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**WELCOME NEW MEMBER!**



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# Program Guide

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Congratulations for taking the next step: joining an exclusive and elite group who are taking their business to the next level with the REInvent 7 Figure Acceleration Program.

We take your commitment as seriously as you do and recognize how critical it is for you to get results.

This is an amazing opportunity to partner with Gary, your Coaches, and every member in the REInvent program, using the advanced, sophisticated strategies of R.A.P.I.D. Results!

The goal of this program is for you to get 10x results with half of the effort towards achieving a 7 figure business!

You're on your way to getting your deals done, no matter what it takes, and no limitations to where you can go!

This program is about ensuring you take massive action and get massive results. It is only for individuals who have pledged to themselves – and to all of us at RealEstateInvestor.com – that they're willing to do whatever it takes to achieve their definitive goals.

Welcome to this exclusive club!

To your infinite success,

*Gary Boomershine*

## *Does This Story Sound Familiar?*

Every Real Estate Investor and entrepreneur knows that despite our best intentions, motivation and willpower, sometimes our business grows slower than we want and deals get harder to come by. This is when you feel confused and frustrated. You realize you need help but aren't sure where to turn. You begin to worry about payroll, overhead and changing market conditions. What used to work no longer does. If only you could get more leads! But this leads to bottlenecks, dropped balls and feeling overwhelmed. We get too busy chasing leads that we forget to build a business that can operate without our constant oversight.

Our members typically fit into one of three groups:

1. You are a reasonably experienced individual investor and are starting to increase your deal flow. You want to do more and often think how nice it would be to get to \$xxx. You are motivated and ready to hire a VA or local staff and start building your business, but you don't know where to start.
2. You are killing it "wholesaling homes" in your market. You have hired a VA or local staff, and have systems and processes and make a nice income, but you are working 80+ hrs a week. You want to get the same or better results with less effort. You know you need a plan and need help with your some of your business functions, but don't have the time to figure it all out.
3. You are a very experienced Real Estate investor and have completed several creative deals. You have a team with systems and processes and make a nice six-figure income. You want and have the capability to get to 7-figures, but find that the business is managing you and growth is plateauing. You're spending more time managing your team and less and less time in front of sellers making deals.

We created the REInvent 7 Figure Acceleration Program get you 10x results with half of the effort. With the strategic and tactical performance accelerators we've built in, a 7 figure business is within your grasp. The program is designed to help you effortlessly leap the biggest hurdles for entrepreneurs and investors specifically, no matter where you are at in your REI business.

## *The REInvent 7 Figure Acceleration Program Overview*

The REInvent 7 Figure Acceleration Program is the next step in building both active and passive income streams. It is designed to propel you to getting more deals closed, build your skillset arsenal, and support you in working with other individuals in the program and in the course of doing business.

Rome wasn't built in a day and REInvent members understand that a 7 figure business isn't either. That's why our program is only for real business owners willing to commit to 12 months to create the business and lifestyle that has so far been unattainable.

You're now ready to become the leader of your business. You're on track with your Coaches, you're working with program Mentors and you're availing yourself of all the resources in the membership site and the Member Community, and are moving forward with your detailed, targeted goals.

Get ready to take massive actions!

Get ready for the VIP treatment!

Get ready for an amazing year!

### **NOTE:**

*Access to program benefits will be available once all registration and payment processes have been completed.*

*To be more successful,  
We must think differently.  
We must change inappropriate habits  
and attitudes to ones that are  
supportive of our goals.  
We must embrace, and not bemoan,  
all efforts required to achieve results.  
Once we are clear on  
what we want in our minds,  
we MUST imagine  
no other possibility!*

*~ Willie Hooks ~*

# REInvent 7 Figure Acceleration Program

### Getting Started

- Business Assessment
- Program Overview & Getting Started

### R.A.P.I.D. Results

- BIG WHY
- Vision
- Accountability Chart
- Scorecard
- 1 Year Plan
- Rocks (90 Day Goals)
- Issues & To Dos
- Forecast/Review (L10) Meeting
- Your Hiring, Training & Managing Guide

