THE CAMPGROUND CONNECTION ACADEMY · MODULE 8 TOOLKIT

# The Seven Pieces of Every Strong Offer

A strong offer isn't clever — it's complete. Check off all seven before you submit. An offer is a roadmap to closing.

- [ ] **1. Price**
  State it clearly. If it differs from asking, justify it with facts, not emotion.

- [ ] **2. Down Payment**
  Plan for about 30% and have the cash ready. Less is a bonus, never the plan.

- [ ] **3. Financing Terms**
  Bank, SBA, seller financing, cash, or a hybrid — spelled out.

- [ ] **4. Contingencies**
  Only the ones that truly matter — financing, appraisal, DD, environmental, title.

- [ ] **5. Due-Diligence Timeline**
  45 days is plenty; 60 for a complex park; avoid 90+.

- [ ] **6. Earnest Money**
  Meaningful, held by a neutral third-party escrow; goes hard after DD.

- [ ] **7. Closing Date**
  A specific date, or "within 30 days of DD completion." Sellers want certainty.