



## Bird Dog Compensation Levels

Level	Title	Role Description	Responsibilities / Deliverables	Typical Fee Range	Payment Timing
1	<b>The Scout</b>	Entry-level finder who spots potential opportunities.	<ul style="list-style-type: none"> <li>- Submit property address and photos</li> <li>&lt;br&gt;- Optional owner or contact info &lt;br&gt;- Possible wrap buyer, investor, or lender contact</li> </ul>	\$500-\$1,000	Upon closing if deal results in purchase
2	<b>The Analyst</b>	Intermediate bird dog who gathers deeper deal intel.	<ul style="list-style-type: none"> <li>- All Scout duties, plus:</li> <li>- Seller name &amp; phone</li> <li>- Basic comps and ARV</li> <li>- Repair estimates</li> <li>- Motivation notes (inheritance, foreclosure, etc.)</li> <li>- Deal Sauce / story</li> <li>- Suggested exit strategy</li> </ul>	\$1,000-\$2,500	Upon closing depending on equity/meat on the bone
3	<b>The Operator (VA/Deal Assistant)</b>	Advanced finder who actively assists in deal progress.	<ul style="list-style-type: none"> <li>- All Scout &amp; Analyst duties, plus:</li> <li>- Communicate with sellers/buyers</li> <li>- Collect photos, bids, liens, or records</li> <li>- Coordinate calls and research</li> <li>- Update CRM or lead tracking</li> </ul>	\$2,500-\$10,000+	Upon closing or per investor agreement
4	<b>The Wedge / Partner</b>	Strategic collaborator who contributes to or wedges themselves into higher-level deals.	<ul style="list-style-type: none"> <li>- Assists or co-creates structure of complex deals</li> <li>- May bring private money, joint venture partners, or creative financing</li> <li>- Provides negotiation support or risk-sharing</li> <li>- Often works side-by-side with investor on high-value opportunities</li> </ul>	Variable / Discretionary  (equity share or negotiated profit split)	At the discretion of the receiving investor; based on contribution and outcome

 **Teaching Tips**

- **Link Each Level to Skill Growth:** Scout → Analyst → Operator → Partner = path from spotting to full collaboration.
- **Decide Payment Trigger:** Paid on lead acceptance or closing (most pay on close).
- **Add Bonuses:** e.g., +\$500 if deal closes within 30 days.
- **Use Visuals in Training:** Print or display this color-coded table in classroom or slides for clarity.