

JAN 2023

FIND THEM
VIRTUAL BOOTCAMP

STORAGE NERDS

COMMIT TO SHOWING UP

1

OFFICE HOURS

Stacy - Finding Them & Funding Them
Pete - Facility Setup & Operation Support

2

MONDAY NIGHT WEBINAR

Mondays @ 5pm CST
Finding Them and Funding Them trainings, plus case studies from Stacy and other Storage Nerds

3

TUESDAY MASTERMIND GROUP COACHING CALLS

1st & 3rd Tuesday of every month

4

IN-FIELD TRAININGS

#DriveForStorage with Stacy, Pete and other StorageNerds looking for facilities, calling owners, calculating offers and more

5

VIRTUAL BOOTCAMPS

Next bootcamp is May 20th & 24th
Funding Them

6

GET OUT THERE

#DriveForStorage, call AT LEAST 5 owners every week, post in the Facebook groups, watch the Super Simple Self-Storage course videos, and other trainings

INTRO CHECKLIST

CoachAccountable- Message Aariellynn your questions about CoachAccountable, links, events, updates on your milestones, etc. Message Stacy only about deals or facility related questions.
All files and videos can be found here. Use the search bar to find specific video topics.

Facebook- Communicate with other StorageNerds here. Keep us updated on your next steps, wins and questions.

- [ ] Join and introduce yourself in the Facebook group
- [ ] Add a picture in of yourself in CoachAccountable
- [ ] Add StorageNerds events to your calendar
- [ ] Schedule office hours with Stacy

NOTES:

Super Simple Self-Storage

A Step By Step Process To Getting Started In Storage Investing



1 - OFFICE

- Form company
- Manage virtually



4 - FINANCE

Creative Deals:
PML,HML, partner,
owner financed



2 - MARKETING

- #DrivingForStorage
- Call owners

Ms. Lillian's
SELF - STORAGE

(Your Storage Business)



5 - MANAGEMENT

- Software, automation
- Marketing for tenants
- Auctions



3 - ACQUISITIONS

- Deal Analysis
- Get it under contract



6 - LIQUIDATIONS

- Goal: 90% capacity
- Sell & reinvest or hold

NOTES:

