

Building ~~Pace's~~ OUR Community

With Pace Morby



“Your Vibe attracts Your Tribe”



- Communicate cultural expectations from the beginning: teach it and live it.
- Have a common vision and ambition.
- Collaboration over competition.
- I do deals with my students and they pass on the knowledge by doing deals with each other.



Create a Productive Space



- Support network for deals, mindset, and skills.
- Support becomes organic when you empower your community.
- Members are responsible for holding culture standards.
- Members are responsible for welcoming new members into the community.

Mathyus Holden
Top contributor · 23h · 🌐

Officially locked down a 60 unit portfolio in Cleveland Ohio !!!
\$4.2mm purchase price 🤩

Thank you to everyone that has helped me over the years. I wouldn't even own one single property if it wasn't for this community.

If you potentially want to get in on the action, we are working with multiple lenders right now to get this done and will need aprox \$1.1mm to close and rehab and increase cashflow, so if you have over \$100k I would be happy to begin the conversation!

Either way I am just so stoked to be here and to work with all these wonderful people. I haven't

Daryll Ellison Jr. is with Mamadou Diallo and 11 others... to be around even more!! 😊 let's chat!!
18m · 🌐

My last deal of 2023 was just funded! \$12,500 was paid out on a memorandum for a contract I locked up in February earlier this year! Seller signed a contract I was going to purchase the property subto and I found out he went behind my back to try to do a short sale after Kiki Shruvs stopped his auction!

Pace Jordan Morby I just want to say how grateful I am for this community. I was a Loser before I joined 😅 didnt care about nobody but myself, and this year my 2nd year in subto closed well over 6 figures this year with OTHER SUBTO STUDENTS ALONE, leading with value and truly wanting to pull somebody up with you is the secret to winning!!

I want to make that over a \$MILLION in 2023 SPECIFICALLY WITH SUBTO STUDENTS... If we do not know eachother yet that is a problem!

Outgoing Wire-Advice of Debit OUTGOING WIRE

Date	Wire Create Time
12/29/2022	07:58 Pacific Time

CAPITAL TITLE OF TEXAS LLC
2400 DALLAS PKWY SUITE 560
PLANO TX 75093-4381

Account # : *****0347
USD Amount : 12,500.00
FX Amount : 12,500.00 FX Currency : USD
FX Reference: 20223630078900
Beneficiary Bank: JPMORGAN CHASE BANK, NA
Beneficiary: *****118
AMERICAN HOME MANAGEMENT LLC

2.2K post reach >



SubTo is an inviting community



- Everybody from all sorts of walks of life is welcome.
- We try to identify different resources that help members identify themselves and their skillsets.
- Find pathways for them to be connected in ways that makes them feel included.

Pace Jordan Morby January 7

7AM with **Rosie Noel** my personality strengths coach will be breaking some interesting down. We will talk about avatars and some of the work she has been doing for the last months and also breaking down my 34 strengths. See you there!

<https://us02web.zoom.us/j/87096897968>

GALLIF Pace MORBY 10/11/2023

Unleash Your Infinite Potential: Your Strongest CliftonStrengths

The CliftonStrengths at the top of your profile are the most powerful. These themes represent the ways you are uniquely talented. They are the starting point for living your strongest life possible.

Discover these CliftonStrengths to maximize your potential. Your greatest chance to succeed — at work or anywhere else — lies in strengthening what you naturally do best and doing more of it.

Start with your top five. They are your most powerful natural talents.

1. Read everything about your top CliftonStrengths. To make the most of your talents, you first need to understand them and how to describe them to others.
2. Reflect on who you are. Think about your experiences, your motivations and how you see yourself. Then consider how your CliftonStrengths shape who you are, how you do it and why.
3. Use these CliftonStrengths every day. Start with the suggestions in this report for applying your most powerful CliftonStrengths.
4. Watch out for blind spots. Sometimes how you exhibit your strongest CliftonStrengths can cause unintended negative repercussions. Read the "What to Watch Out For" section to learn more about preventing your strongest CliftonStrengths from getting in your way.

1. Activator
2. Strategic
3. Futuristic
4. Developer
5. Includer
6. Member
7. Positivity
8. Self-Assurance
9. Learner
10. Responsibility

Your CliftonStrengths® 34 Results

You are uniquely powerful. Your distinct CliftonStrengths 34 profile sets you apart from the rest of the world. Use this report to make the most of your strongest CliftonStrengths themes, navigating through your unique potential.

- Read and reflect on your results to understand what you naturally do best.
- Learn how to apply your strongest CliftonStrengths every day.
- Share your results with others to create stronger relationships and improve lives.

STRENGTHEN

1. Activator
2. Strategic
3. Futuristic
4. Developer
5. Includer
6. Member
7. Positivity
8. Self-Assurance
9. Learner
10. Responsibility

NAVIGATE

11. Achiever
12. Belief
13. Significance
14. Context
15. Connectedness
16. Arranger
17. Woo
18. Ideation
19. Communication
20. Focus
21. Restor
22. Discipline
23. Command
24. Competition
25. Individualization
26. Input

You need with Influencing CliftonStrengths themes.

- **EXECUTING** themes help you create things happen.
- **INFLUENCING** themes help you take charge, speak up and make your ideas and needs heard.
- **RELATIONSHIP BUILDING** themes help you build strong relationships that hold a team together.
- **STRATEGIC THINKING** themes help you assess and analyze information that informs better decisions.

