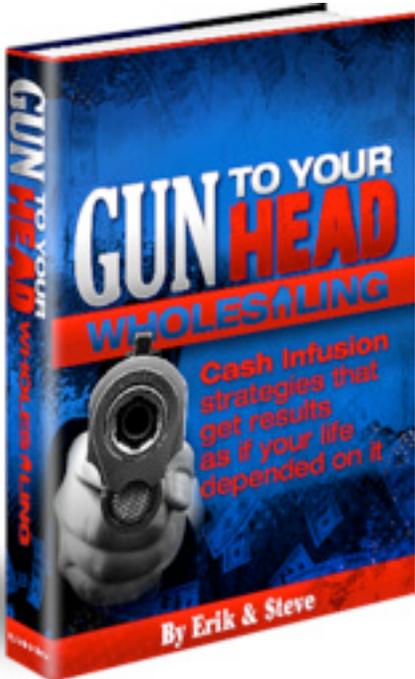
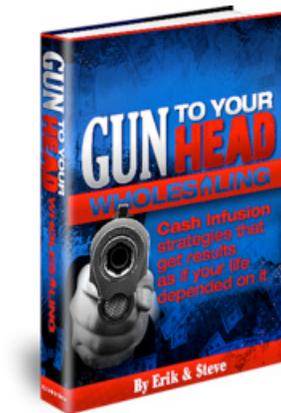


Gun To Your Head Wholesaling-30 Day Cash Infusion Blueprint REVEALED





Gun To Your Head Wholesaling

Cash Infusion Strategies That Get Results As If Your Life Depended On It

By Erik Stark and \$teve Mills

www.GunToYourHeadWholesaling.com

Version 2.00

January, 2011

Limits of Liability & Disclaimer of Warranty

The author and publisher of this ebook and the associated materials have used their best efforts in preparing this material. The author and publisher make no representations or warranties with respect to the accuracy, applicability, fitness, or completeness of the contents of this material. They disclaim any warranties expressed or implied, merchantability, or fitness for any particular purpose. The author and publisher shall in no event be held liable for any loss or other damages, including but not limited to special, incidental, consequential, or other damages. If you have any doubts about anything, the advice of a competent professional should be sought.

This material contains elements protected under International and Federal Copyright laws and treaties. Any unauthorized reprint or use of this material is prohibited.

ABOUT THE AUTHOR



Erik Stark is “THE” underground maverick in real estate and contract wholesaling. Having mastered the skill side by side with the nations leading guru’s, Erik also attributes his maverick success to creating opportunity out of the nations most demanding and challenging market curveballs.

Since beginning his business with rehab extraordinaire Steve Mills in 2008, Erik has successfully completed over 100 deals. Erik brings outrageous marketing skills to their relationship based, marketing driven wholesale business and also handles the private money relations and office infra-structure and growth spurts.

As a overachiever in his own quest for self mastery, Erik enjoys the challenge of balance in his own quest to build an empire, raise a family, leave a legacy and live an endless life. His relentless ability to learn has turned Erik into a funnel of cash infusion strategies as he coaches on a global level as well to his local community.

Table Of Contents.....	3
Introduction.....	4
Foreword.....	5
Getting The Most From This Course.....	6
<i>Chapter 1: The Essence of Gun To Your Head Wholesaling.....</i>	<i>7</i>
<i>Cash Now Strategies for The Desperate Wholesaler!</i>	
Chapter 2: The Strategy of Gun To Your Head Wholesaling.....	11
The Underlying Strategy of Wholesaling Houses!	
Chapter 3: The New Age Gun To Your Head Wholesaler	15
The Perception of Outstanding Value	
Chapter 4: The Cash Infusion Blueprint.....	19
Chapter 5:.....	20
Leveraging Title Companies and Exploiting the Banks	
Chapter 6.....	22
Understanding and Proving Value	
Chapter 7.....	25
Six Surefire ways to cash in 30 days	
Chapter 8.....	28
Holding you accountable to your success	
Resources.....	30

INTRODUCTION

Welcome to Gun To Your Head Wholesaling! This course will give you a direct outline about EXACTLY what it teaches. This ebook is inspired by the countless interviews, conversations and general pain we see from many struggling newbie investors. As we try to explain to them the course of actions needed to make instant cash in today's market I am only able to extract the sense of urgent pain they release due to the need for money "RIGHT NOW".

I don't mean this as a sense of their greed. Their "Right Now" situation is fill the fridge and foreclose on my home. In a sense, a Gun To Your Head is what they are dealing with in order to make this happen. Picture This:

Q:What is it going to take to make wholesaling work in your life?

- A: Relentless effort of useful, time proven strategies
- B: Endless sacrifices until I get my own system down
- C: Countless hours of hard work while I cut my slice of FREEDOM pie
- D: Whatever it takes (all four more or less)

As you can see, failure is not even on the ballot.

This ebook is mostly related to the REO industry. If you need cash now, we advise you to use these strategies (which we will also teach) to be applied towards the private seller market or sell another wholesalers house. This does two things: Many people jeopardize their situation based on another bold idea to flip a bank owned house only to worsen and put legal pressure on their leveling heads. This also allows an in depth look at the structure of a wholesale deal. Selling someone else's home is entirely risk free and can still make you thousands of dollars.

At any cost we are going to outline the main components you will always need to successfully wholesale houses no matter how large you become. You will learn simple tactics that can beneficially get you a quick \$1000 in a heat of the moment need to get money. We will lay out numerous stories we have personally encountered to liven up the sometimes horrid world of wholesaling that can occur. We have also included a mind map of reference point strategies you should print out, save as your monitor screensaver and study like your life depended on it.

We are literally giving away over \$65,000 of personal education we have endured over the past two years while we cut our learning curve and we intend to pay it forward right here in this very ebook you are viewing in front of you. Grab a highlighter, tune out your distractions and don't read one word forward until you declare this is not just another ebook you bought but the life changing transformation guide to freedom. Success is a completely new life. It entails new thinking, new actions, new friends, new blessings, and ultimately new rewards. We are confident you are going to take away more golden aha moments than we may have realized we put into this.

FOREWORD by Preston Ely



Right after me, Erik and Steve are the best damn example of relentless pursuit of success I rarely see in anyone, let alone a corporate failure turned outrageous wholesaler. They have exploited all of my top secrets from my platinum level coaching groups, mastered all of my home study courses and been front row at every event I host *and* secretly attend. The passion literally drips off as they mentor other new-coming successors.

Erik is one of the very few to remain underground in his rise to the top of his real estate game! Very few of my top students ever achieve his level of success and keep the level of humbleness Erik is able to contain.

Listen to the man!

We've chosen to dive right into cash delivering content so there is no room for fluff here, but to get the "golden, AHA" moments out of this you need to take some prerequisites with you along the way.

First: Why learn from us? Unless you are fully prepared to undoubtedly invest the \$65,000 in education we have studying next to the nations greatest guru's and implement every strategy that could or could not create success, we have narrowed down the cash infusion tactics to what brings money now. We have successfully, without fail earned over \$1,000,000, done over 125 deals and created an empire out of a weekend hobby in just under 2 years time. Enough about us.

Second: What you intend to get from this course? Whats your goal from this ebook? Grab a sheet of paper RIGHT NOW and write down what you intend to get from this freedom manual. Unless you know what your outcome needs to be, it is very safe to assume that this can just be another fascinating read that you add to your library. We have jam packed this with a \$65,000 bookshelf library of knowledge and profit producing strategies, but unless you know what you are looking to extract from this it is very well you will read over it, say "WOW, thats an awesome idea" and then keep reading, never taking the moment to add the thought to your arsenal of subconscious knowledge. Write down right now on a sheet of paper the problem you need solved because theres a darn good chance we are going to cover it.

