

# Deal Doer Machine

Multifamily and Commercial Edition

*A DDM / Massive Capital Joint Venture*



# Deal Doer Machine: Multifamily and Commercial Edition

Also known as the “Massive Multifamily Machine”

A partnership between Deal Doer Machine and Massive Capital

Provides a platform for multifamily and commercial real estate investors with all the tools, leads, services, training, and partnerships they need to learn multifamily investing and close deals with a team of experts

Everything you need to get started and close deals on one platform



# Challenges and Solutions When Doing Multifamily Deals

## How do I find potential deals?

- The DDM platform provides a CRM loaded with seller leads, on and off market
- You may also have access to tools like CoStar and Reonomy to find even more leads
- We have virtual assistants for hire to assist with making calls to sellers and setting appointments

## What if I don't have the education or experience underwriting, closing, or managing deals?

- Our team of experienced investors provide training and mentorship for you
- We will work with you side by side to underwrite, close, and manage actual deals
- The platform provides the software (RedIQ) to make underwriting easy, and the investment portal (Syndication Pro) to manage syndications

## How will I make money?

- Find a seller and receive a marketing fee when the deal closes
- Invest your money in the project as an LP
- Be a GP, assist with raising capital, closing the deal, and / or managing the property for long term gains



# Deal Doer Machine: Commercial Edition

Marketing, Tools, Leads, Services, & Partnerships Platform for Commercial/Multifamily Investors

[www.DealDoerMachine.com/commercial](http://www.DealDoerMachine.com/commercial)



## TOOLS

- CRM with dialer, text, email, calendar, tasks, follow ups, autoresponders
- RedIQ for super fast underwriting and deal analysis
- Get access to other tools for direct mail services



## LEADS / MARKETING

- CRM loaded with 500k+ skip-traced commercial / multifamily leads
- CoStar and Reonomy to get extra leads and full property and contact information
- Custom lead lists loaded for you
- Call leads on your own with one click, or hire our virtual assistants to make calls and assist with other marketing



## SUPPORT AND MENTORSHIP

- Virtual assistants help with administrative tasks, including Underwriting Reports and custom lead list loading into our CRM
- Training on all aspects of doing deals from Massive Capital investors
- Work side by side with MC investors to underwrite and take down deals you find



Deal Doer Machine Commercial

Mike Minuto  
561-436-5734

# Demo - Follow Up Boss For CRM



Name	Address	Phone	Email	SUBJECT PROPERTY CITY	SUBJECT PROPERTY COUNTY	SUBJECT PROPERTY ZIP CODE
<input type="checkbox"/> Anthony Colgin	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75243
<input type="checkbox"/> Robert Mccullum	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249
<input type="checkbox"/> Kenneth Martin	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75231
<input type="checkbox"/> William Bruck	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75231
<input type="checkbox"/> Alan Christian	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249
<input type="checkbox"/> Charles Brim	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249
<input type="checkbox"/> John Martin	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249
<input type="checkbox"/> L Reynolds	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249
<input type="checkbox"/> Dale Vanloh	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249
<input type="checkbox"/> Helen Gonzales	[Redacted]	[Redacted]	[Redacted]	Dallas	Dallas	75249

**James R [Redacted]**  
Last Communication 2 months ago

**Actions:** Create Note, Send Email, Text, Log Call

**Notes:** Add notes and @mentions here

**Phone Numbers:** (325) 672-5030 (James/ Karen), (325) 672-5030 (mobile), (325) 672-5421 (mobile), (325) 673-3787 (mobile), (325)-695-5030 (mobile), (915)-672-5030 (mobile), (325)-672-5421 (BAD NUMBER)

**Email:** jimcraig3@mac.com

**Address:** 246 Bacacita Farms Rd, [Redacted]

**Relationships:** No relationships

**Details:**  
Stage Closed  
Source REIQ DFW Foreclosure - Feb 2021, 8 months ago  
Agent CLOSED/CRAP LEADS POND (Cherry Lou V. (Exec....)  
Lender  
Price \$675,000  
Tags +Briar Court Deal Attempted

**Activity:** No website activity yet

**Tasks (68):**  
Follow Up (Aug 14th 2021) Michael Minuto  
Follow Up (Aug 28th 2021) Michael Minuto  
Follow Up (Sep 17th 2021) Michael Minuto

**Action Plans (8):** No action plans running, view completed

**Appointments (3):** No upcoming appointments, view past

**Collaborators (1):**

**Call Log:**  
James R & Karen F Craig > Sean Graham (Internship Manager) (26 sec) [Redacted]  
Sean Graham (Internship Manager) > James R & Karen F Craig (Jun 28th 2021, 1:27:36 pm) [Redacted] No Answer  
Sean Graham (Internship Manager) > James R & Karen F Craig (Jun 26th 2021, 6:09:25 pm) [Redacted]

**Statistics:** All, 13, 65, 35, 45, 0, 2

Simply click to call

Send emails and text messages

Keep track of your followup and other tasks

See all your notes and previous communications with this lead in one place!

Replay phone calls

**Mobile App View 1:** Shows a list of contacts with call logs. Recent call: Deanna Troi, 10 sec, 6d ago.

**Mobile App View 2:** Shows contact details for Tasha Yar (Lead - Zillow, 4 minutes ago). Includes lead source, agent (Jean Luc Picard), and contact info: (514) 926-7706, tashayar@followupboss.com.



# Demo - CoStar Commercial Leads



News **Properties** Leasing Sales Tenants Professionals Markets Public Record Marketing Center

All Properties Multi-Family Shopping Centers Underwriting & Rent Survey Reports 40,968 Properties / 5,296 Spaces

Address or Location Listing Type Property Type Property Size Auctions Clear Filters 1 Sort Save Reports More MAP LIST ANALYTICS

**AUCTION ON JULY 11, 2022**

**2610 Main St**  
Buda, TX 78610  
Sunfield Station

62,500 SF · Retail · Built 2019  
Starting Bid \$4,250,000

**30d: 01h: 00m: 30s**

[View Documents](#) [+ VIEW MORE](#)

**12515 Research Blvd**  
Austin, TX 78759  
Research Park Place 8

143,000 SF · Office · Built 2007  
5,160 - 42,891 SF Avail at \$30.00/SF  
32,056 SF Max Contig

★★★★★ [+ VIEW MORE](#)

**31 Navasota St**  
Austin, TX 78702  
Building D

27,631 SF · Office · Built 2020  
1,000 - 3,651 SF Avail at \$34 - 42/SF (Est.)  
3,651 SF Max Contig

★★★★★ [+ VIEW MORE](#)

**701 E FM 1626**  
Austin, TX 78748



# Demo - CoStar Commercial Leads



## 12515 Research Blvd - Research Park Place 8

Research Park Place  
Office - Northwest Submarket  
Austin, TX 78759

143,000  
SF RBA

2007  
Built

5,160 - 42,891  
Available SF

32,056  
Max Contig SF

\$30.00/NNN  
Asking Office Rent

- Summary
- Lease
- Lease Analysis
- Peers
- Sale
- Tenant
- Analytics
- Loan
- Financials
- Changes
- Demographics
- Public Record
- Contacts**
- Images
- Map
- My Data
- News

### Primary Leasing Company



**Monarca Management**  
12515 Research Blvd, Suite 100  
Austin, TX 78759  
United States  
(512) 524-1325 (p)  
[www.monarca-am.com](http://www.monarca-am.com)  
Since Jun 7, 2022



**Monica Sadurni**  
Senior Property Manager  
(512) 524-1325 (p)  
(512) 666-8707 (m)  
[monica.s@monarca-am.com](mailto:monica.s@monarca-am.com)

Monarca Management Group seasoned professionals have over \$5 million in transactions, development services, and management experience across major real estate asset types. Commercial real estate management is both art and science, maximizing the value of an asset through careful stewardship of its physical space, tenant relationships, and overall reputation in the marketplace. The Monarca property managers and building professionals are business people first, working in partnership with clients to achieve their ownership goals.

### Recorded Owner

**Espyder Corp Llc**  
19711 Folonari  
San Antonio, TX 78258  
United States  
Since Oct 10, 2014

### True Owner



**Monarca Management**  
12515 Research Blvd, Suite 100  
Austin, TX 78759  
United States  
(512) 524-1325 (p)  
[www.monarca-am.com](http://www.monarca-am.com)  
Since Oct 10, 2014



**Carlos Sotomayor**  
CEO/ Owner  
(512) 524-1325 (p)  
(210) 336-4859 (m)  
[csotomayor@monarca-am.com](mailto:csotomayor@monarca-am.com)

Monarca Management Group seasoned professionals have over \$5 million in transactions, development services, and management experience across major real estate asset types. Commercial real estate management is both art and science, maximizing the value of an asset through careful stewardship



# Demo - Reonomy For Off-Market Commercial Leads



Las Vegas, NV x Address, Location, or Ownr Property type: Multifamily x Units min: 100 x More Filters 216 properties

Export Label Report Sort by: Year Renovated Map Table

Likelihood to sell: **High** 1 Contact Available

**6885 W Lone Mountain Rd, Las Vegas, NV 89108**  
252 Unit Multi Family (General) **Owner**  
Sold on Feb 2020 for \$52.16m Wnnc Inspirado Llc  
Built in 2010 1 Contact Available

**6741 N Decatur Blvd, Las Vegas, NV 89131**  
152 Unit Multi Family (General) **Owner**  
Sold on Jan 2011 for \$19.87k Deer Springs Assisted Living Limited Par  
Likelihood to sell: **Medium** 6 Contacts Available

**651 Mcknight St, Las Vegas, NV 89101**  
156 Unit Multi Family (General) **Owner**  
Sold on Dec 2008 Mcknight Senior Village Ii  
Likelihood to sell: **High** 2 Contacts Available

**Las Vegas, NV 89108**  
(General) **Owner**  
8.1m Cheyenne Apartment Partners L L  
1 Contact Available

**5067 Madre Mesa Dr, Las Vegas, NV 89108**

Remove boundary

Draw  
Radius  
Polygon

Desert sw Point

Nellis AFB

North Las Vegas

Las Vegas

Spring Valley

Paradise

Whitney

Whitney Ranch

GIBSON SPRINGS

HENDERSON

Calico Basin

SUN CITY SUMMERLIN

SUMMERLIN

SUMMERLIN WEST

PECOS RANCH

SUMMERLIN SOUTH

THE LAKES

Winchester

STEWART PLACE

STATE STREETS

Bruce Woodbury Beltway

Blue Diamond

Bonnie Springs

DESSERT HILLS

Satellite





# Demo - RedIQ For Underwriting

Turns poorly formatted spreadsheets and PDFs into an organized underwriting and deal analysis system

Deals Shared Deals Comps MH Michael Help

Overview Rent Roll **Historicals** Sharing **00683 - Ducks Villa** + Add Generate Model

View: Adjusted Values Units: \$ total

### Historicals Summary

#### Gross Potential Rent

Legend: Base Rental Revenue (Blue), Collection Loss (Light Blue), Non-Revenue Units (Orange), Concessions (Light Orange), Vacancy (Green)

#### Historical Operating Performance

	T12	T3	T1
Base Rental Revenue	\$ 2,696,601	\$ 3,073,735	\$ 3,003,181
Other Income	\$ 250,374	\$ 243,678	\$ 228,532
<b>Effective Gross Revenue</b>	<b>\$ 2,946,975</b>	<b>\$ 3,317,413</b>	<b>\$ 3,231,713</b>
Real Estate Taxes	-	-	-
All Other Expenses	\$ 1,042,347	\$ 1,042,347	\$ 1,042,347
<b>Operating Expenses</b>	<b>\$ 1,042,347</b>	<b>\$ 1,042,347</b>	<b>\$ 1,042,347</b>
<b>Operating Income</b>	<b>\$ 1,904,628</b>	<b>\$ 2,275,066</b>	<b>\$ 2,189,366</b>
<b>Operating Expense Ratio</b>	<b>35.4%</b>	<b>31.4%</b>	<b>32.3%</b>