FINDING THEM

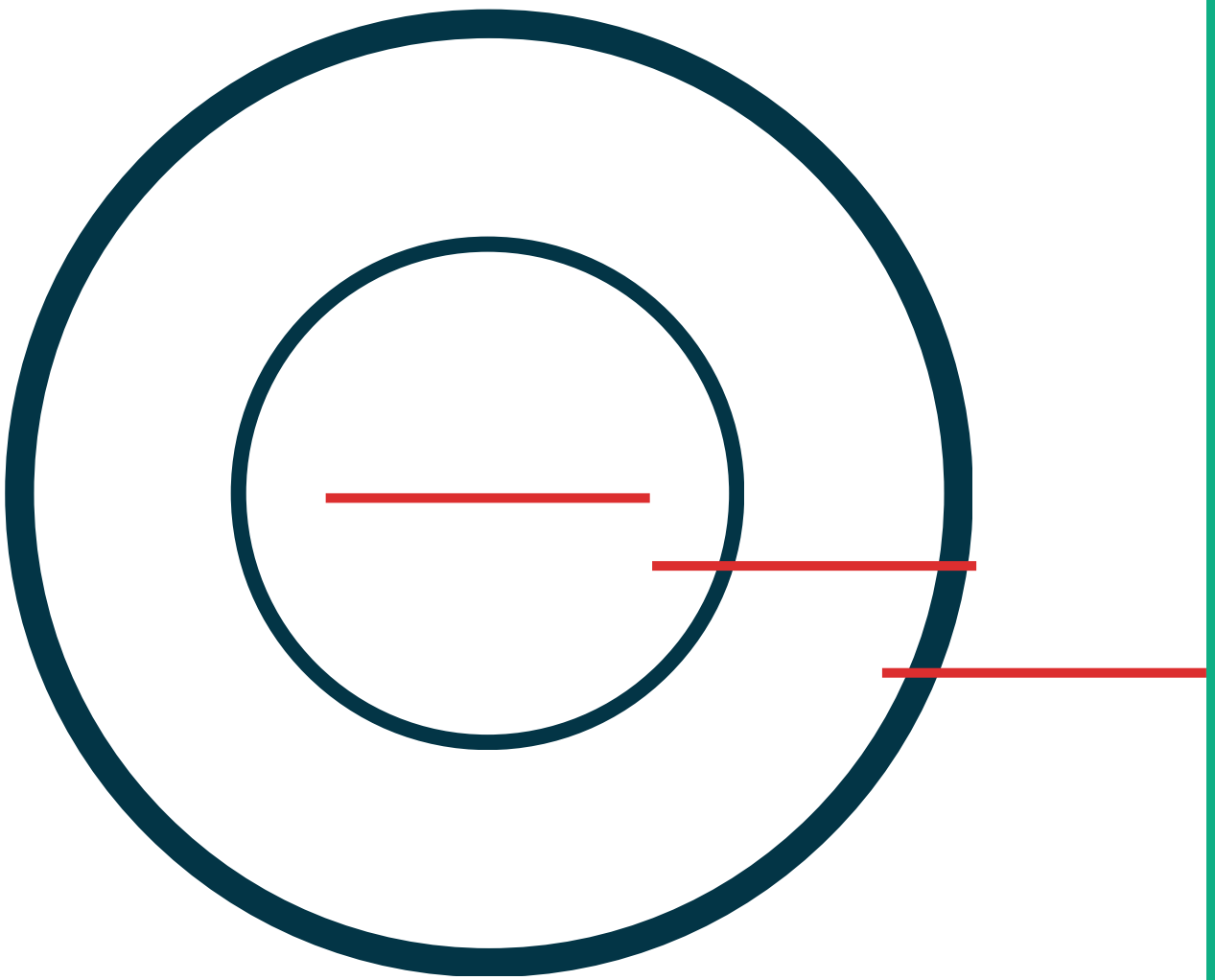


STORAGE NERDS

?

What do tenants look for in a facility?

LOCATION



SATURATION FORMULA:

POPULATION SHEET:



GOOGLE MAPS/ GOOGLE BUSINESS: #DRIVINGFORSTORAGE



15 Ways To Find Storage Facilities

1-

2-

3-

4-

5-

15 Ways To Find Storage Facilities

6-

7-

8-

9-

10-

15 Ways To Find Storage Facilities

11-

12-

13-

14-

15-

3 TYPES OF FACILITIES IN TODAY'S MARKET

MASTER DEAL ANALYSIS



STORAGE NERDS



Due Diligence Checklist

(See "StorageNerds Due Diligence While at Facility Checklist" for full list)

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SELLER CALL SHEET

Contact Information

Facility Name: _____ **Address:** _____

Date: _____ **Lead Source:** _____ _____

Contact Person: _____ **Cell Phone:** _____

Owner Name: _____ **Work Phone:** _____

Email: _____ **Website:** _____

Script

Hi, my name is ____, and I am in the area just calling owners to see if they are interested in getting an offer. I am trying to buy my first facility and get my foot in the door into this industry.

Tell me a little bit about the facility - how long have you had it, and how have you been managing it?

Did you build or develop the facility, or did you purchase the facility?

Would you be interested in getting a free analysis on your property so that when the time comes that you want to sell your property, you'll have an idea of how much it's worth?

What is the price you are looking for?
We can come up with an offer, but essentially if you don't give us a price, it could be a lower offer than expected, and we don't want to do that because we like to create fair offers. If you have a price in mind, or if you have been offered something and turned it down, can you tell us what that number is so we have something to start with?

Unit Mix

Unit Size	# of Units	Unit Sq. Ft.	Total Sq. Ft.	Monthly Rent	Gross Monthly Potential	Gross Annual Potential
x						
x						
x						
x						
x						
x						
Total:						

Facility Information

Asking Price: _____

Annual Reported Income: _____

Total Facility Sq. Ft: _____

Total Property Sq. Ft: _____

Vacancy Rate: _____

Property Taxes: _____

Utilities: _____ **Insurance:** _____

Other Reported Income: _____



DEAL ANALYZER NOTES:



DEAL ANALYZER NOTES:



DEAL ANALYZER NOTES:



MINDSET

OWNER FINANCING LETTER TO SELLERS

YOUR NAME
YOUR ADDRESS

YOUR EMAIL

DATE

OWNER NAME
OWNER ADDRESS

Dear _____,

Thank you for taking the time to discuss your interest in selling your self-storage facility at FACILITY ADDRESS. I have put together four different sets of terms so that we may pick the terms that best suit your needs. These are just suggestions, and all are open for negotiations. The table below outlines each of the sets of terms. I would like to discuss them with you in detail and get your feedback in order to see how we should move forward. I will schedule a call, or we can have a Zoom meeting to discuss these offers further.

	Cash	Owner financing offer 1	Owner financing offer 2	Owner financing offer 3
Purchase Price	$275,000.00	$350,000.00	$350,000.00	$350,000.00
Monthly Payment	n/a	$3,189.23	$2,141.99	$1,616.90
Interest Rate	n/a	4%	4.50%	5%
Term of Loan (years)	n/a	10	15	20
Down Payment	n/a	$35,000.00	$70,000.00	$105,000.00
Total Interest	n/a	$67,706.39	$105,555.89	$143,052.57
Net amount to owner	$275,000.00	$417,706.39	$455,555.89	$493,052.57

My offers are just suggestions, and I am looking forward to hearing what your thoughts are. I wanted to give you an idea of how it could work with owner financing terms.

All terms are negotiable.

Sincerely,
YOUR NAME

3 CREATIVE DEAL STRUCTURES TO PURCHASE FACILITIES







WHOLESALING



WHAT MAKES AN AMAZING WHOLESALING PACKAGE:



WHOLESALING NOTES:



WHOLESALING NOTES: