

Central Topic

Main Topic

the website you provide

template only
would cost \$2000 to put it together yourself
costs a few hundred bucks to have someone set it up and host it
you can do it yourself or pay someone to do it

can I talk to Blaise by phone?
Can I talk to Richard by phone

Blaise will talk to you when you have a viable deal, and when it's time for a conference call with the borrower/sponsor
Richard and Blaise leverage their time by working with a team of excellent people and they oversee everything

I want to do deals and THEN buy the course

only have time for students
so many deals come in, we only have time for students
we have experts who have been in the commercial loan business for decades, buy our course, and say "wow, I never knew all this" and they thank us for insisting they get the course

"I have this ___ deal..."

I don't handle that
first if you think it will serve, get the course
then submit your deal

who are we?

a hedge fund operator, Blaise is a partner there
Blaise and RG are partners
Blaise is a partner of the hedge fund
relationship between RG and Blaise
ccp is not part of RG or CFM
cp
a lending alliance of direct lenders
dla
spearheaded by Blaise Dietz and his hedge fund and network of direct lenders

when can I start to submit deals?

we want you to be making money as quickly as possible
from the first module you can submit deals to us
make sure you thoroughly understand the cheat sheet guidelines we continually update, and the deal process

how much time do I have to give to this?

the material is quite extensive
spend a few hours a week or don't bother with this
if you aren't going to work a few hours a week this won't work for you

do I need a license?

we aren't lawyers
most states regulate residential mortgage brokers so in those states NO
a few states say you can't take applications and accept money, but WE take the application and handle the money so you shouldn't need a license there either

What types of loans can we work with?

commercial only
refis or new purchase loans
workouts - for people who are late, or whose loan is due and their lender won't refinance them
apartment buildings
cash out small balance commercial
churches
office buildings
all kinds of odds and ends
no residential (1 - 4 unit homeowners)
development deals are VERY tough right now

I have to wait for ___ so my check clears

lock it in with a card now
or send in a check

can we accept a check?

yes we can do echeck
or you can fedex in a check

what is the free trial period for CFM vs. DLA?

30 day MBG for CFM
60 days free DLA

what is the \$97/month DLA?

lender calls
live Q and A
extra attention and time from Blaise and Richard
you can still submit deals even if you don't pay, and we'll always try to do your deals
if you are serious about this business you will be in the DLA
60 days free for DLA then we automatically charge your card \$97 each month. Stop anytime

how is the 40% paid out?

you get 40% of what the DLA gets for every loan done
this is paid after the loan closes
it is typically 40% of the total fees excluding things like appraisals, legal fees, and other fees paid to outsiders to get the loan deal done
for investment banking deals, and hedge fund deals, it can be negotiated case by case because these are big loans and they often involve outside parties

what does the course cost?

summarize what they get
never quote a price without telling them what they get
then tell them the cost AFTER you've told them all that they get

how does the payment plan work?

3 payments
first one now
we automatically charge your card for the next 2, 30 days from now, and 30 days after that