhere that is fine. That's part of the, that's part of being on the group. But really we want to set the framework here and we don't want this group to be somewhere that people are just going out and, and uh, you know, say bashing the business or, or just complaining about their contractors or whatnot, but really have that in the back of your head. You know, also the culture, sharing your experience in the group. Re re highly recommend people participate with their own knowledge, you know, and celebrating wins. If somebody has a question even right, and you might have experienced that, uh, you relate to that question in the group. Well, we want you to share your experience with it. You know, sharing your experience. If you can help out a fellow, a fellow member in the group, you know, that's going to go a long ways.

Why? Because that's going to help you build a valuable relationships. So, you know, like I said, participating in the post and commenting, if you have something to share or if you can provide feedback to somebody else's posts, you know, that's going to go a long ways because again, all of these things, why I'm mentioning it is because it's going to create that sense of community in the group. And that's something that I've seen, you know, some of the best, a advantages of other groups that have been part of, they have that sense of community of uh, you know, servant leadership and, and that's the same type of model that we want to structure here in our group. And also using the Facebook group to ask questions, you know, don't, you know, don't go on there and start telling the story, um, you know, and doing that.

But really it's there for you to ask your questions in the group. And again, having myself or having Jill answer your questions or even having the other students that have a lot of experience or they've maybe gone through some of the themes, the same things, or it can relate to your post, uh, doing that right. That is going to be huge and it's going to go so far in the group. And so before that, I'm going to actually just open up our browser here. Uh, if you haven't already, and just show you how the online community looks. So we've got this and we'll go to raise private funds. So here's the group. So you know what, I'm going to be sharing a link in the end of the video on the slides, but essentially you can go to facebook.com, forward slash group forward slash raise private funds forward slash and you'll find it here.

So once you get on there, we're going to be accepting you and you can see that, uh, we actually just, so if you're getting involved closer to the end of 2019, we actually just launched this group a few weeks ago, so you can see a, the members here, we're growing now and, uh, I've been posting here a little bit. Uh, so your, this is where you're going to be able to participate and this is your group as much as it is mine, you know, so, uh, different things that we're going to be going over or the Q and A's. And I'll keep this open cause we're going to come back here. I don't know, but let's go over here.

And also we're gonna be starting a, we're going to be starting our live weekly, biweekly, I should say a question and answer calls and we're going to be talking about how that all works. So our biweekly calls, you know, this is something that we, we definitely wanted to implement in this training module. And again, because you know, you learn best from multiple perspectives, you know, having not just learning from my knowledge and my experience, but also learning from other people's, and that's something that we wanted to implement. So I'll be sharing how to get on those biweekly calls and each call is gonna be recorded. So if you can get on the call, I'll be sharing where you guys can get that link. We're eventually going to share that link on our, uh, on your online portal and you'll be able to get the link there if you missed the call.

Uh, and also you're going to be able to go to, uh, the, the link that we also have in the event page on the group and sign up there. So we're going to be doing this on Saturdays from 11, Oh, sorry, from 10 to 11:00 AM and on Tuesdays for six to 7:00 PM central daylight time. And so, you know, figuring out, depending where you are, uh, living, uh, you want to be on those calls and a, that's where you're going to be able to ask your questions, ask questions and get help. Either things on related to the course, the training that you've gone through, maybe you don't understand something or maybe something was in clear while this is going to be your opportunity to ask those questions. And also, again, you know, I'm going to stress this, but really leveraging and learning from others' mistakes and wins and really getting as much, uh, as much that you can from these calls.

And also by implementing the suggestions. So maybe somebody talks about, you know, their experience with a certain type of marketing campaign that they've been doing and they've been getting results. Well, you know, what, if that sounds great and you know, you are in that stage in the course or in the business, well, you know what, that's awesome. You know, implement some of those suggestions that I've been working for the other, you know, especially also learning from their knowledge and real life experience. And I love that because you know, this is all, you know, there's, there is a part of theory in the course, but really where you're going to learn the best is by implementing and being out in the field, right? The most [inaudible] the, the biggest, um, learning experiences you're going to have by doing and by being involved and taking action. And, uh, I love this saying, I heard this a, I'm not sure from where, but uh, but I love this hearing.

I seeing, I heard this from somebody and, and you know, they always said that, uh, you're in business for yourself, but you're not by yourself. And that's really true for the raised private funds community because you know, everybody has their own business and they have their own reasons of why they're doing the business. But really you're not going to be in this business and you're not in this business by yourself. Right? It's very team oriented and that that's essentially the, the same things that we wanted to adopt, the same philosophy that we want it to also adopt in the program. So values and beliefs here. So we're going to be sharing, you know, some of the values and the core fundamentals that we want to have in this next eight weeks of the course. And essentially just overall in the business of real estate, you know, everything starts down with having a solid foundation.