### Weekly Accountability Check-In

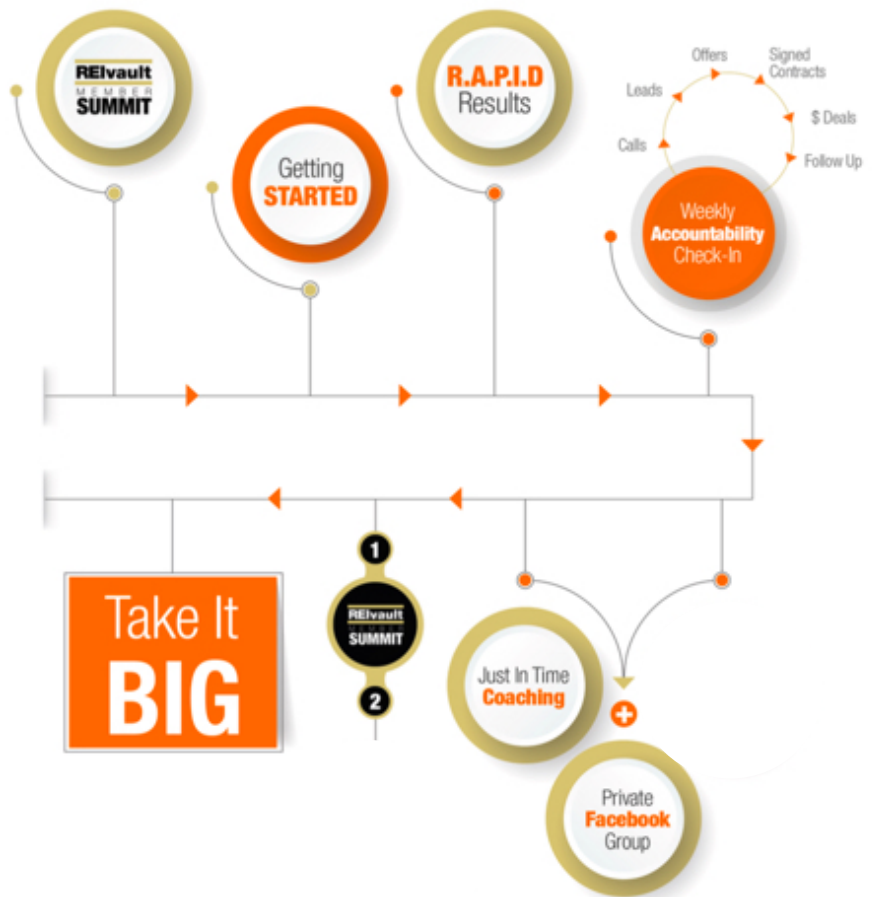
- Weekly Accountability Questionnaire

### Just in Time Coaching,

### Private Facebook Group

### Other Potential (Member Recommendations)

- Credibility Kit
- Skip Tracing
  
- New Podio Apps just for REInvent Program Members



1 on 1 Performance & Accountability Coaching

Technical Coaching

With REInvent's 7 Figure Acceleration Program, you'll understand how your business grows, which levers to pull, which activities to scale and which to cut out completely. You'll be able to scale your results up while scaling your activities down by laser-focusing on only the most productive uses of time, resources and energy. As a result, you'll transform yourself from a real estate investor to a true entrepreneurial leader of your company.

## Clear Path To **SUCCESS**



Every real estate investor knows that growing his or her business can be difficult with many moving parts, including constant distractions and lack of clarity and resources. The more successful you become, the more complex your business becomes. From executing on your plan to recruiting and managing talented salespeople, structuring highly profitable creative deals, and turning dead leads into big profits, is key.

The skills and habits you've used to get you where you're at, will keep you from breaking through the revenue barrier holding you back from a business that runs without you. By "reinventing" yourself with a proven path to success, you will gain the tools that empower you to create a business that truly runs with little effort on your part. In short, your systems must be clarified, and your team effectively managed and running like clockwork. That's what will create peace of mind and it's what you can achieve with REInvent's 7 Figure Acceleration Program; a proven framework built for you to break free from the chains that tie you down to your business and keep your profits from exploding.

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# Program Details



## Getting Started

- ▶ The first course of action is completing a Business Assessment. If you are attending the REVault Member Summit, you will have already completed this on day 1 of the event.
- ▶ A **Program Kickoff lunch** will be held on the final day of the REVault Member Summit, for all members signing up for the program. The REInvent team will walk through this program overview along with the R.A.P.I.D. Results Planner and answer any additional questions you may have.
- ▶ You will be given access to **special membership area on "The Vault" called: REInvent 7 Figure Acceleration Program** where all the training, resources and tools will be stored and accessible
- ▶ A Podio Tile will be added to your member homepage in Podio – with a link you to your **R.A.P.I.D. Results Planner** used throughout the Program.
- ▶ A Performance Coach will reach out to you to get your first coaching session scheduled.



## R.A.P.I.D. Results

- ▶ From the Tile in your member homepage in Podio – access your R.A.P.I.D. Results Planner (currently in Google Sheets). This is a comprehensive template for you to capture your vision, plans, and goals, set metrics and track results, status issues and actions, along with some organizational and operational guidelines – all needed for you to “Take It Big”.

### **R.A.P.I.D. Results**

- BIG WHY
- Vision
- Accountability Chart
- Scorecard
- 1 Year Plan
- Rocks (90 Day Goals)
- Issues & To Dos
- Forecast/Review (L10) Meeting
- Your Hiring, Training & Managing Guide

- ▶ Prior to your first coaching session, you will need to determine your business plans and goals. This includes the Big Why (or the purpose that drives you down this path), along with your business Vision, Core Values , 1 , 3 and (10 Year) Plans. There are easy to use instructions within each tab in your R.A.P.I.D. Results Planner.



# Program Details



## R.A.P.I.D. Results, Cont.

- ▶ An ideal REI Business Accountability Chart is included. Here you can identify who on your team currently performs each function and lay out future hiring plans.
- ▶ During your first 1:1 coaching session, your coach will help you to refine your business plans and goals, and walk through your Accountability Chart. This may take a few iterations. **We will have Bi-Weekly Office hours to help answer questions with the Planner.**
- ▶ Once you have your plans and goals set, you are ready to break things down to 90 day goals, called "Rocks", establish your business metrics & scorecard, and assign clear owners for each. A "Leads Needed Calculator" is included to remove the guess work. This tool quickly estimates the number of leads (and other key metrics) you need per month to achieve your profit goal.
- ▶ You are now ready to begin working toward your "Rocks," planning out weekly actions, identifying and resolving issues, and tracking your results. A weekly team meeting agenda, Forecast/Review (L10 meeting), is included for you to follow with your team.

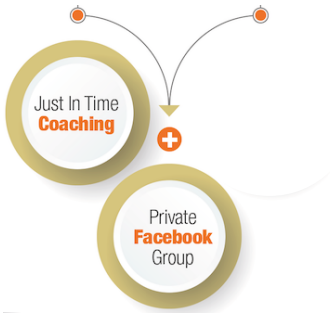
## Weekly Accountability Check-in

- ▶ Each member will be on a **monthly 30-minute 1:1 session** with their performance coach.
- ▶ Members will be required to complete an online **Weekly Accountability Report** listing the Top 3 critical results they each will commit to accomplish in the upcoming week for their business. The primary purpose for these weekly reports is to help hold you accountable to your commitments, identify and remediate any personal roadblocks, and ensure alignment with your Rocks and annual plan. Your coach reviews the weekly reports and provides feedback & guidance via email in between the 1:1 sessions.
- ▶ Coupled with REIvault, the R.A.P.I.D. Results Planner and weekly accountability reports will put you on the Clear Path to Success and taking it big to 10x.





# Program Details



## Just in Time Coaching

- ▶ Many of the questions you raise or scenarios you encounter have been addressed or (solved) by other team members – during other trainings or coaching sessions. **The Just-in-Time Coaching** component is an extensive repository of subject specific recordings not available to standard REIvault members. As the need arises, you will be provided access to the relevant recordings via another special section of the REIvault.