"Education without revelation is a nuisance" -Joyce Meyer

Third: The Guarantee! This is NOT a magic formula blueprint! We guarantee that the EXACT strategies we teach in here are the freshest up to date tactics that continue to make us tens of thousands of dollars every month. It takes implementation. If for any reason you bought this under the intention of making money without doing any work please send it right back and keep the bonuses for the bettering of your life.

Fourth: What We Intend To Give! We oath to give all of our profit producing tips, tricks, tactics and shortcuts in this book that have personally made tremendous success so you can cut the learning curve and begin living your best life now. We are jamming a home study course into this cheap little ebook.

Fifth: What We Ask of You! We ask that you enter into this with a completely open and unbiased mindset. We ask that you focus on the golden nuggets of strategy and not lay mention to the gaps that will eventually fill themselves in. We ask that you do not begin this course until you have implemented the tips, tricks and tactics we gave you for free in the 7 day mini series! **They work ,especially if YOU are consistent!**

Our Mission Statement: "Cash infusion strategies that get results as if your life depends on it"

Lets begin shall we...

Chapter 1: The Essence of Gun To Your Head Wholesaling Cash Now Strategies for The Desperate Wholesaler!

There are **three main fundamentals** to real estate and wholesaling in general. **A seller, a buyer and funding.** Without just one of these you have no closing taking place. Money transfers hands and good wholesalers make money when a money transfer goes down.

The confusion begins for many wholesalers when they begin thinking about all the details that should actually be outsourced day one. Paperwork, proof of funds, earnest money checks, marketing, what do you say to people? All different scenarios actually place unnecessary grief to any situation. Focus on the money. PERIOD! GET THE MONEY!

As a successful wholesaler we can tell you need to stir up momentum. So much that you will eventually ride the wave of your activity. Momentum in the three main areas of finding **desperate sellers** (we are no longer looking for motivated sellers-you want desperate sellers), **cash buyers** who you can assign your contracts to and sources of **funding** (which are everywhere) for you to use for your closings or to match up to your buyers to rehab and flip to the retail market. You need to be comfortable and have a relationship with your herd (especially your buyers). When you have a good relationship you are able to keep control of any situation if something gets thrown into the mix.

Gun to your head wholesalers need to stir up cash in the next 7-30 days should only focus on locating private sellers to assign their contracts over to cash buyers and should not be playing with private money sources yet. There are major repercussions to this and until you understand the legalities of wholesaling, borrowing funds and have a team to handle this. It is better left for advanced wholesalers who have done more than ten deals and know of different exit strategies.

The absolute fastest way to make money is to flip someone else's property and make cash NOW. This only requires a established wholesaler willing to give you the opportunity and your ability to find and connect a cash buyer.

To do this you will need the following. An **option contract (we have included one for you)** protecting your interest in the property. With this you gain the right to market and collect a fee when you sell. A option contract is basically an agreement to use your guerilla marketing skills that draw in hungry buyers. When you see how magical direct response, guerilla tactic marketing is you will know this is for you. Its just like how black cows eat green grass, give out yellow butter and white milk. You don't know how that just happened but you seen it and sure as can be, you just collected your first check.

You may not have the money to go out and buy bandit signs. This is an off the wall concept but I have seen people do it and if you ask me the pure idea and psychology behind it makes me, as a cash buyer want to call and find out what is really going on with your house your selling. Go to a local grocer or department store and ask for as many boxes you can get. White is best but cardboard brown will work and cut them into 18x24 inch size and you now have bandit signs. Use the fat tip Sharpie Magnum marker. I mean the fat 1 inch, 357 Magnum marker that people can see from the overpass down the street.

Zip tie, staple or stake them at every corner around the property and you will see the results come in. This is why so many people encourage bandit signs. This sort of advertising works. Even if your advanced and not using bandit signs you are certainly losing money. Of the many free resource ideas I gave away in the 7 day series this is by far the highest returning one of them all because its in your face, guerilla marketing and draws and immediate response for your target market.

Whether you need a buyer or a seller, bandit signs can get you massive activity in a matter of hours.

When your phone begins ringing you have to have these next few things ready so you can sound like the confident wholesaler people love to buy from. Although you may really need this sale, the moment a buyer knows your desperate he will exploit you like an uneducated auto seller with a priceless car in his garage. **You have to position yourself for the sale.**

Give them what they need but qualify them in the process. When they ask about the house and tell them right from the start, “although explaining doesn’t do this home justice, its a nice 3 bed...” and beef up the home to get them into it fast. **Confirm, don’t ask** “by the way, you are paying cash right?”

You should have a script in front of you with the following information. How many beds, baths, square footage, lot size, school district, annual taxes, comparable rents, fixed up selling price, high ticket updates such as roof, windows, electrical, furnace, driveway, kitchen and so on so they know what they are getting.

Regardless of what you are selling you will always need to appeal to peoples selfish nature. They do not care about you at all. They want performance from a house. If your house is stellar and performs well its just a matter of getting it visible to the mass public. I often analyze why some of our wholesales sell in a matter of hours and its **simply the perceived value** the property shows to the public.

You need to work out with the actual seller or wholesaler what terms they like for earnest moneys. Most will want an actual \$2000 earnest money as a sign of good faith that their contract is good and they will close. Imagine bringing them \$3000. I know I would love that. If you do in fact bring over the amount it is to your benefit that you ask if

you can have the additional \$1000 now as your portion of your profit. Most “honest” wholesalers will not have an issue doing this.

Usually when you find a buyer you get an immediate binding to their agreement to close but when dealing with an option contract you match the buyer with the wholesaler and let them coordinate the closing. I advise you to watch closely with the wholesaler as to how they handle the details. DO NOT let them take your buyer but you certainly need to make this a provision in the option contract we provided. Think about when you are buying something. Do you want to deal with someone who has the decision making power or someone who is new and doesn't have all the answers? Let the wholesaler handle the details while you sit back and earn & learn. **This is opportunity** and your mindset should shift right here, right then, because you just witnessed something invaluable that is never taught in a college classroom.

We are getting you paid here so there's no need to clench onto every buyer. Let the expert do what he does and collect your CASHOLA. You may even be able to “jack” the price up a few thousand more and get this extra cream on top instead of the normal \$1000 wholesalers are willing to pay.

Focus on giving buyers the information they need to decide. If they need to see the house, show it to them. If they want to make sure the taxes you provided are accurate, give them the city website or assessors office phone number. Be very likable and helpful when you deal with buyers. I always considered people very fortunate to ever be on the phone with me and have my time but truth is that he who controls the cash owns the gold and to get them to make a decision you have to “mine” that gold with your pick axe of skills showing the value in your property.

A few other weapons to keep in your arsenal for wholesaling other wholesalers properties is that you basically only need to **focus on your marketing**. Imagine if you had a spreadsheet (I never liked websites because most houses showcased on websites aren't that good of deals if they make it around that long) that had 12 houses in all areas all price ranges and all you focused on was going guerilla with bandit signs, REIA promoters, online marketing and reverse search cash buyer letters.

You wouldn't need to focus on anything other than connecting the dots. Seriously. Some of my top wholesalers live very well while I take all the risk. Marketing would be your key to freedom, and that my friend can be done from ANY computer, ANY where.

Become a master marketer...

A few major places to rack up serious seller potential is local REIA's, call all the bandit signs, google the local investors websites you may know of and let them know you are now on the scene. I'm a firm believer in the “ethical” fake it til you make philosophy. Tell them **your the biggest marketer** (not wholesaler) and you want to collaborate efforts to take over the world together. As top investors in our area we know we could buy more houses If we didn't have to jump to the selling side once we got a home under contract.

