



# MIH Mastermind

Open Doors To Financial Freedom

# MULTIFAMILY APARTMENTS INVESTING ROAD MAP

**EDUCATION X ACTION = RESULTS**

**Make It Happen Attitude**  
Learn to Underwrite Deals → Research A Market: Population, Job Growth and Median income

**Choose & Visit the Market**  
Get to know the market → Build Your Team

**Partners**

Referrals, Project management, Boots on the ground, raise money, organize local meetups.

**Local Lender**

will help with: Terms sheet, Market overview, Brokers referral, Property Manager referral, Typical yearly OPEX per unit.



**Property Management**

Will help with learning: Market rents, Suburbs/Zip codes, Streets to avoid, Typical yearly OPEX per unit, Residents amenities expectations, Boots on the ground.



**Broker Relationships:**

Share criteria phone & email Meet in person seek referrals



**Local Knowledge**  
Market Rents, Submarket Identify Properties Fellow Investors



**Creat Deal flow**



**Broker Relationships.**

**Investors Relationships:**  
Attend meetups.

Attend walkthroughs, Meet For Coffee, Monthly Follow ups by: phone, email or txt

**Off-Market Direct To Owner:**

Direct mail marketing, Cold Calling, Door Knocking, Deal tracker, follow up.



**Make offers / Negotiate/ Structure the deal / Close.**  
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