

## **Chapter 7**

### **Real Life Example: T & G's Game Film**

A compelling story.

If you recall the end of the previous chapter, you know that this one (Chapter 7) is going to feature a compelling story.

Before we get to the story, let me give you some context around it. Context is important so you can see how the story fits in with all we've been discussing.

To frame the story, think about our discussion to this point. We've covered the critical concepts of mortgages, while going deep on specific plays to run. Hopefully, you've found the material to be educational and even thought-provoking. Yet if you're like most people, I'd imagine you're probably not 100% clear on the home buying process. You understand the individual components of the process. But putting those components together? That's likely another story (no pun intended).

Speaking of stories, that's why you'll be hearing one in this chapter. A story, at least in my opinion, seems like the perfect way to connect the stages of buying a home. With a story, we can fuse those stages together in a way that's both informative and engaging.

In addition, using a story can save us from the mistake made by many other books. Those are the books which fumble the concluding chapter. This happens because the authors of such works don't know how to wrap things up. The result is often either an abrupt end or a tedious rehash of the last hundred-odd pages.