Listen, **wholesalers control the industry** so if you want to leverage your time and collect checks you need to focus on where the gold is delivered and follow this roadmap to the fastest way of getting there. The other side of my business is rehabbing and retailing houses but we can honestly tell you, we made fatter paydays rehabbing but I had to manage the muse. We have sat in foreign states and sold houses while driving a convertible BMW to the beach after leaving lunch and this is how we are programming you to live. Focus on the money. YOU HAVE TO F.O.C.U.S (Follow One Course Until Successful).

Chapter 1 Action Steps:

- Build a seller database of easy to assign properties
- Instantly go GUERRILLA with your marketing to get cash in 30 days by posting bandit signs, exploiting the internet and collaborating your network with top players in the area.
- Become a student of effective marketing. Take note to what works. Toss what doesn't
- Build a database of buyers who act quick, pay cash and close fast
- Relive and map out the steps of every successful wholesale assignment you do and rebuild off this success. Refining this process is what gets you ahead of the others just providing average service. The secret here is growth while others are getting comfortable.
- Use the 7 day mini course to call on dumpsters and for rent signs for more cash buyers. I assure you NOONE does this. At least in my states.

Chapter 2: The Strategy of Gun To Your Head Wholesaling The Underlying Strategy of Wholesaling Houses

So many “guru’s” promote their product as the fast solution, magic pill that is guaranteed to work. It doesn't. While many of these contain true working evidence, this is more comparative to someone taking health supplements who doesn't see results until they are fully involved in the whole lifestyle. We can easily call one of our agents and tell them we need a deal by Friday. They deliver. We call one of our wholesale VIP buyers and tell them we have a deal. We assign it to them. We can do this from anywhere. But we also have a 125 house track record behind us.

Soon to be successful wholesalers like you don't have this sort of action after reading this book. The information is true, has proven profitable for nearly everyone, but leaves some with a lack of complete understanding (not a complete lack of, but a lack of complete understanding-notice the difference). You already know that you need to be working every day to locate money sources, sellers and buyers. If you are just going to be a wholesalers wholesaler then marketing is your complete cup of tea.

We find it easy to relate the success stories of the many flips we do and make \$7000-\$10,000 in the matter of 7 days. We once did a video series of every step we did to show people how to would make \$10,000 in 30 days. We actually made \$8600 in just 7 days so we never released it because **there is much more to flipping a house that most others aren't willing to do even if its clear what needs to be done. Focus on the money!**

We can mentally feel the pain they release when talking to them. When all you can think about is getting money to cover the bills, its hard to think about a strategic plan for getting money. Its natural human nature.

But there is an underlying strategy and we are going to showcase this using a case study Erik did for Than Merrill's Mastery Program. It was a private seller house and the seller had found our We Buy Houses ad while searching online using free SEO keywords like “sell my house fast”. This one actually came off our free google business listing that is optimized for attracting sellers. The lead was automated and done like it should be (take note). From the moment the seller put his information into our database it sends him a “Thank You” email and lets him know his input is in review and we will contact him the next business day. I personally did this on this particular property but normally don't get involved until the nitty gritty decisions need my insight.

Being that we are used to cherry picking foreclosures all day, Erik transformed himself into WIIFM (whats in it for me-meaning the seller) mode. I went into this deal already

knowing exactly what I **wanted** to pay and what I **could** pay. I spoke to him on the phone about his situation (not anything having to do with me).

- Whats the story?
- How much does he need?
- How fast does he need it?
- Is there anything holding up selling it by Friday?

All the while I took note to his demeanor on the phone. Very smooth, not desperate. His original asking price to me was \$20,000 for a ultra desirable 3 bed brick ranch with the full package. Large fenced in yard, two car full brick garage, full basement in a good area of landlord heaven. I eased into him that I am interested but without seeing it I cant actually get an actual offer in his hands. He really wanted a ball park figure from him. I insisted I need to see it and knew I could pay up to \$10,000. Still a ways off from where he was at. I set the appointment to see him and talked about his family, his work, his memories in the home and everything about the WIIFM factor.

The 25 minutes were all about him and the last 5 minutes was all business. I revealed all the same questions that determine someones swiftness to act fast and his answers were slow and almost rehearsed. I ended up leaving him with a contract for \$7,500 and told him he can fax the signed contract with all sellers signatures on there, at the time he can verify the \$100 earnest money was at my title company and we can close as soon as we have all 5 sellers together. Yes, all 5 sellers were brought to closing and made happy with the results of selling their home to me although they had stories of higher offers with cockier buyers.

My genuine interest in them won over the ability to close! From the moment I took this lead I looked at it as pure fun. I did a complete three part video series that can be seen here <http://www.youtube.com/watch?v=vqOZEFczWNw>. I didn't care about the money. I do well enough in my foreclosure business and my ability to actively want to help this seller netted me over \$10,000 in 5 days. From contract to contract was 5 days and over \$10G'\$ in profit. All because I **focused on their needs**. This is the real "underlying strategy" that Gun To Your Head wholesalers find hard to digest. Guru's don't promote it because it isn't sexy and doesn't sell. I learned this from Than and our bank account proves that it works. I had a buyer waiting anxiously to get in so it sold ultra fast.

Heres another scenario of another \$10,000 we bought from the bank. We closed on the deal, had our sign guy throw out signs all around and was sitting at home when my office admin called me with a forwarded buyer call. I had her send the caller through to me and she asked when I could meet her at the house. Naturally I made sure she was paying cash and told her I would be there in 30 minutes. When I met her there with her two daughters I immediately introduced myself with a smile and explained to them the details of the house.

Gun To Your Head W

As we walked through I questions that included the for us picking out which paint colors they would go. We waited on mechanicals before showing out. As we walked the back pay all taxes and water bills make sure there are no liens do all that and give them a closing.

He smiled largely and threw out a close Friday at \$18,000 sale price and I breathed in slowly, released it loudly and responded back with "make it \$19,000 and I can let it go today". He shook my hand in agreement and I had the wife meet my assistant to do the paperwork and we closed Friday as planned. Heres the results:

