**SHARK TANK PRESENTATION GUIDELINES:**

**What You Must Include When Presenting Deals…**

* Property address
* ARV
* Purchase price
  + Or funding amount needed
  + Or partnership proposition
* Repair Costs Estimate
* Pictures of the property
* What your ‘deal is’ (looking to sell, partner or fund)
* Proof of equity in the property: (proof of ownership or valid option/purchase contract, all information will be kept confidential

**Property Photographs:**

You will need **pictures** with a maximum of 10 photographs of the property, land, aerial or other pictures as you choose.

**You must bring pictures on a USB memory drive.**

**Building Your Presentation:**

* You will have 3 minutes to present your deal
* Followed by 6-8 minutes of answering questions the Sharks have about your property, (details subject to change between now and night of presentation)
* Address and pictures you submitted will be broadcast on screen

**Presentation Outline:**

* Your Offer: You will start by presenting your opportunity and what specifically you’re looking for from the Sharks in a short and concise manner, followed by the financial details of the transaction you are requesting and the property facts (see below). Remember, you only have 4-6 minutes to present.
* Know What You Want: and ask for it in the first sentence to the Sharks! (Are you looking for a private lender/hard money lender for an interest rate? Are you looking for a rehab partner to do the work and split profits? Are you looking to wholesale the deal, etc.?) Then put specifics with your request for your opening statement. See below.
* Know Your Numbers: and be able to discuss with confidence and ease. At a minimum, you should be able to discuss:
  + *ARV (after repair value) -* what will it sell (or rent) for after repairs?   
    Where did you get those numbers? Be able to ‘back-up’ what you present.
  + *Repairs needed -* depending upon whether you are fixing to rent or rehab for retail, be able to discuss in detail either or both. Is the inspection stage complete (verified with contractor? Has a CL-100 been completed? If not, what’s the schedule?) Again, be able to justify where those numbers came from. Conservative trumps liberal to just ‘try to get a deal’.
  + *Purchase (contract) price -* how did you arrive at this? What’s the story behind the home? How much time do you have on the contract?
  + *Other details -* how are you are securing the Shark’s funds? Who is covering closing costs? Are you going to, or are you willing to put up some of your own money and if so, how much?
  + If you are thorough and do a good job with your presentation and know your numbers, you will be praised by the sharks for coming prepared. **\*\*Note to the Unprepared…**if you come unprepared, don't know the answers to basic questions, the Sharks will be quick to point out your faults in this regard (Watch the TV show.. you'll see what we mean).

***Additional Tips to better your chances of your deal getting accepted by one of the Sharks:***

* Know what you’re asking for and why. Look at all the options and know what you will or will not accept prior to presenting.
* Begin in the same fashion as the actual show. (For example, “I’m looking for $80,000 on a home that will sell for $140,000 after $30,000 in repairs. I am willing to split the profit once sold to owner-occupant and I am putting in $5,000 of my own funds”).
* Understand your Exit Strategies- How will you market? Will it be a FSBO or realtor? Do you have a realtor you already use? What will you do if it does not sell?
* Include:
  + How much of your own funds you have or will put into the deal?
  + Accrued interest, or will you make monthly payments to Shark (how much)?
  + Will you trade equity for work (you do painting for paint cost to reduce rehab by $1500, etc)?
  + If giving a percentage return, know what the monthly/annual amount will be.

**The more knowledgeable you are about what you’re asking and the transaction, the better your chances at securing funding!**

**Securing a Deal with One of the Sharks-**

**There is no guarantee that one of the Sharks will take you up on your deal, regardless of how ‘good’ the deal may be.** It will be solely up to you to convince and ‘sell’ the Sharks on taking your deal.

There are no scripted questions or responses, the Sharks will ask questions at-will for the allotted time frame. No Questions are “off the table”, so be prepared.

The Sharks will provide brief critique following your presentation, detailing the good, lacking and poor parts of your presentation that led them to make the decision to accept or reject your deal. This will be a learning exercise not only for the participant, but also the audience.

**If an investor wants to participate in your deal**, a legally binding Option Agreement will be signed by YOU on-site allowing 72 hours for investor (Shark) to validate the documentation and information you provided. If the shark declines following the 72 hours, you’re free to market to others.

After the signing of the option, all transactions will be between you and the Shark. We will ask you to give follow up info to see what actually transpired.

IF YOU DID NOT HAVE YOUR DEAL SELECTED FOR PRESENTATION   
OR DID NOT SECURE AN INVESTOR:

You can still have an opportunity to get your deal done! Audience will be able to participate for deals if the Sharks did not take your deal. Same 72 hour option period applies so you can do your own due diligence.

**In Conclusion-**

This should be a fun, profitable and rewarding experience for all Sharks, participants and the viewing audience.

This event will be run on a tight schedule. So please don’t bog down the process by asking for exceptions, special privileges, time-extensions, etc. We’re *all* business owners. Our time is valuable and so is yours!

**It’s important to reiterate a few things:**

1. You are required to present your deal in front of the room to our panel of Sharks LIVE with the rest of the club members watching. (If you’re not comfortable with this, then please refrain from applying)
2. If you come unprepared, you may not like the response (verbal lashing) you may receive from the Sharks (again, watch the show to see what we mean).
3. If you do not own the property or have a legal equitable interest, **you cannot present a deal**.
4. If you do not submit your completed application and photos by the deadline your application will not be considered.
5. There is no guarantee that successful completed applications will be chosen.
6. If your deal is accepted by one of the Sharks, you will sign an Option Agreement right there at the meeting. This agreement is simple and basic but you will not have the opportunity to review or make changes to it.
7. This is for entertainment and educational value only. Any legally binding transaction will only be between YOU (or your entity) and one (or more) of the Sharks. Vanguard Marketing & Investments and DallasREIG have done their best due diligence to select good, reputable seasoned investors as the Sharks, however **no endorsement of the Sharks should be implied.**

**Property Information**

**Use this info to prepare you presentation:**

1. Provide Property Photographs (maximum of 20 in electronic format)
2. Proof of Equitable Interest:
   1. \_\_\_\_\_Valid purchase contract
   2. \_\_\_\_\_Valid option contract
   3. \_\_\_\_\_Proof of ownership (deed, screen shot of tax record showing you as owner, etc.)

3. Property location:

1. Your offer (Deal Description and $$ Needed, Be Specific)
2. What is the ARV (after repair value) of the property?
3. How many bedrooms? How many bathrooms?
4. What is the square footage?
5. Do you have a contract on the property?
6. Average Market Rents
7. What repairs are needed?
8. Are there other considerations/repairs we should be aware of?

**Other considerations:** necessary rehab repairs, roof replacement, fence replacement, etc.

1. Is there a mortgage on the property or is it free and clear?
2. What would be your ***best*** case scenario with this property?
3. What would be your ***worst*** case scenario with this property?

Other comments:

Submitted by:

Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Best phone #: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_