Just like when you're building a house. You know what if your foundation, uh, if your foundation is not built on rocks built on sound wall, you know what you're, you're going to have shifting. You know, you're not going to have that solid, strong structure. And that's the same thing. That goal is for your business and your, and the real estate community is having the vision. You know, where you see yourself in the future is going to determine your daily habits. You know, they need to be in line with your goals. And that's why in module one we went over the goals and I've asked you guys to download that, that word document and fill out those goals, you know, take time and really go through them and then also refer to those goals every single date. You know, having that on the front of your mind and just thinking about your goals, you know, and asking yourself, what I'm doing right now on a daily basis?

Is this moving me away from my goal or is this moving me towards it? You know? And then hopefully that example is moving you towards those goals, right? Again, it always starts back at your vision. What's the vision? What's the vision you want to see for yourself? Right? And there's a old Bible, a verse that says, you know, where there is no vision, the people shall perish. You know, and that's the same thing. Uh, when it comes to your goals and your business and having that longterm perspective, you need to think of your business in the longterm, right? Because there are going to be ups and downs and there are going to be failures. Especially if you do this business long enough and you do enough deals, you know, there are going to be ones that you might fail that. And maybe they do it in go your way.

And what I've seen a lot of people do is they throw in the towel, you know, they've maybe lost some money on a deal, uh, or something went wrong and, and that's it, right? And they go back to what they were doing. And I mean, that's the only way to fail in the business is if you quit. So again, having this business and thinking of it in the longterm, and that's going to help you so much, uh, you know, going through the ups and downs of this business. And, uh, and again, right? Failure is only temporary, you know, and the biggest thing is if you, if you truly feel like if you really fail at it is by quitting is just like throwing in the towel and that's not what we want to see for you guys. And we want you to just have that longterm perspective cause real estate.

Uh, like any business. It is longterm and it's something that's intergenerational, especially if your niche is, uh, if your niche is buying income generating properties, this is something that's really longterm, even after you're gone. This is something that you can pass along to your kids, uh, to your family in that next generation that they can continue to build, you know, build that business, you know, pay down the mortgage, build that equity. And that's something that can be in the family for generations. And I love that about the business, right? And also working smarter, learning to work smarter, not harder, harder. And we're going to be covering a lot of the tools and strategies that I've used in our business to grow. You know, things like a CRM, like a customer relationship manager system, learning how to use your email properly, learning how to use Google drive and what we want to do, what our, you know, what our desire is for you guys is to make your business simple as possible and for you to work smarter, right?

And not spending hours and hours a day working at your business because that's definitely why not, I didn't get in business because to work, you know, 12, 14 hours a day. I had got it for the freedom of time and the freedom of having control of your own schedule and your income. And you know what, I'm not to say that you, uh, this just comes by, you know, working two, three hours a day, but you definitely want to be still working on it. But you don't want to be working at this business all day long because that's definitely not why you got involved in it. But again, working smarter, working with all the tools that you have available, well that's gonna, that's gonna help you leverage the hours, the time that you're putting in the hours in your business, and really focusing on your business. Focusing on what I mean is when you're focusing on tasks, you're focusing on a certain part of your business for the day is learning to put the distractions away and learning really to say no to things.

Because I will tell you just from firsthand experience, when you're building a your business or you're maybe spending a day and you're working on a task you need, you have a, you, your daily item, list your, your goals for the day that you need to get done. Um, you are going to have so many distractions pulling at you. Your phone, your computer desktop is open, your emails open and your phone is ringing and you're getting text messages. And what most people do is they're reactive. You know, instead of putting it away, putting your phone on silent and really just, uh, consciously telling yourself that, Hey, you know what? This is my work time. I'm going to focus and whatever, whatever it is, and for the most part things can wait is you know, really learning to say no to things that's going to help you so much in this business.

And it's going to show you how to collapse timeframes when you're able to really consciously be aware of what you're doing. Uh, and so you can focus on those things that you do need to do on a daily basis because you know, we all have the same amount of hours in the day, but it's those people that have really gotten good at focusing on their business, on their tasks, that's where you're going to see the biggest results. And also the last thing I'll leave you guys with too is as being persistent, you know, the biggest benefit factor to your success will keep you going. And that's something that will keep you going when times are good and bad is the, you know, having all out persistence. And I love that because even in the book think and grow rich by Napoleon Hill, he talks and it's a great book.