A. Settlement Statement		U.S. Department of Housing and Urban Development		CRIS No. 2502-0055	
1. Type of Loan					
1. Loan Type	2. Loan Purpose	3. Loan Status	4. Loan Number	5. Loan Start Date	6. Mortgage For One Month
1. VA	2. Condo	3. Other	4. 000200000000		
2. Property Location					
11 Fossenden St., Mt. Clemens, MI 48043-0902					
3. Seller(s)					
Michigan Property Superstore, Inc. 25800 Harper Ave. 215 Clio, MI 48030					
4. Buyer(s)					
[Redacted]					
5. Property Location					
11 Fossenden St., Mt. Clemens, MI 48043-0902					
6. Agency/Company					
Michigan Property Superstore, Inc. 25800 Harper Ave. 215 Clio, MI 48030					
7. Lender					
First National Mortgage Association 14211 Westpark Dr. 500 Dallas, TX 75224					
8. Cash Sale					
CASH SALE					
9. Summary of Borrower's Transaction					
1. Loan Amount: \$18,000.00					
2. Down Payment: \$0.00					
3. Total Cash Paid: \$18,000.00					
4. Total Loan: \$18,000.00					
5. Total Cash Received: \$18,000.00					
6. Total Cash Disbursed: \$18,000.00					
7. Total Cash Balance: \$0.00					
8. Total Cash Available: \$0.00					
9. Total Cash Required: \$0.00					
10. Total Cash Surplus: \$0.00					
11. Total Cash Deficit: \$0.00					
12. Total Cash Shortage: \$0.00					
13. Total Cash Excess: \$0.00					
14. Total Cash Balance: \$0.00					
15. Total Cash Available: \$0.00					
16. Total Cash Required: \$0.00					
17. Total Cash Surplus: \$0.00					
18. Total Cash Deficit: \$0.00					
19. Total Cash Shortage: \$0.00					
20. Total Cash Excess: \$0.00					
21. Total Cash Balance: \$0.00					
22. Total Cash Available: \$0.00					
23. Total Cash Required: \$0.00					
24. Total Cash Surplus: \$0.00					
25. Total Cash Deficit: \$0.00					
26. Total Cash Shortage: \$0.00					
27. Total Cash Excess: \$0.00					
28. Total Cash Balance: \$0.00					
29. Total Cash Available: \$0.00					
30. Total Cash Required: \$0.00					
31. Total Cash Surplus: \$0.00					
32. Total Cash Deficit: \$0.00					
33. Total Cash Shortage: \$0.00					
34. Total Cash Excess: \$0.00					
35. Total Cash Balance: \$0.00					
36. Total Cash Available: \$0.00					
37. Total Cash Required: \$0.00					
38. Total Cash Surplus: \$0.00					
39. Total Cash Deficit: \$0.00					
40. Total Cash Shortage: \$0.00					
41. Total Cash Excess: \$0.00					
42. Total Cash Balance: \$0.00					
43. Total Cash Available: \$0.00					
44. Total Cash Required: \$0.00					
45. Total Cash Surplus: \$0.00					
46. Total Cash Deficit: \$0.00					
47. Total Cash Shortage: \$0.00					
48. Total Cash Excess: \$0.00					
49. Total Cash Balance: \$0.00					
50. Total Cash Available: \$0.00					
51. Total Cash Required: \$0.00					
52. Total Cash Surplus: \$0.00					
53. Total Cash Deficit: \$0.00					
54. Total Cash Shortage: \$0.00					
55. Total Cash Excess: \$0.00					
56. Total Cash Balance: \$0.00					
57. Total Cash Available: \$0.00					
58. Total Cash Required: \$0.00					
59. Total Cash Surplus: \$0.00					
60. Total Cash Deficit: \$0.00					
61. Total Cash Shortage: \$0.00					
62. Total Cash Excess: \$0.00					
63. Total Cash Balance: \$0.00					
64. Total Cash Available: \$0.00					
65. Total Cash Required: \$0.00					
66. Total Cash Surplus: \$0.00					
67. Total Cash Deficit: \$0.00					
68. Total Cash Shortage: \$0.00					
69. Total Cash Excess: \$0.00					
70. Total Cash Balance: \$0.00					
71. Total Cash Available: \$0.00					
72. Total Cash Required: \$0.00					
73. Total Cash Surplus: \$0.00					
74. Total Cash Deficit: \$0.00					
75. Total Cash Shortage: \$0.00					
76. Total Cash Excess: \$0.00					
77. Total Cash Balance: \$0.00					
78. Total Cash Available: \$0.00					
79. Total Cash Required: \$0.00					
80. Total Cash Surplus: \$0.00					
81. Total Cash Deficit: \$0.00					
82. Total Cash Shortage: \$0.00					
83. Total Cash Excess: \$0.00					
84. Total Cash Balance: \$0.00					
85. Total Cash Available: \$0.00					
86. Total Cash Required: \$0.00					
87. Total Cash Surplus: \$0.00					
88. Total Cash Deficit: \$0.00					
89. Total Cash Shortage: \$0.00					
90. Total Cash Excess: \$0.00					
91. Total Cash Balance: \$0.00					
92. Total Cash Available: \$0.00					
93. Total Cash Required: \$0.00					
94. Total Cash Surplus: \$0.00					
95. Total Cash Deficit: \$0.00					
96. Total Cash Shortage: \$0.00					
97. Total Cash Excess: \$0.00					
98. Total Cash Balance: \$0.00					
99. Total Cash Available: \$0.00					
100. Total Cash Required: \$0.00					
101. Total Cash Surplus: \$0.00					
102. Total Cash Deficit: \$0.00					
103. Total Cash Shortage: \$0.00					
104. Total Cash Excess: \$0.00					
105. Total Cash Balance: \$0.00					
106. Total Cash Available: \$0.00					
107. Total Cash Required: \$0.00					
108. Total Cash Surplus: \$0.00					
109. Total Cash Deficit: \$0.00					
110. Total Cash Shortage: \$0.00					
111. Total Cash Excess: \$0.00					
112. Total Cash Balance: \$0.00					
113. Total Cash Available: \$0.00					
114. Total Cash Required: \$0.00					
115. Total Cash Surplus: \$0.00					
116. Total Cash Deficit: \$0.00					
117. Total Cash Shortage: \$0.00					
118. Total Cash Excess: \$0.00					
119. Total Cash Balance: \$0.00					
120. Total Cash Available: \$0.00					
121. Total Cash Required: \$0.00					
122. Total Cash Surplus: \$0.00					
123. Total Cash Deficit: \$0.00					
124. Total Cash Shortage: \$0.00					
125. Total Cash Excess: \$0.00					
126. Total Cash Balance: \$0.00					
127. Total Cash Available: \$0.00					
128. Total Cash Required: \$0.00					
129. Total Cash Surplus: \$0.00					
130. Total Cash Deficit: \$0.00					
131. Total Cash Shortage: \$0.00					
132. Total Cash Excess: \$0.00					
133. Total Cash Balance: \$0.00					
134. Total Cash Available: \$0.00					
135. Total Cash Required: \$0.00					
136. Total Cash Surplus: \$0.00					
137. Total Cash Deficit: \$0.00					
138. Total Cash Shortage: \$0.00					
139. Total Cash Excess: \$0.00					
140. Total Cash Balance: \$0.00					
141. Total Cash Available: \$0.00					
142. Total Cash Required: \$0.00					
143. Total Cash Surplus: \$0.00					
144. Total Cash Deficit: \$0.00					
145. Total Cash Shortage: \$0.00					
146. Total Cash Excess: \$0.00					
147. Total Cash Balance: \$0.00					
148. Total Cash Available: \$0.00					
149. Total Cash Required: \$0.00					
150. Total Cash Surplus: \$0.00					
151. Total Cash Deficit: \$0.00					
152. Total Cash Shortage: \$0.00					
153. Total Cash Excess: \$0.00					
154. Total Cash Balance: \$0.00					
155. Total Cash Available: \$0.00					
156. Total Cash Required: \$0.00					
157. Total Cash Surplus: \$0.00					
158. Total Cash Deficit: \$0.00					
159. Total Cash Shortage: \$0.00					
160. Total Cash Excess: \$0.00					
161. Total Cash Balance: \$0.00					
162. Total Cash Available: \$0.00					
163. Total Cash Required: \$0.00					
164. Total Cash Surplus: \$0.00					
165. Total Cash Deficit: \$0.00					
166. Total Cash Shortage: \$0.00					
167. Total Cash Excess: \$0.00					
168. Total Cash Balance: \$0.00					
169. Total Cash Available: \$0.00					
170. Total Cash Required: \$0.00					
171. Total Cash Surplus: \$0.00					
172. Total Cash Deficit: \$0.00					
173. Total Cash Shortage: \$0.00					
174. Total Cash Excess: \$0.00					
175. Total Cash Balance: \$0.00					
176. Total Cash Available: \$0.00					
177. Total Cash Required: \$0.00					
178. Total Cash Surplus: \$0.00					
179. Total Cash Deficit: \$0.00					
180. Total Cash Shortage: \$0.00					
181. Total Cash Excess: \$0.00					
182. Total Cash Balance: \$0.00					
183. Total Cash Available: \$0.00					
184. Total Cash Required: \$0.00					
185. Total Cash Surplus: \$0.00					
186. Total Cash Deficit: \$0.00					
187. Total Cash Shortage: \$0.00					
188. Total Cash Excess: \$0.00					
189. Total Cash Balance: \$0.00					
190. Total Cash Available: \$0.00					
191. Total Cash Required: \$0.00					
192. Total Cash Surplus: \$0.00					
193. Total Cash Deficit: \$0.00					
194. Total Cash Shortage: \$0.00					
195. Total Cash Excess: \$0.00					
196. Total Cash Balance: \$0.00					
197. Total Cash Available: \$0.00					
198. Total Cash Required: \$0.00					
199. Total Cash Surplus: \$0.00					
200. Total Cash Deficit: \$0.00					
201. Total Cash Shortage: \$0.00					
202. Total Cash Excess: \$0.00					
203. Total Cash Balance: \$0.00					
204. Total Cash Available: \$0.00					
205. Total Cash Required: \$0.00					
206. Total Cash Surplus: \$0.00					
207. Total Cash Deficit: \$0.00					
208. Total Cash Shortage: \$0.00					
209. Total Cash Excess: \$0.00					
210. Total Cash Balance: \$0.00					
211. Total Cash Available: \$0.00					
212. Total Cash Required: \$0.00					
213. Total Cash Surplus: \$0.00					
214. Total Cash Deficit: \$0.00					
215. Total Cash Shortage: \$0.00					
216. Total Cash Excess: \$0.00					
217. Total Cash Balance: \$0.00					
218. Total Cash Available: \$0.00					
219. Total Cash Required: \$0.00					
220. Total Cash Surplus: \$0.00					
221. Total Cash Deficit: \$0.00					
222. Total Cash Shortage: \$0.00					
223. Total Cash Excess: \$0.00					
224. Total Cash Balance: \$0.00					
225. Total Cash Available: \$0.00					
226. Total Cash Required: \$0.00					
227. Total Cash Surplus: \$0.00					
228. Total Cash Deficit: \$0.00					
229. Total Cash Shortage: \$0.00					
230. Total Cash Excess: \$0.00					
231. Total Cash Balance: \$0.00					
232. Total Cash Available: \$0.00					
233. Total Cash Required: \$0.00					
234. Total Cash Surplus: \$0.00					
235. Total Cash Deficit: \$0.00					
236. Total Cash Shortage: \$0.00					
237. Total Cash Excess: \$0.00					
238. Total Cash Balance: \$0.00					
239. Total Cash Available: \$0.00					
240. Total Cash Required: \$0.00					
241. Total Cash Surplus: \$0.00					
242. Total Cash Deficit: \$0.00					
243. Total Cash Shortage: \$0.00					
244. Total Cash Excess: \$0.00					
245. Total Cash Balance: \$0.00					
246. Total Cash Available: \$0.00					
247. Total Cash Required: \$0.00					
248. Total Cash Surplus: \$0.00					
249. Total Cash Deficit: \$0.00					
250. Total Cash Shortage: \$0.00					
251. Total Cash Excess: \$0.00					
252. Total Cash Balance: \$0.00					
253. Total Cash Available: \$0.00					
254. Total Cash Required: \$0.00					
255. Total Cash Surplus: \$0.00					
256. Total Cash Deficit: \$0.00					
257. Total Cash Shortage: \$0.00					
258. Total Cash Excess: \$0.00					
259. Total Cash Balance: \$0.00					
260. Total Cash Available: \$0.00					
261. Total Cash Required: \$0.00					
262. Total Cash Surplus: \$0.00					
263. Total Cash Deficit: \$0.00					
264. Total Cash Shortage: \$0.00					
265. Total Cash Excess: \$0.00					
266. Total Cash Balance: \$0.00					
267. Total Cash Available: \$0.00					
268. Total Cash Required: \$0.00					
269. Total Cash Surplus: \$0.00					
270. Total Cash Deficit: \$0.00					
271. Total Cash Shortage: \$0.00					
272. Total Cash Excess: \$0.00					
273. Total Cash Balance: \$0.00					
274. Total Cash Available: \$0.00					
275. Total Cash Required: \$0.00					
276. Total Cash Surplus: \$0.00					
277. Total Cash Deficit: \$0.00					
278. Total Cash Shortage: \$0.00					
279. Total Cash Excess: \$0.00					
280. Total Cash Balance: \$0.00					
281. Total Cash Available: \$0.00					
282. Total Cash Required: \$0.00					
283. Total Cash Surplus: \$0.00					
284. Total Cash Deficit: \$0.00					
285. Total Cash Shortage: \$0.00					
286. Total Cash Excess: \$0.00					
287. Total Cash Balance: \$0.00					
288. Total Cash Available: \$0.00					
289. Total Cash Required: \$0.00					
290. Total Cash Surplus: \$0.00					
291. Total Cash Deficit: \$0.00					
292. Total Cash Shortage: \$0.00					
293. Total Cash Excess: \$0.00					
294. Total Cash Balance: \$0.00					
295. Total Cash Available: \$0.00					
296. Total Cash Required: \$0.00					
297. Total Cash Surplus: \$0.00					
298. Total Cash Deficit: \$0.00					
299. Total Cash Shortage: \$0.00					
300. Total Cash Excess: \$0.00					
301. Total Cash Balance: \$0.00					
302. Total Cash Available: \$0.00					
303. Total Cash Required: \$0.00					
304. Total Cash Surplus: \$0.00					
305. Total Cash Deficit: \$0.00					
306. Total Cash Shortage: \$0.00					
307. Total Cash Excess: \$0.00					
308. Total Cash Balance: \$0.00					
309. Total Cash Available: \$0.00					
310. Total Cash Required: \$0.00					
311. Total Cash Surplus: \$0.00					
312. Total Cash Deficit: \$0.00					
313. Total Cash Shortage: \$0.00					
314. Total Cash Excess: \$0.00					
315. Total Cash Balance: \$0.00					
316. Total Cash Available: \$0.00					
317. Total Cash Required: \$0.00					
318. Total Cash Surplus: \$0.00					
319. Total Cash Deficit: \$0.00					
320. Total Cash Shortage: \$0.00					
321. Total Cash Excess: \$0.00					
322. Total Cash Balance: \$0.00					
323. Total Cash Available: \$0.00					
324. Total Cash Required: \$0.00					
325. Total Cash Surplus: \$0.00					
326. Total Cash Deficit: \$0.00					
327. Total Cash Shortage: \$0.00					
328. Total Cash Excess: \$0.00					
329. Total Cash Balance: \$0.00					
330. Total Cash Available: \$0.00					
331. Total Cash Required: \$0.00					
332. Total Cash Surplus: \$0.00					
333. Total Cash Deficit: \$0.00					
334. Total Cash Shortage: \$0.00					
335. Total Cash Excess: \$0.00					
336. Total Cash Balance: \$0.00					
337. Total Cash Available: \$0.00					
338. Total Cash Required: \$0.00					
339. Total Cash Surplus: \$0.00					
340. Total Cash Deficit: \$0.00					
341. Total Cash Shortage: \$0.00					
342. Total Cash Excess: \$0.00					
343. Total Cash Balance: \$0.00					
344. Total Cash Available: \$0.00					
345. Total Cash Required: \$0.00					
346. Total Cash Surplus: \$0.00					
347. Total Cash Deficit: \$0.00					
348. Total Cash Shortage: \$0.00					
349. Total Cash Excess: \$0.00					
350. Total Cash Balance: \$0.00					
351. Total Cash Available: \$0.00					
352. Total Cash Required: \$0.00					
353. Total Cash Surplus: \$0.00					
354. Total Cash Deficit: \$0.00					
355. Total Cash Shortage: \$0.00					
356. Total Cash Excess: \$0.00					
357. Total Cash Balance: \$0.00					
358. Total Cash Available: \$0.00					
359. Total Cash Required: \$0.00					
360. Total Cash Surplus: \$0.00					
361. Total Cash Deficit: \$0.00					
362. Total Cash Shortage: \$0.00					
363. Total Cash Excess: \$0.00					
364. Total Cash Balance: \$0.00					
365. Total Cash Available: \$0.00					
366. Total Cash Required: \$0.00					
367. Total Cash Surplus: \$0.00					
368. Total Cash Deficit: \$0.00					
369. Total Cash Shortage: \$0.00					
370. Total Cash Excess: \$0.00					
371. Total Cash Balance: \$0.00					
372. Total Cash Available: \$0.00					
373. Total Cash Required: \$0.00					
374. Total Cash Surplus: \$0.00					
375. Total Cash Deficit: \$0.00					
376. Total Cash Shortage: \$0.00					
377. Total Cash Excess: \$0.00					
378. Total Cash Balance: \$0.00					
379. Total Cash Available: \$0.00					
380. Total Cash Required: \$0.00					
381. Total Cash Surplus: \$0.00					
382. Total Cash Deficit: \$0.00					
383. Total Cash Shortage: \$0.00					
384. Total Cash Excess: \$0.00					
385. Total Cash Balance: \$0.00					
386. Total Cash Available: \$0.00					
387. Total Cash Required: \$0.00					
388. Total Cash Surplus: \$0.00					
389. Total Cash Def					

buyers or REO agents in your back pocket feeding you deals. These were both, right out of the box, plug and play deals that had no advantages working in my favor.

You need to look at your ability to wholesale as a multivitamin pill that builds your immune system as you take it repeatedly. Many seasoned investors “fall off” to the strategies that got them to the success level they get to because they think they have outgrown those strategies.

Your pill is not the fundamentals. Whether you take your multivitamin or not, the fundamentals of real estate will perform. Your pill needs to contain the following: Marketing knowledge, positive attitude, recognizing what brought success, duplication of those successes, back office management, willingness to learn and expand.

I know there is a lot to take in here but the fact of the matter is these momentums add up to become a large snowball effect (this is why the REO Insider Effect is so crucial-If you havent got it...GET IT). If there were a magic pill for getting cash in your hand tomorrow morning, the whole world would be a better place. In fact, those willing to stick it out morning after morning after morning and sculpt their success from smaller drips will eventually wake up to a giant blob of success and wonder how they “just ended up here”.

Chapter 2 Action Steps:

- Study what it is that your market needs and swiftly provide it
- Master the governing laws of selling (Sowing seed, Providing value, Tapping their emotions, Making business simple, Whats in It For Them)
- BE YOURSELF but BE YOUnique! The laws of success will always be the same but carve your own path and watch how you attract the right people in your life

Remember, this is a new lifestyle. Romans 12:2 Says “Dont Conform, But Have a Renewing of Your Mind”. This only comes by feeding yourself a new mentality and philosophy. You can’t become a master sales person, spending your spare time on the couch watching reruns. Fearless Flippers constantly evolve into something greater.

- Don’t spin your wheels in your spare time. In between deals, focus on building yourself into the ultimate bad a\$\$\$. My three favorite books I recommend are The Bible, Psycho-Cybernetics and The 50th Law. Learn to speed read. Your success depends on renewing which comes through reading. Checking emails doesn’t develop any skills!
- Be the root (primary) cause of why big things are happening NOT THE secondary “clean up crew” wondering!

Chapter 3 The New Age Gun To Your Head Wholesaler The Perception of Outstanding Value

We used to never visit our houses, meet with a seller or meet with a buyer without dressing like we were meeting the President. Suit and tie every time. We always felt that image was what sold my properties.

Now, we sell more houses without even meeting people than we do when we get in our own way and try to sell it on the spot. If Erik does meet with people, he has his flip flops, linens and backwards TAPOUT hat on. Not to mention I pull up in a very professionally loaded Infiniti with custom wheels on it. You might even see my gun sticking out of my waist.

The point here is that Im REAL...

I know my product. I have the full ability to make the final decision to sell. I can relate to ANYTHING they begin talking about. One of my main “ice breakers” is talking with buyers who bring up 3 houses they missed out on, two of which I bought. When you **become so absorbed in wholesaling**, two great things happen. You forget (because your learning relevant info) more information than some people ever learn and **your ability to build rapport actually comes as a bonus** because your looked up to when “your the guy who buys all the houses from underneath me”?

I’ll never forget this interesting wholesale I did. I had a guy call me off an ad I put online. I told him the house was sold. I took his name down and said I will get you a house in the next 10 days. My agent calls me with a deal to look at and I put it off all weekend. I viewed it in a rush Monday morning while rushing to a closing. I called that buyer before I had that deal fully wrapped up and said I have your dream home. Two hours later his mom (who was funding the deal) asked who I was and what was going on. I told her I am a local cash property buyer (NEVER an investor) and I spoke with your son who was interested in a home.

She said “yes, but we have had an offer on this home for a week and now your calling trying to sell it to us”. I had the power of relationships at my advantage. I told her I buy a lot of homes from this bank and I can sell it for under what the asking price is. She undoubtedly wanted this home. It was very nice.

I told her the up front, spare no details about how long it takes me to close and I will deliver it with clear title and close the next day at my title company. I set the appointment to meet me at my title company that day to sign the paperwork and give the earnest money directly to the title company. It was such an “untraditional but beneficial” way to buy a home and she was nervous about this.

Two things happened as we talked in the title office to sign the paperwork. We went through 11 houses they offered on, 4 of which we bought. I built rapport just talking about the features and how nice some of those houses were. As we filled out the paperwork, the President of the title company walked by and said "Hi Erik, here again!". After that, my closer walked in and said "Why don't we just get you your own office here?", after that the attorney and secretary walked by and dropped off another file from a closing the previous week that had just funded. All this activity built immediate rapport and it all came from my activity in the business. Nothing can duplicate this but time. The sooner your willing to endure the pain of change, the sooner you will become absorbed by the renewing of your mind. It was like a staged testimonial and an awful lot for some who potentially might try to rip her off to go through.

I found out after I sold her the home that she actually offered more than I did and I had to explain to her that I buy so many homes its hard for the banks to not consider my cash offers because they are better than the united states treasury notes. She was not upset because she bought the home cheaper from me than she would have from the bank. Her testimonial is an awesome real life experience of how I made her process simple, saved her money but had to put in some major effort to let her know I was legit.

When you pair the facts of selling which are appeal to peoples selfish nature and show massive amounts of value in the product with the fact that you are real, there really is no objection to closing over 80% of your meetings.

We know this is not the typical information you find in a typical wholesale ebook but the fundamentals of wholesaling are the same and can be stolen free of charge off any internet site. We are still going to break down the science of a good versus a great wholesale deal but this wealth of knowledge is not something people ever reveal.

So lets create an actual scenario so you are not left with a lack of complete understanding. You contract a home for \$25,000 that is easily worth \$80,000. You will be assigning it over and have 30 days to get a buyer. You capitalize on all the marketing strategies you learned in the 7 day mini and you end up getting a call from me, a seasoned landlord who pays cash and hates dealing with city inspectors and foreclosed homes.

Take a moment and create a few bullet points of unique selling features you can use to persuade me into buying this home...

