

2021-2022 Belwood University  
Workshop Program  
Powered by The BIG Companies

Forget about all the hype and gimmicks- It's time to end the confusion, cut through the nonsense, and discover the simple steps to mastering the fast paced world of real estate investing and how to become a top producing realtor by working with a built in iBuyer.

No matter how hard you try or what you do, it seems impossible to learn how to make money in the real estate investing business.

No worries!

The Mentorship Program with Belwood University was designed specifically to eliminate the confusion of what to do, how to do it, and why you're even doing it in the first place. Learn to avoid the biggest mistakes most go through when getting into the real estate world.

There are three problems with most real estate programs out there:

1. With most programs, you never learn step-by-step what to do.
2. With most programs, you learn about theory.
3. Theory-only programs ruin your chances of taking action and making money.

For an educational program to work, the action steps must be taught, so you know how to take action. You need to learn the correct steps taught in a specific order, so you're not running in circles and wasting time. That's what the Belwood University Mentorship Program is for. Belwood University provides a unique and highly successful program designed to catapult you into both the traditional and investment sides of the real estate field! Spend time learning what it's like to work in the fast-paced, entrepreneurial, team-oriented environment at Belwood Investments. This program will also teach you how to acquire your own pool of iBuyers through the United States and how to leverage your business by utilizing them in day to day business! Wouldn't you love to have a reliable source of income? Shouldn't you be able to get ahead? Do you want to cut through the crap to streamline the learning process? Just Imagine being able to benefit from the results of your efforts. How much more productive and financially successful could you be?

Program Details:

- Length of a series of workshops run for 9 weeks. This is 9 weeks of instructional workshops (in person) to help you master all the skills and techniques to continue your success with or without Belwood after your program time is up.

- Over 180 hours of hands-on workshop training available to you through the course of your program and then after.
- 6 state exam prep workshops. During these workshops, you will learn exactly what to study and how to successfully pass the CA Real Estate exam. These sessions are designed to help support and assist you in studying not only for the exam but preparation for what to do once you pass the exam!
- Valuable insight into the residential real estate industry.
- Exposure to multiple lines of businesses.
- What it takes to work in a fast-paced sales environment.
- How to find and price fixers within any market and area, not just CA.
- How to negotiate and close deals.
- How to become well versed in the real estate market and the language of real estate.
- Sales skills and techniques on mastering the close.
- The right ways and methods to follow up with important clients and relationships.
- What tools and software programs will give you the best results and extensive training on how to maximize your growth with them.
- You will be taught how to be able to close an average of 24 properties a year as a California Licensed Realtor by working less than 40 hours a week.
- Gain exposure to the investment side of real estate, which includes sourcing, securing, and servicing clients.
- Discover the best ways to find hidden opportunities.
- Learn how to shift your mindset from an employee to an entrepreneur.
- Step-by-step 90-day action plan to stay on track to success.

This program is free and is available for a small selection of people at a time. This program is a series of workshops to help you perform at your utmost potential in the real estate world. The workshops run from 9AM-1PM, Monday through Friday on the defined below. Workshops are invite only and are limited to a select group of few. Should you like to be a candidate for a seat in one of these workshops, please contact [support@thebigco.org](mailto:support@thebigco.org) or call 916-990-3010 to start the process. Please note, all workshops are designed to provide you with intentional training that will increase your overall sales skills and lead conversion. No workshop will be taught separately should you miss one or are late.

**Workshop dates:**

October 2, 2021- December 3, 2021

January 3, 2022- March 4, 2022

March 7, 2022- May 6, 2022

May 9, 2022- July 8, 2022

July 11, 2022- September 9, 2022

October 3, 2022- December 2, 2022

At the end of the program, Belwood University will select (at their discretion) a handful of lucky winners to be gifted the following things. The below incentives are gifted to those who show initiative, consistency and dedication to attending and implementing the skills and training provided in the workshops:

1. All fees associated with becoming a California Licensed Realtor. This includes:
  - a. The 3 mandatory educational courses (\$300 value) in order to take your state exam.
  - b. Fingerprint fee (\$75 value)
  - c. DRE license fee (\$250 value)
  - d. State exam fee. (\$95 value)
  - e. Should you not pass the state exam after the first attempt, you are required to pay your retesting fee until you pass the state exam.
2. First year of select dues to activate your license. This includes the following:
  - a. National and Local Association (NAR and either PCAR, EDCAR, SAR) dues (\$369 value).
  - b. First 3 months of dues with the brokerage of Belwood Universities choice. After the first 3 months, you are required to pay the brokerage dues.
  - c. Please note, your MLS dues and E&O insurance will need to be covered by you.
  - d. Any additional fees or dues outside the above terms will not be covered by Belwood University and are to be covered by yourself.