

# MATHEW FREDERICK'S MENTORSHIP PROGRAM

With 39 years of investing experience, Mathew has the most industry knowledge to share with new investors or investors seeking to upscale their portfolios.

Our 1 year mentorship program is taught 1-on-1, with small groups of 2-4 people and in-the-field to give you that hands-on feel and dedication that you expect. Our 1 year program is broken into 3 parts for your success:

**Part A** Expert knowledge & insight – Zoom delivery – 2 hour sessions – 1 to 4 students

**Part B** 1-on-1 training designed to focus on speaking to property owners, negotiation & site visits for private deals

**Part C** An online training video/audio/document library that provides 65 hours of training for pre & post session review

## Part A

### Off-Market & Capital Raising Expert Training

Learning Activity	Time	Students	Method
1. How to define your own story <i>(to be taken seriously by property owners)</i>	2hr	1-4	Zoom
2. How to structure your business & accounting <i>(to set-up your investing business &amp; public image)</i>	2hr	1-4	Zoom
3. How to find deals off-market <i>(to avoid competition &amp; place more conditions in offer)</i>	2hr	1-4	Zoom
4. How to analyze deals & determine price <i>(to quickly reject bad deals &amp; structure good deals)</i>	2hr	1-4	Zoom
5. Scripts & methods for speaking to property owners <i>(to convince property owners to sell at a fair price)</i>	2hr	1-4	Zoom
6. Inspection, repairs & maintenance budget <i>(to spot problems during walk-through &amp; budget repairs)</i>	2hr	1-4	Zoom
7. Joint Venture system & agreements for funding deals <i>(to find &amp; establish a money investment partner)</i>	2hr	1-4	Zoom
8. Wholesale system & agreements for assigning property <i>(to sell the deal for large sums before buying it)</i>	2hr	1-4	Zoom
9. How to structure financing for a deal <i>(to determine the best financing solution &amp; 5 year plan)</i>	2hr	1-4	Zoom
10. How to prepare details & present a deal to investors <i>(to create a deal outline &amp; present for JV or Assignment)</i>	2hr	1-4	Zoom

**Total Hours**

**20**

## Part B

### 1-on-1 training “hand-holding” performing specific tasks that help close a deal

The goal of part B is to have your mentor make calls and structure deals with you so you can leverage on their skillset & seniority in the industry.

This segment gives you the private and personal help that is elusive with most mentorship programs where we work with just you and the seller to help get your deals completed.

1. **Making 3-way calls** to property owners to convince them to sell, JV with you or purchase an assignment.
2. **Detailed analysis & discussion** of all deals to determine best price & funding solution.
3. **3-way callback with owner** to negotiate favourable price, terms & conditions.
4. **Discuss & create the purchase offer** to present the offer to the property owner to get under contract.
5. **Perform due diligence** by reviewing bills & statements, inspection & appraisal.
6. **Determine financing solution**, via banks, private lenders, partners or VTB.
7. **Prepare property market package** to assist with financing or new partner or wholesale perspective candidates.
8. **Speaking to Joint venture partners** and explaining the paperwork to help close a deal.
9. **Put systems in place** to repair, upgrade or manage property when purchased.
10. **Provide continuing support**, advice, insight throughout the mentorship program

**Total Hours**

**40**

## Part C

### 100 video lessons, 100 audio recordings with property owners & 100 documents

Video assisted training segments (A-F) where information packed videos provide a knowledge base followed-up with major review discussions with your mentor on each segment (35 of 100 videos).

#### A. Strategies

Video 1 – **Assignment of Contract** (60:00)  
Video 5 – **Multi-family Commercial** (68:00)  
Video 6 – **Option to Purchase** (50:00)  
Video 7 – **Discount Mortgage** (65:00)  
Video 14 – **Realtor Agent Strategy** (60:00)  
**5 hours viewing**

#### B. Networking

Video 2 – **Write Your Own Story** (54:00)  
Video 3 – **Sales 101** (37:00)  
Video 4 – **Influence 101** (67:00)  
Video 5 – **Prospecting** (22:00)  
Video 6 – **Negotiate Like a Pro** (38:00)  
Video 10 – **How to Scale-Up your Portfolio** (70:00)  
**5 hours viewing**

#### C. Fundamentals

Video 1 – **Game of Life** (10:00)  
Video 2 – **Risk, Inflation & Leverage** (19:00)  
Video 9 – **Wealth Fundamentals Level 1** (38:00)  
Video 10 – **Wealth Fundamentals Level 2** (50:00)  
Video 10 – **Review Assignment & Co-venture** (60:00)  
**3 hours viewing**

#### D. Find Investor

Video 2 – **Write Your Own Story** (54:00)  
Video 1 – **Finding Clients to Invest** (78:00)  
Video 3 – **Spot a JV Partner 20 Feet Away** (16:00)  
Video 7 – **Sources of Capital** (10:00)  
Video 8 – **VTB Financing Process** (20:00)  
Video 9 – **Convince a Co-Venture Partner** (12:00)  
Video 10 – **Funding Deal - Co-Venture Partner** (11:00)  
Video 11 – **Quick Explain JV Agreement** (10:00)  
**4 hours viewing**

#### E. Essentials

Video 1 - **Find Off-Market Deals by Focus Area** (45:00)  
Video 4 – **Buying Far From Home** (50:00)  
Video 10 – **Market Evaluation for Investor** (60:00)  
Video 13 – **7 Key Numbers** (42:00)  
**3.5 hours viewing**

#### F. Advanced

Video 1 – **Property View Form** (15:00)  
Video 2 – **Repairs / Upgrades Outside** (72:00)  
Video 3 – **Repairs / Upgrades Inside** (26:00)  
Video 6 – **Master Clauses** (37:00)  
Video 7 – **Purchase Agreement Standard** (14:00)  
Video 8 – **Due Diligence 101** (29:00)  
Video 9 – **Property Management 101** (28:00)  
**3.5 hours viewing**

**Total Hours**

**24**

## Mentorship Program Price

- 1 Year Mentorship Program including parts A, B & C
- Guaranteed to achieve 1 deal or program will continue 6 months
- Access to 100 videos, 100 audios & 100 documents
- 1-on-1 sessions, field-trips (view market, property inspection & meeting with JV partners)

**\$19,997 + tax**

Contact Mathew Fredrick at 289-440-2335, [mathew.f@rccsol.com](mailto:mathew.f@rccsol.com) for more details & payment structure