For one, the price is dirt cheap. Let me show you where cheap plays into this. You contracted this from a private owner, meaning its not foreclosed, meaning it is lived in or could be moved into day one. No foreclosure clean up, no city inspector violations. Dirt cheap, not foreclosed AND move in ready is a home run...IF YOU CAN PORTRAY THE VALUE TO ME.

Here are the facts:

- \$32,000 is the price you are selling to me.
- Not foreclosed and currently being lived in
- Move in ready
- No violations

The human brain doesn't digest these facts as being in his best interest. YOU NEED TO REVEAL AND PRESENT THEM WITH THE **BENEFITS** OF THIS PROPERTY!

What else could you provide to me in the next 30 days of to make this a "no brainer" for me to consider? The benefit of providing me with a tenant is the last ingredient to make this deal come full circle for me. I give you \$32k, you give me a move in ready house and someone who pays me on day one.

Im your new buyer for life. In order to keep me satisfied you need to **take the facts** of your property **and portray them as benefits. WHAT DOES IT MEAN FOR ME?**

The benefits can be as simple or elaborate as you want. I prefer simplified to keep confusion contained. But even obvious things you take for granted, like a dirt cheap price should be pointed out to let them know...ITS A \$32,000 HOUSE and liveable.

Outstanding value comes from quality service and understanding piled on top of an already great deal. If your method of flipping is untraditional compared to what buyers are used to dealing with, you need to make the opposition of doing business with you so easily understandable it can be explained to a fifth grader.

Let your buyers know you handle the paperwork. Your title company will call the buyer 24 hours before closing to email the documents, confirm the appointment and tell them how much they need to bring to closing. Don't let the luxuries of your business become stagnant to your exposure. Make sure you lay out the whole process, even if its in the form of a checklist you hand to the buyer in case of questions.

This wins over the effect of an actual business instead of luke warm service they get everywhere else. Systematize your business and be genuine in your approach and your buyer will feel like they are the only person on Earth that you have to handle that whole day.

That my dear friend is the key to winning friends and influencing people.

Although it may seem simple to someone who has done it 10, 20, 30 even 50 times, the buyer who has never bought from a wholesaler needs to see value, or as it is perceived!

Chapter 3 Action Steps:

- Be real and develop your YOU uniqueness that you will bring to the marketplace

- Learn how to turn facts into benefits (People cannot translate info fast enough to see what you are actually providing or selling them). This is not corny selling-Its appealing to peoples selfish nature.
- Get comfortable with selling. Everything in life is selling (Whether your “selling” friends on going to the restaurant you want or negotiating the price your new car down). Its good for the economy, its good for your buyer, its good for you.
- Develop a sharp eye for sales processes that are exceptional and swipe them into your business.

Chapter 4 The Cash Infusion Blueprint

This here lies the gold for earning money through wholesaling properties. It is the simplest form of step by step outline. If you do each of these steps in its entirety, we find it impossible to believe that you will not experience your first profitable result within the next 30 days. Work the quantity money equation backwards and you will see where you need to spend your time to make serious money in this (and any) business. Google it. It does exist.

I will simplify this RIGHT HERE:

- 1-Find a desperate seller willing to sell at a guaranteed profitable price
- 2-Find a buyer willing to pay cash and close within the time frame you have with the seller
- 3-Assign the deal
- 4-Coordinate the closing
- 5-Show up and collect the check

Here is the “law” of money we follow to truly understand what governs money success.

“Profit is made when someone exchanges something of outstanding value for monetary compensation. Somewhere in between is a bargain for the buyer and profit for the seller” -Conrad Hilton

The quantity equation of money is $M \times V = P \times Y$, where M is the quantity of money, V is the velocity of money, P is the price of output, and Y is the amount of output.

When you tie this in with wholesaling, there is no other way to segue around. You have to get a “bargain” home, market its immense “value” and earn your way to a “profit”. It hasn’t changed for hundreds of years. You might be looking for a simple “done for you, do this-get paid” explanation of how to flip your first house. That part is simple, yet so many never even make offers and wonder why it doesn’t work for them. This literally breaks down what you must master if you want to get to the status you already see yourself as.

M=How much money you are leveraging to make MORE money!

V=How fast you cycle that money (as a wholesaler, you can be in and out in as little as three days) Cycle it FAST.

Now in order to get that money leveraged and cycled fast you have to mark that money up a profitable amount but still make it a bargain to that buyer. This is your money output and action output. You cannot close a deal until all of these take place.

To some of you who wont get that far into the “laws” of making money, the worldly way of doing it is broken down below. Once again, I wish there were a magic formula but there is not. The mind map breaks down the steps as much as “easily understandable”, but You need to have a source for leads, a funnel to shove them in, a way to determine value, an offer process and the ability to meet, present and wrap the deal up to stuff money in your pocket.

These are all derived from FREE strategies you learned in the 7 day Mini Course. Do not under estimate these ideas. I started RIGHT HERE with most of them.

To Begin Finding Sellers:

- Call local bandit signs <----**This is key to making money NOW**
- Launch a bandit sign campaign
- Visit the REIA and be the marketing expert who can sell their houses
- Use the following keywords to exploit Craigslist, Housing For Sale section (must sell, need cash, make offer, investors, fire damage, wholesale, agents welcome)
- Follow up on every seasonally occupied home you see (have an agent check for the tax payer address)

Write offers on EVERY home you view or EVERY seller you meet with. Without offers you cant even begin. Keep a database of those who don't need to sell right now and follow up in 30 days. Follow up with offers if you don't hear from them within 7-10 days.

To Begin Finding Buyers (which you should begin NOW):

- Call Sunday newspaper ads (Freshly Remodeled, Newly Updated, Custom Home)
- Get a printout of recent cash sold properties and visit the homesite <---**Easiest Way**
- Call For Rent Signs <----**Another EASY Way**
- Local hard money lenders have seasoned clients who they prefer doing business with. Give them your inventory list as you get more leads to pass to their preferred buyers
- Visit the REIA for the top hitters (don't worry about spilling yourself just yet, get their card and let them know when you have a good deal)

To Get your Proof of Funds

- Visit www.lvhardmoney.com or www.moolahlist.com for a pre qual letter
- Ask a REIA president if you can use his and you will give to his REIA of a portion of your first deal. **I personally would love to see boldness from anyone asking this!**
- Ask a family member for a bank statement, credit line statement, or checking statement. Assure them they are protected by blacking out their info right in front of them

To Begin Building Your Dream Team

- Get references from the biggest heavy hitter for a competent attorney (no flakes)
- We prefer smaller title companies who work with cash buyers and dont have the red tape
- Top producing real estate agent
- A fast acting lender to lend dough for a day on your double close transactions

We can't reiterate the horsepower of this enough but this is where people get hung up because they are not familiar with any of it. We always mandate that our top students focus on themselves becoming a bad-a\$\$ more than they focus on real estate because if you are fearless and have a source for leads, a source of buyers you truly don't worry about the gaps. Real estate WORKS. Whether it works for you is debated whether you say "this isint working for me" or whether you say "I need to tweak this a little bit right here".

Chapter 4 Action Steps:

- Identify your sources for finding deals. This is your lead funnel and eventually you will want to automate your sources for leads. By becoming a bad-a\$\$ you will "universally" attract all the leads you may ever need
- Locate 5-10 QUALITY cash buyers. Many people preach about having 500 people on a buyers list. Just so happens none of them are selling 5000 houses per year with that many buyers. 5-10 QUALITY buyers will set your life up nicely.
- Get a source for proof of funds in case a seller ever needs to verify your capital.
- Focus on this ONLY, until you have trained your subconscious to begin looking in the right areas for leads and buyers.

