



Show Overview & Executive Summary

In this episode of *The David Greene Show*, we cut through the industry fluff to discuss high-stakes real estate execution, investor pitfalls, and the mental frameworks required to protect your capital. Below are the foundational principles, tactical warnings, and structural lessons covered in today's recording session.

PILLAR LESSONS & CORE DISCUSSIONS

1. Choosing the Right Mentor

A mentor isn't just someone with a large social media following or impressive claims; they are an architect of your decision-making framework.

Why it's crucial: The wrong mentor gives generic advice that doesn't fit your market or risk profile, leading to fatal mistakes. A real mentor has lived through downturns, operational failures, and market shifts—giving you proven wisdom rather than theory.

2. Capital Protection: Contractor Rules

Golden Rule: NEVER pay a contractor before work is completed and inspected.

Paying upfront destroys leverage. Once money changes hands prior to verified completion, progress slows down, quality drops, and abandonment risks rise exponentially. Draw schedules must strictly align with completed, verified milestones.

OPERATIONAL WARNING: PROBATE DEALS

3. Exercise Extreme Caution When Buying Probate Sales

Probate properties are often marketed as high-margin, off-market opportunities, but they carry severe hidden risks for unseasoned investors:

- **Clouded Titles & Legal Delays:** Heirs, contested wills, and court approvals can stall closing for months or even years while holding costs eat your margins.
- **Property Condition Masking:** Deferred maintenance on probate homes is usually extreme. Foundation, plumbing, and roof issues are often hidden under years of neglect.
- **Court Confirmation Overbids:** In many jurisdictions, probate sales require court confirmation where other buyers can overbid you at the last minute after you've spent thousands on due diligence.

Episode Action Items for Investors:

- Vet mentors based on track record during bad economic cycles, not just recent wins.
- Implement a strict, written draw schedule for contractors tied to formal lien waivers.
- Always perform exhaustive title searches and budget 2x time contingencies on probate properties.

★ PERSPECTIVE SHIFT: FAITH & HIGHER ALIGNMENT

4. Why God Intervenes When Your Life/Business Goes Off His Plan

One of the most profound segments of this episode touches on what happens when our ambition drives us off course. When doors close abruptly, deals fall through, or plans implode despite meticulous preparation, it is easy to view it as a failure. However, there is often a higher purpose at play.

- **Protection Over Preference:** What feels like a loss or a closed door is frequently God's intervention protecting you from unseen risks, bad partnerships, or financial ruin down the road.
- **Course Correction vs. Punishment:** Closed doors are not always punishment—they are directional guardrails. God allows friction when your personal blueprint diverges from His intended purpose for your character and stewardship.
- **Building Character Before Scale:** If God gave you success before you developed the maturity, integrity, and spiritual foundation to handle it, that success would destroy you. Intervention forces growth before expansion.