

## **How Long Will It Take To Get A Deal Closed**

How long will it take to get your first deal? Some people may get a deal closed in 2-3 weeks but it is rare. Some may get a deal closed in 3-6 weeks and it does happen but also not very often. Some it may take 30-90 days. Some may get frustrated and give up and never close a deal. There is no way anyone can guarantee that you will ever close a deal. There are so many variables in real estate and in each and every person.

### **Here are just a few of the variables:**

How well do you know the market you are working?

Do you have a team that you can work with and can help you?

Are you having to compete against a lot of other investors in the market? Can you identify an actual closable deal?

Can you identify a salable deal at a salable price?

Can you analyze a deal to make the right offer?

Are you marketing enough to make the phone ring with quality leads?

Do you have enough "good" leads to make an offer or two or three every day?

Are you following up with the leads you couldn't close?

How are your negotiating skills?

What is your marketing budget?

How much time are you putting into your real estate business?

When you don't have enough leads are you doing something about it or just waiting?

Are you using 5-10 different methods to make the phone ring to generate leads?

How are you at building rapport and getting sellers to like and trust you?

How computer literate are you in setting up your technology?

You may have technology issues and lose leads that you were going to follow up with.

Maybe you can't get your phone system or CRM working right and are missing calls.

How many offers will you have to make to get an offer accepted? 25, 50, 100 or more?

What percentage of your accepted offers will actually close? 75%, 50%, 25% or less?

All of these things and more will effect when and if you get a deal closed. But there is one other question you need to ask yourself that is probably the most important question: How much drive and discipline and ambition do you have to keep pushing and not give up or blame others (including me) when you haven't closed a deal and you are running out of money?

Remember, no one except yourself is responsible for your success or failure. You have to take responsibility for your own actions and results or lack of them. All successful

people have failures but they kept pushing and never gave up. They also take responsibility for their successes and failures. That is what separates successful people from failures.

No one has ever said it was easy. In fact, You have probably heard me say many times “If it were easy everyone would be doing it”. This may sound like doom and gloom but it’s not. Its reality. I still have struggles in my business every day. Things like technology breaking down, finding the right people, recruiting, training, motivating and managing people. Then getting them to show up, keeping them on task, making sure what they are supposed to do actually gets done. Then there is generating enough leads to close enough deals to pay all the bills and still make a nice profit and much much more.

You can do this! I know you can! You have come this far. You just have to make a decision that no one is responsible except yourself and then do “whatever it takes” to make it happen. And Never Never Never Ever give up! I am here to help in any way that I can, Reach out to me when you are feeling like giving up. Reach out when you have a rough day and let me know and tell me you need some motivation. Get on the Facebook coaching calls with Darren and he can help motivate you! I can do many things to help you, I just cannot do it for you. That is all on you.

Jim Rohn said: “Set a goal to become a millionaire, not for the money, but for the person you must become to achieve it”. That is very powerful.

You have to become a millionaire in your mind and do the things millionaire’s do before the money will come. Once you have the mindset and discipline and success habits then the money will come.

I want you to think about your real estate business like this: Set a goal to become a successful real estate investor, not for the money but for the person you must become to achieve it. So let’s get busy and make some money together. No one said it was going to be easy but it will be worth it. I look forward to being a part of your journey.

*Larry Goins*