Avatar Challenge

AVATAR GUIDE

I'm a Direct to Seller Visionary and I communicate directly with sellers and am the one generating the leads.	I'm a Direct to Seller Integrator and I generate leads and manage the business.	I'm a Direct to Agent and I'll work with agents to sell your house for you.	I'm a Direct to Referral Partner and I work as a public attorney or financial advisor to bring you deals.
I'm a Closer and I close your deals. I'm your favorite negotiator.	I'm a Lanza Method and I connect with wholesalers to work your dead leads.	I'm a Biscion Agent and I stand out from other agents in the RE investor space with my expertise in areas such as Subject To and Seller Finance.	I'm a Transaction Coordinator and I handle all deal paperwork.
I'm a Transaction Engineer and I can look at a deal, dispose it and understand deals at a high level.	I'm a Wholesaler/Motivator and I am the middleman between wholesaler and buyer.	I'm a Hunter / Bird Dog and I underwrite leads from wholesaler's buy lists and send deals to buyers for % profit.	I'm a Cash Lender and I have access to capital/business credit for short term loans.
I'm a Private Money Lender and I loan on bigger projects for longer periods of time.	I'm a Capital Raiser and I raise capital for others large, multi family deals in exchange for equity.	I'm a Helper and I like to use my experience to teach / coach beginners or people struggling.	I'm a Cash Buyer and I want to build long term passive wealth. I'm your multi-family investor, in a flipper's buy a lead.
I'm a Connector and I connect people with a need with someone that has the solution.	I'm a Leader and I step up to fill voids, find answers, and point people to correct resources.	I think that Sellers and am able to find direction and make a commitment.	



FOMO & Excitement



- Share your wins and encourage your community to do the same.
- Create exclusivity on community activities to nurture action takers and encourage others to do the same.
- Recognize top contributors in your community.



Spend Time with Your Community



- Make yourself available to your community.
- Demonstrate creating connections and bringing value to others.
- On a busy week, I try to spend at least 4 hours with my community.
- If I'm traveling for a speaking event, family trip, etc., I will make sure to meet my community on the way.

The image shows two overlapping screenshots. The top one is a Facebook post from Pace Jordan Morby, Admin of the 'SubTo' group, dated August 18 at 6:24 AM. The post lists several Zoom meetings: '7AM SubToInsurance.com and how to do your insurance correctly' with link <https://us02web.zoom.us/j/87057675763>, '9AM Deal or No Deal with Pace and Abraham Gray' with link <https://us02web.zoom.us/j/81430943929>, and '4PM to 6PM Corporate Structure with Special Guest Ryan Cox' with link <https://us02web.zoom.us/j/84976186039>. The bottom screenshot is an invoice from Big Boyz Tacos, dated August 5, 2023, for \$2,459.38. The invoice includes the company logo, address (1415 Skyline Dr, Lemon Grove, CA 91945), website (www.bigboyztacocart.com), and email (bigboyzcaraudio1@yahoo.com). A green 'PAID' stamp is visible on the invoice.



Community of Go-Givers



- Being a giving leader has inspired the community to be Go-Givers.
- All members make it a priority to provide value to each other first.



Yvette Morones

September 8, 2022 · 🌍

Hey SubTo fam! The ultimate go-giver of them all, [Pace Jordan Morby](#), wants to highlight one of you as the **biggest Go-Giver** in our SubTo community and we need you to help us out! Who do YOU believe deserves the Go Giver Award? A Go Giver is an absolutely invaluable member of this community. Someone who goes above and beyond to support and champion others. They're a pillar leader in the community and a culture carrier. We're better because of them! I know this is hard because t... [See more](#)

— with [Pace Jordan Morby](#) and [Melissa Bracamonte](#).



Industry Leaders



- We are building more than just a community.
- We are number 1 at crafting the next leaders in the space.

Kevin Choe
September 23, 2022 · 🌐

Today I got to speak in front of 70+ subto students about how I get subto deals in Phoenix and Vegas.

It was my first time speaking on such a big stage and I had so much fun!

We got a verbal subto commit in Las Vegas from cold calling the list that we pulled on the spot! It actually works!



do Kevin for the next 10 minutes, I want you to time

Zasha Smith
January 5 · 🌐

Happy New Year [Pace Jordan Morby](#) & the Subto Fam!! I'll be speaking at Wealthcon in Vegas on Monday 11am if any of the squad are going please come cheer me on. It'll be the biggest stage I've spoken on... who knew this little island Maui girl who grew up in low income housing with no money would make it with these rockstars. Would love to meet you all come say ALOHAAAAA 🌺



Pace Jordan Morby ✓
March 16, 2023 · 🌐

Im so grateful to our Leaders in SubTo! Watching [Munif Saza](#) in the DailyDial this morning made my whole day! LOVE YOU GUYS!!! Love watching you become INDUSTRY LEADERS.

My vision is that one day soon... a full seminar on various topics and EVERY SINGLE SPEAKER is from OUR COMMUNITY!!!!

[View insights](#) 2.1K post reach >

👍❤️ Munif Saza, Vincent Lanza and 330 others 34 comments

👍 Like 💬 Comment 📧 Send