A world with faster processing, faster underwriting, faster deal-making,

# Demo - Syndication Pro For Fundraising and Investment Management



**Invest Now**

Active Offerings (2) Past Offerings (0)

**Pasadena Portfolio**  
Pasadena 22 LLC

\$6,100,000	\$75,000	9.07%	17.9%	21.2%
Offering Size	Minimum Investment	Cash on Cash Return	Target IRR	Target ARR

3201 Red Bluff Rd, Pasadena, TX 77053, USA

**Waters Edge Town Home Community - Fayetteville NC**

\$950,000	\$50,000	5 Years	7% - 8%	17.5% - 19%
Offering Size	Minimum Investment	Term	Cash on Cash Return	Target IRR

500 Mill Cove, Fayetteville, NC 28154, USA

**Ingalls Apartments**  
Ingalls 16, Pops LLC

\$1,100,000	\$50,000	5-year hold	5.6%	16.4%
Offering Size	Minimum Investment	Term	Cash on Cash Return	Target IRR

3600 Ingalls St, Wheat Ridge, CO 80033, USA

**Village at Fate**  
Massive Capital

\$1,800,000	\$50,000			
Offering Size	Minimum Investment			

131 E Fate Main Pl, Rockwall, TX 75087, USA

**Pasadena Portfolio**

**Key Highlights**

Offering Size	\$6,100,000
Minimum Investment	Class A
	\$75,000
Cash on Cash Return	9.07%
Target IRR	17.9%
Target ARR	21.2%
Equity Multiple	2.06
Wiring	Contact XYZ for wiring confirmation

**Documents**

Document Name	Action
Pasadena_22_Massive_Capital_Pitch_Deck.pdf	Download, View
_FINAL_Pasadena_22_Twins_PPM_032222.pdf	Download, View
_FINAL_Pasadena_22_Manager_OA_120921_docx...	Download, View
_FINAL_Pasadena_22_Twins_Subscription_Agre...	Download, View
MASSIVE_CAPITAL_SIGN_IN_WIRING_INSTRUCTION...	Download, View

**Location**

**Summary**

### Projected Investor Return

Class A	2.06 X
Investment Type	Equity Multiple
70%	7%
Limited Partner	Hurdle / Pref Return
30%	21.2%
General Partner	Annualized return
4.05%	17.87%
Purchase CAP	IRR
6.0%	9.07%
Exit Cap	Avg. Cash Flow

Returns - Class B Share Unit Ex.	\$100,000	1	2	3	4	5
<b>Class B Member Return</b>						
Beginning Member Capital	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Project Cashflow	\$5,569	\$9,274	\$10,887	\$11,209	\$11,537	
Cash on Cash Return	5.57%	9.27%	10.89%	11.21%	11.54%	
Profits from Refinance or Sale	\$-	\$-	\$-	\$-	\$5,543	
Return of Member Capital	\$-	\$-	\$-	\$-	\$100,000	
Ending Member Capital	\$100,000	\$100,000	\$100,000	\$100,000	\$-	
<b>Total Return on Investment</b>	<b>\$5,569</b>	<b>\$9,274</b>	<b>\$10,887</b>	<b>\$11,209</b>	<b>\$169,080</b>	
Total Return	106.02%					
IRR	17.87%					
Average Cash on Cash Return	9.07%					
Equity Multiple	2.06x					
Refi Year - EOY	NA					
Year Exit - EOY	5					

We have "Investor First" approach with a simple split of 70/30 and 7% preferred return to investors.