So if you haven't read it, definitely recommend you to read it. It's probably the fundamental book to a lot of business and personal development books that have been written to this day. But he talks about, you know, to the two of the, the, the biggest benefactors that he's seen in most people, most successful people in the world. Uh, one is having a strong desire, you know, having a strong, deep down desire for what you're doing or even maybe why you're doing it, you know? And the other thing he talks about his persistence, you know, no matter what, in the face of the face of hardship, in the face of push back that you keep going, you know, again, this goes back down to having that longterm perspective and, and that failure is only temporary. But if you keep pushing forward, you keep persisting at your goals every single day you will accomplish on that is definitely, you know, my promise to you guys, if you're, if you're having support, if you, you're on the Q and a calls, you're taking advantage of the Facebook page and then your keep and continuing to push, you will accomplish your goals.

You know, when I started in this business, I didn't have a lot of these, uh, these tools. I didn't have a mentorship for the first 40 years. I did it by myself and I made a lot of mistakes, you know, and those mistakes cost me money. It costs me time. Uh, but you know, it wasn't until about four years into the that I actually decided to hire a mentor and take a, a program similar to this one. But you know what? That it wasn't until then that actually started making leaps and bounds and, and being more successful because, you know, I was involved and I was in the business, not just by myself. I was able to meet other people in the business, uh, that were making strides and becoming successful and, you know, I was able

to leverage them. I was able to leverage that positivity and, and having that framework and just knowing that I'm in the business here, I'm not by myself, you know, because sometimes it can get lonely.

A lot of people run businesses and it's, you know, really just them, a lot of mom and pop shops around the world. Um, you know, when times are tough, they don't have people to lean on, you know, but again, having that, this is the community that's going to really help you get there, especially if you're implementing and you're watching the videos and you're taking action, right? And, and having that mindset of, you know, this is a longterm business and no matter what, I am not going to quit, you know, and, uh, here's a, a, a pinup that I want you guys to download and, you know, print it off and you'll see it in the resources section under this module. Uh, and it's the three things that matter, you know? So this is something that I will say is that you will be tempted to do anything other than the work to find deals and close letter lenders.

Keep it simple and execute on these three things daily. So no matter what you're doing, if you're spending time on marketing and you're making sure your phone is ringing with deals, you're analyzing those deals and you're figuring out, you're finding those diamonds in the rough, and then you're going out and funding those deals. So you're finding a lender, you're raising money, you're talking to people on the pro phone, you're continually prospecting in your network. If you're doing these three things every single day, you're going to see that momentum start building in your business. You're going to start seeing success in your business. You know, I guarantee you that. So again, a lot of moving parts, but if you're focusing in, you're consciously aware of these three things, you're going to see momentum in your business. And how are you, how do you do this? Well, this is what this course is going to cover.

You know, we're going to be showing you the step by step system that has worked for us. You know, and to this day we've done a well over a hundred transactions in the business, you know, over the last, uh, 10 plus years in the business and that number continues to grow. And we've also seen that in our students. So people that have taken our training so far, you know, being able to implement those strategies and the systems in the, in the business, they've been able to get those same results. So again, download the uh, the document and printed out and put it up somewhere that you will see it on a daily basis. Just to remind you, uh, so hear guys and we're going to finish the, the module here with some action steps. So again, we talked about the Facebook group and how you can join that. So you're, you've probably been added by one of us. But again, if you haven't, here's the link and you can go put it into your browser, a request to join the page, and either myself or somebody on our team, we're going to be accepting you also getting on the weekly Q and a calls, which will be found in the Facebook group event. Uh, Facebook group events tab, which is right here. I'll just show you again.

So that will be found right here. And again, we're gonna be starting this in two weeks. So, uh, you'll be finding it right here. It'll give you the steps to join that so you guys can do that.

And,

and also, like I just mentioned, the pinup. So a downloading that, having that pin up and just reminding yourself on a daily basis along with your goals that you wrote out in your previous module, and just really having that and visualizing the life that you want and also doing the right things on a daily basis that's going to push you towards those dreams. So guys, um, I'm excited to see you on this journey here with us and I just wanted to leave you with one thing. Uh, one of the greatest impacts that I've seen in my life is, you know, learning, especially in this world of like distractions and social media, uh, is learning

on focusing, you know, consciously telling yourself that you need to focus on your vision daily no matter what that is. And, and just, you know, all out persistence on that, on that vision.

That is where you're going to take and see strides in your business. You're going to start seeing momentum building up in your business, and then you're going to be able to share those wins with other people that might need to hear it, right? Again, you're in business, you're in this business for yourself, but you are not by yourself. Again, guys, we'll see you on the next module in a called money school. We're gonna be covering a lot of things there. So, you know, if you haven't gone through the module one, uh, and the goal setting exercise and, and watching that video, I asked you to do that first, and obviously you finished this one and we'll see you guys on the next video. Thank you.