## Private FaceBook Group

- ▶ **The REInvent Communication Group (via Slack/Voxer, etc) will be a forum to ask other group members for guidance with some of your tricky deals, share successes, and build a strong member community.** This will become a key resource where members will help and share in each others growth and successes. This will become a tremendously valuable resource for the group.

## Bi-weekly Technical Deal Office hours

- ▶ **Bi-weekly Technical Deal Office hours**
- ▶ This is a group format and will include guest speakers highlighting some interesting deals. It's an opportunity to ask other group members for guidance with some of your tricky deals or stucks in a live forum - like getting on a Mastermind hot seat.

## Program Details



### REInvent Member Masterminds

- ▶ REInvent members will be invited to two 2-day / Semi Annual Masterminds.

Take It  
**BIG**

### New Features & Processes

- ▶ The REInvent team will be looking to REInvent members for recommendations for system and process enhancements and new features and offerings. Most of these will be exclusive to the REInvent members.
- ▶ Examples:
  - Credibility Kit
  - Skip Tracing
  - New Podio Apps (such as EOS scorecard)

## What You Can Expect From Us

- ▶ 1:1 Performance and Accountability Coaching, a growing team of trained, experienced specialists, actively using the business model successfully and profitably
  - ▶ An ever-increasing 'REInvent Only' online community
  - ▶ A growing, members-only online Just-In-Time coaching library, constantly updated and organized to help you find what you need when you need it
  - ▶ Bi-Annual Mastermind groups for accelerated leverage with your peers and fellow members
  - ▶ Bi-monthly Technical Coaching to connect LIVE with Ray, Gary, and other Members, to get your questions answered and for the advanced education and support that YOU'VE asked for!
- ▶ Extensive 1:1 support with trust processes, trust document templates, usage training, and more.
  - ▶ Your own R.A.P.I.D. Results Planner tool for you to capture your vision, core values, goals and plans, set metrics and track results, log status on issues and actions, in addition to some organizational and operational guidelines - all needed for you to "Take It Big" and provide you with the knowledge and confidence you want for your decision-making processes
  - ▶ Build out of member recommended processes, tools, or custom "member only" Podio apps.

*Find REInvent resources, tools, software in the special members only section at [www.members.reivault.com](http://www.members.reivault.com).*

## What We Expect From You

- ▶ An intense desire to succeed, a total commitment to do WHATEVER it takes to transform from a real estate investor to the entrepreneurial leader of your business, knowing you may be asked to take actions outside your comfort zone.
- ▶ To show up for yourself on every 1:1 coaching call, on time, every time, and commit to follow through with ALL the actions, tasks and activities chosen by you and your Coaches to maximize and accelerate your operational and financial results.
- ▶ To participate in the REInvent group program coaching calls and the private member communication community. Contribute your ideas, experiences and successes; provide guidance to others where you have expertise; and be open to feedback and guidance from others on your tough deals or questions.
- ▶ The REInvent program provides the tools; however, the 1:1 coaching and additional program benefits ensure that you're moving forward with the accountability, support and training needed for ultimate success.

*REIvault Support will automatically upgrade your membersite access to the REInvent level, and you will now be able to see and access many additional resources that were not available or viewable before.*

## Meet The Program Team



### **Gary Boomershine**

CEO RealEstateInvestor.com, LLC -- Creative Deal Structure  
gary@REIvault.com

Gary has worked in a variety of emerging growth markets for more than 24 years in the Silicon Valley and India. He's been successful in emerging markets and public markets in a broad range of industries including Residential and Commercial Real Estate, Private Lending, Enterprise Software, and High Tech Manufacturing.

Gary's early career was in management and technology consulting at Andersen Consulting (now Accenture) and in enterprise software sales. During the previous 10 years, he founded and operated both real estate acquisition and lending operations involved in hundreds of profitable property acquisitions, as well as a real estate marketing and software company that services over 1,500 real estate professionals across the United States. He co-founded Wealth Classes, an Inc500 Fastest Growing Company with it's Flagship Product, The Bankers Code. His most recent venture, www.RealEstateInvestor.com, with the flagship platform "REIvault" made Inc500 Fastest Growing Company List for 2016.