# Typical Monthly Costs

<b>Tools / Services</b>	<b>Cost on your own</b>	<b>Deal Doer Machine</b>	<b>Other Multifamily "Gurus"</b>
CRM, includes calling	\$110 / month	Included	Not Included
CoStar (for leads and property analysis)	\$450 / month	Included	Not Included
Reonomy (for off-market leads)	\$1197 / month	Included	Not Included
RedIQ (for underwriting)	\$1416 / month	Included	Not Included
Virtual Assistant (help with property research, lead list importing, deal documentation)	\$1600 / month	Included	Not Included
<i>1x1 Mentoring from an experienced team of multifamily investors to analyze and close actual deals</i>	<i>\$30K+++</i>	<i>Included</i>	<i>Limited</i>
<b><u>TOTAL (Monthly)</u></b>	<b><u>\$6883 / Month</u></b>	<b><u>One Low Monthly Fee</u></b>	<b><u>\$30,000 per year</u></b>

**Education + Action = Results**

*DDM and MC don't just provide the "hopium"... we provide all the tools, education, and the organized structure needed to succeed*

# Join Our Team and You'll Get

- ✓ CRM for accessing and contacting multifamily seller lead lists
- ✓ Property information, underwriting reports, and custom list loading on demand
- ✓ Underwriting tools
- ✓ Investor management tools
- ✓ Virtual assistant support
- ✓ Education and mentoring sessions
- ✓ On the job training to close your first of many multifamily deals



# Massive Multifamily Machine - Yearly Membership Packages



## M3 Starter Plan

**\$7500 / Year**

- Beginning Education Package
- Deal Room Access

*Financing As Low As*

**~~\$625~~ \$245 - \$371 / month**

*+5% setup fee when financing*

## M3 Deal Hunter Plan

**\$15,000 / Year**

- Everything in M3 Starter Plan
- 1 CRM Account loaded with TX leads
- RedIQ Access for underwriting
- 1 CoStar account
- Underwriting reports on demand
- Custom lead loading on demand

*Financing As Low As*

**~~\$1250~~ \$478 - \$783 / month**

*+5% setup fee when financing*

## M3 Mentorship Plan

**\$30,000 / Year**

- Everything in M3 Deal Hunter
- Assigned Mentor
- Weekly group coaching calls
- Monthly 1 hour 1-on-1 coaching
- 6 - 12 month track to GP
- Document Vault and example access
- Free live event attendance

*Financing As Low As*

**~~\$2500~~ \$928 - \$1483 / month**

*+5% setup fee when financing*

### **\*Notes:**

- Part time cold callers starting at \$11,000 yearly, or finance 1 year for as low as \$358 - \$571 / month
- Custom packages and a limited quantity of 6 month terms available
- Direct Reonomy access can be purchased for a slight upcharge
- Serious investors only. Interview required to be accepted. High performers will be considered for permanent Massive Capital team membership
- Massive Capital will be given first right of refusal on all deals found through the platform
- Compensation varies depending on participation in deals but typically includes equity ownership in deals for GPs (may be 5%-20% of profit). Marketing fee and profit sharing rules will be discussed and negotiated depending on the deal.

Visit <https://coachingloan.com/va-plus/>  
to get a personalized funding quote

Financing up to 60 months | Loans up to \$50,000

Soft credit pull to get a quote | No prepay penalty

Financing rates based on personal credit

*\*Custom packages available*

## MARCH SPECIALS

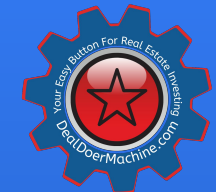
APPLY TO JOIN WITHIN 3 DAYS AND  
GET 25% OFF YOUR SETUP FEE - USE CODE M3MAR25

*Only 5 discount offers available for March so act fast!*



# Did We Solve These Problems?

- ✓ How do I find potential deals?
- ✓ What if I don't have the education or experience underwriting or closing deals?
- ✓ How will I make money?



# ALL NEW - VA Plus Virtual Assistant Agency



WWW.VAPLUSVIP.COM

Experience Premium Service With  
Our VIP Virtual Staffing and  
Business Solutions



## Get help with:

- Cold calls and lead generation
- Property research
- CRM management
- Marketing
- Contracts
- Transaction coordination
- Expense management
- And more...

