





## Bird Dog Compensation Levels

Level	Title	Role Description	Responsibilities / Deliverables	Typical Fee Range	Payment Timing
1	The Scout	Entry-level finder who spots potential opportunities.	- Submit property address and photos  - Optional owner or contact info  - Possible wrap buyer, investor, or lender contact	 <b>\$500–\$1,000</b>	Upon closing if deal results in purchase
2	The Analyst	Intermediate bird dog who gathers deeper deal intel.	- All Scout duties, plus: - Seller name & phone - Basic comps and ARV - Repair estimates - Motivation notes (inheritance, foreclosure, etc.) - Deal Sauce / story - Suggested exit strategy	 <b>\$1,000–\$2,500</b>	Upon closing depending on equity/meat on the bone
3	The Operator (VA/Deal Assistant)	Advanced finder who actively assists in deal progress.	- All Scout & Analyst duties, plus: - Communicate with sellers/buyers - Collect photos, bids, liens, or records - Coordinate calls and research - Update CRM or lead tracking	 <b>\$2,500–\$10,000+</b>	Upon closing or per investor agreement
4	The Wedge / Partner	Strategic collaborator who contributes to or wedges themselves into higher-level deals.	- Assists or co-creates structure of complex deals - May bring private money, joint venture partners, or creative financing - Provides negotiation support or risk-sharing - Often works side-by-side with investor on high-value opportunities	 <b>Variable / Discretionary</b>  (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.