### **Ray Burkhalter**

Technical Coaching  
Ray@RealEstateInvestor.com

Ray Burkhalter is a respected Trainer and Business Coach who has coached hundreds of real estate investors and private lenders over the past decade. His expertise in raising funds and structuring creative and profitable deals has accelerated the financial success of those he mentors and coaches.

Leaving a corporate career in Mechanical Engineering wasn't easy but Ray forged ahead with his dream of creating multiple streams of income through real estate investing and business coaching. He overcame many obstacles along the way and in doing so he gained valuable insights that he now shares with other business owners who are seeking to achieve their own financial freedom.

When he's not training and coaching business owners Ray assists his wife in their private lending business and serves as Men's Ministry leader in his church. College football, rafting, camping, skiing and now ziplining are some of the activities Ray enjoys with friends and family.

## Meet The Program Team



### **Mary Beltrami**

Performance Coaching  
Mary@RealEstateInvestor.com

Mary founded her highly successful coaching practice, Coherence Coaching, over 11 years ago. With deep commitment to the success of her clients, Mary has coached hundreds of clients to date, making her one of the most highly experienced coaches in the industry. Together, Mary's clients have earned millions of dollars with the support of her direction and coaching. Mary is a certified life and business coach with a solid background in business and personal and professional development. She draws upon her extensive experience coaching clients with an entrepreneurial orientation desiring to build highly successful, revenue generating businesses in addition to her 15 plus years working in large, high tech corporate companies in the area of Sales, Marketing and Communications.

Mary believes that every person has an unlimited capacity for growth and change. She created her coaching practice to help her clients recognize more of their true potential, move beyond their self-imposed limitations, and to live an extraordinary life.



### **Randall Taussig**

EOS Coaching  
rtaussig@bluecoreleadership.com | www.bluecoreleadership.com

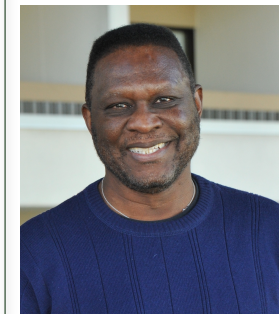
Randy is an entrepreneur and has served on executive teams, managing sales and operations for privately held organizations ranging from \$5M - \$150M. His passion is helping business leaders reach their BIG business goals.

He joined the family business (Sucrest Corporation) after graduating from the University of Delaware. He worked in Finance and Marketing, then in Operations after earning his M.B.A. - helping grow the business both organically and through acquisition, until its sale to a larger food conglomerate. He then ran marketing and sales for a \$40M pharmaceutical packaging business, led marketing and operations for a national trade association and built two consulting practices.

As founder of BlueCore Leadership, he now helps entrepreneurs simplify, clarify and achieve their vision. He is also a private pilot who is passionate about flying, with over 1,500 flight hours accumulated both personally and for business.



# Meet The Program Team



**Willie Hooks**

Performance Coaching

Willie C. Hooks is the CEO of JTE Associates, a Performance Coaching and Organizational Development Consulting Company. Previous to his current work, Mr. Hooks held a lengthy tenure as vice president in major high technology corporations on both the east and west coasts.

Mr. Hooks is a Master Coach, who trains, develops and certifies qualified individuals to become performance coaches. He is an acknowledged pioneer in developing effective personal, business and entrepreneur’s coaching methodologies, tools and techniques, all of which have a reliable and tested psychological foundation supporting increased results in breakthrough performance coaching.

Mr. Hooks has built his Entrepreneur Success Program on the foundation of his highly recognized expertise in practical application for personal effectiveness, business effectiveness, leadership, and inner game mastery, all of which are at the heart of the Entrepreneur Success Program.

Mr. Hooks continues to share his business knowledge and operational expertise by serving on the boards of several fast growing companies.