Visit [www.VAPlusVIP.com](http://www.VAPlusVIP.com) and book a discovery call.  
DDM membership is NOT required.



# Your Big Dog Deal Doer Machine Commercial Partners



**Michael Minuto**

- Founder / CEO of Deal Doer Machine
- Big Dog for 4 years
- Contact at 561-436-5734 for escalations



**Yancy Mattheis**

- Deal Doer Machine Chief of Operations
- Big Dog for 6 years
- DDM Sales, Plans, and Customer Support contact
- 281-687-6493

# Massive Capital - Principals



**Shahriar Khan**

- Principal at Massive Capital with 4+ years as active investor purchasing over 180+ properties across asset classes (Land/SFR/Commercial/Multifamily) .
- Co- Sponsor for 262 Units across 3 properties in Q1 2022.
- 13+ years in Fortune 10 Company (Royal Dutch Shell) with numerous leadership roles in Engineering, Corporate Planning, Portfolio Strategy and Business Unit Finance Manager (CFO) looking over XX bln of Portfolio value.
- MBA from Jones School of Business (Rice University) and Undergraduate in Electrical Engineering from Prairie View A&M University



**Sanjay Aggarwal**

- Principal at Massive Capital with 6+ years as Actively Investor across asset classes (Land/SFR/Commercial/Multifamily) .
- Co Sponsored 1000+ units across Texas with exit of 800+ units.
- 10+ Years in Fortune 50 Companies (Capital One/ Barclays) with numerous leadership roles in Portfolio and Strategy and Vendor Relationship.
- MBA from Booth School of Business (University of Chicago) and Masters in Mechanical Engineering from University of Central Florida



**Ajit Karani**

- Principal at Massive Capital with 10+ years as Active Investor across asset classes (Land/SFR/Commercial/Multifamily).
- Co- Sponsor for 230+ Units across 2 properties in 2022.
- Limited Partner in 13 multifamily properties w/ 2473 units across Texas Georgia and Texas since 2016.
- 17+ years at a Big 6 consulting firm as CPA within the Retail Energy sector
- Masters in Professional Accounting and Bachelors in Business Administration from McCombs School of Business (UT Austin)



**Mike Bailey**

- Principal at Massive Capital with 20+ years as Active Investor across asset classes (Land/SFR/Commercial/Multifamily).
- Co-Sponsored 600+ units across in Texas, Georgia, Illinois, Wyoming, Arizona, & Nevada since 2021 plus 1600 units nationwide as an investor ~\$80M AUM
- 30+ years in Fortune 10 Company (ConocoPhillips) with numerous leadership roles in Upstream Engineering managing project across multiple counties, Corporate Capital Strategy and Vendor Relationship.
- Bachelor of Science in Petroleum Engineering from University of Oklahoma



**K Trevor Thompson**

- VP of Investor Engagement with Massive Capital
- Based in Austin TX - LP on 20 syndications (6 full cycle) and GP on 3 syndications.
- In this position I will be creating a community for our investors where we educate, inspire, and create a place for investors to feel part of an investor friendly network.
- My Goal is to help 1,000 people to reach financial independence through Real Estate Investing.



# Apply To Join The Team

[www.DealDoerMachine.com/commercial](http://www.DealDoerMachine.com/commercial)

Register online and you will be contacted by a member of our staff to schedule an interview

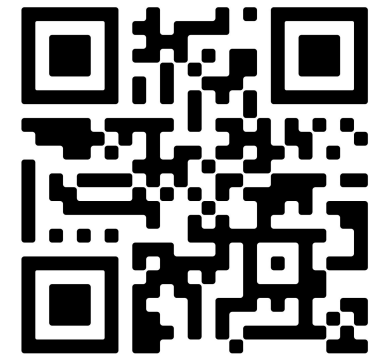
*(accepting serious investors only)*

Questions? Call Mike at 561-436-5734

JOIN OUR TEAM NOW

If you've already attended a demo of our platform and are ready to join our amazing team, click the button below.

JOIN OUR TEAM NOW



Deal Doer Machine Commercial