Chapter 5 Tapping the REO Market Leveraging Title Companies and Exploiting the Banks

Foreclosures happen to be the easiest cherry pick of wholesale deals you could ever imagine. When we began learning to wholesale we were taught by a private seller guru who despised REO's. We knew he was brain dead to the ease of our business model.

There are two minor hiccups in tapping into REO's that we still hear repeatedly and it is for good reason. People are not able to provide a valid proof of funds to make their offer and then come up with the earnest money for the deposits when the offer is accepted.

We have eliminated your fears for getting a proof of funds letter and if your not willing to take the necessary actions we need to get to the root cause of your truest pains in life and reveal what will happen if you don't take these steps to become free. This is what our Fearless Flipping teaches you to overcome and you may want to look into that.

We strongly encourage the **use of the following strategy** but it needs to be presented **with confidence and willingness to lose a deal over it**. It is our experience that agents, asset managers and title companies do not communicate well due to overwhelm of files. When an agent demands our earnest money we tell them our title company holds all EMD's until day of closing (which is where we close our REO's, courtesy of our title company). Our title agent does not release funds until we have seller signed documents from the seller at time of closing. We schedule our closings around the sellers ability to provide seller documents at closing. It is a ritual that banks play to show power or complete lack of structure to bring buyers to closing at which time there is no transfer of ownership but yet they take buyers money. This is standard but not protocol.

Since agents, banks and asset managers know we play business the right way we stay in control of our deals by holding and not releasing funds until we have seller signed documents at the closing table.

There are times when uptight agents or asset managers say "no way" it doesn't fly that way. This is usually a clear sign of them abusing power and not controlling or caring

about your deal. We run from these types of sellers and they come crawling back eventually because they get the whiff that we are the group who buys the most.

With a strong proof of funds (not a pre approval) you can stand in the face of adversity and let them know you do more business by keeping your business flowing the way it needs to to stay alive in this market and most agents will catch on to your standard of profession or just fall off the Earth and play basketball with your offers. Learn fast which ones hoop it up and lay off dealing with them.

Three key strategies for assigning non assignable contracts

We experienced a tax nightmare using the first and simplest way to assign a bank owned contract which is totally not assignable. When we bought the home we bought it in the street name llc. So 1234 Any St LLC was the name of the buyer. We would sign our name, which is the resident agent on the State website. Many banks now check to verify and print this online page to maintain honest ownership. Once we found the buyer we told them we are signing over the right to purchase the LLC for the wholesale fee amount of the property. Then we would change the name of the resident agent with the state and give the buyer their paperwork that bank requested in order to show they were the owner of the LLC that was taking ownership and title of the said property. Very simple, but at the end of that year we had 35 LLC's to file taxes for and it wasn't pretty.

Next happens to be ultra effective but difficult to get agents to push for execution. We buy the property in our personal or company name and when our buyer comes along we add him to the purchase contract (and ultimately the deed) with an addendum stating "our lender requests being added to the deed prior to closing in order to fund the property". This lets everyone know that without adding him there is no actual closing. Very rarely do banks add them to the paperwork, even after the inspection period has lapsed. At closing we sign together using our buyers funds. Right there at my title company, they draw up a quit claim deed from both of our names into just the buyers name, ultimately removing our name from title. He gives me our fee and I hand him his signed deed. Fully executed and allowable.

The method we use most requires much trust but nonetheless we have used it with every level of buyer, from first time to seasoned VIP. When the property is under contract and we find a buyer we explain how the banks closing goes down. We strike a contract together and they give us a non refundable EMD (always non refundable). We close with their money, in our name and right then and there they get handed a deed from us to them. We sign it the moment we get our fee.

These are the exact reasons we demand seller signed documents at closing. If we didn't get these, we would never be able to sign over a deed that isn't signed over to us. When we use our title company we get to bend the rules a little bit. This wouldn't be allowed at most title companies.

Dealing with deed restrictions

Deed restrictions can throw some bones in the mix for newbie wholesalers. I think Erik was the first in history to ever get one totally removed from the addendum's on a deal he was making a smooth \$11,000 on. The bank wanted this house *gone* so he knew he had them. If they didn't lift them he didn't close. The agent didn't want to push for this but he made it clear he wouldn't close. He was in his inspection period when he found out so he wouldn't have lost anything.

Deed restrictions prevent you from selling your home for more than 120% of the purchase price within 90 days of taking title. So what do we do? This may be a little advanced but we vow to never set anyone up to fail and this is occurring in the REO world like a pandemic. We strongly advise you to contact an attorney for this and we are NOT offering legal advice now or ever.

Make the purchase agreement for the maximum allowed price and make a separate form attached to the PA stating the remaining balance is to be paid at closing where deed and ownership will be conveyed based on maximum allowed selling price. Keep the addendum in your records and ONLY give your title company the purchase agreement with the maximum allowed purchase price. No more finagling while most investors leave these alone, we buy them and flip without incident.

Most people who tap into the REO investing world are agents who simply will not work for a 3% commission. The MLS is one of our secret keys to success and we use it to find buyers, sellers, top producers, contractors and more. The loopholes we have uncovered from this are worth their weight in gold. You can quickly monetize the MLS buy picking a specific area you will be a master at and get a print out from a local realtor of every bank owned home in that area. While your at it I would swipe a cash sold list of homes sold in the past 90 days for cash and begin studying the two.

- Is there a few streets that more houses sell on than others?
- For more money?
- To who?

Drive by!

- Homeowners who paid cash or rehabbers/landlords?
- How much do they sell for compared to list price?
- Whats the dominating features of the houses that sell?
- How long do they sit before they sell?
- Who are the top listing agent?
- Who is the top selling agent?

Study this area. Walk the streets. Ask neighbors about values.

You have to immerse yourself in this new world. This comes at a cost but we promise you to spend time focusing on what drives the gold. Spinning your wheels looking at houses that never get offers is a waste of your life.

Chapter 5 Action Steps:

- Choose an “farm” area and know that area uncommonly well
- Get a print out of current REO listings and 90 day cash sold houses
- Know who your future buyers are. Most people consider these your competitors but I always positioned myself as the ringleader who could bring their dreams to them on a platter and get paid for it.
- Build trust-worthy relationships with agents. I personally know 9 of the 13 agents who list all REO’s in our market and also work with the top buyers agent so nothing gets through our scope.
- Find a reputable title company who can do fast transactions and work with your scenarios. Some deals are untraditional but totally legal and your title company needs to understand this.

Chapter 6 Gun To Your Head Wholesaling Value Understanding and Proving Value

Everyone, including unsavvy investors create alternatives that dash away from the norm of showing value. Most of this is determined by hearsay from the inner circle of flippers. **True value is PROVEN** through comparable sales from the most reliable source known to the general public. The MLS.

Even a state certified appraisers valuation technique is nothing more than a justified opinion about what he portrays value as. I can tell you **an instant rapport builder** is to give away to your rehab buyers a simple packet they can give to their appraiser when selling a home. This packet should be in a cheap \$.97 clear binding portfolio and include a cover page with picture of the property with address clearly visible and the contract selling price on the front (this has insane ability to make the appraiser bring the home in at value). The inside should have the original purchase listing, with the beds, baths, square footage, lot size and school info highlighted. It should also include a list of repairs with actual cost of repairs and the new updated listing that is current on the MLS. Give just one of these to your buyers as an example of how they can show value and prove it to an appraiser.

I remember meeting an appraiser at one of Steve’s recent masterpieces and when I shook hands with the appraiser he looked me dead in the eye and said “boy you sure are cleaning up on this one, eh”? I asked, “what do you mean”? He replied that he had the original listing ticket and the new listing of what we sold it for and actually thought

we were making a cool \$107,000 for buying and re listing a property. He had no idea that the kitchen, fixtures, doors, hardware and mechanicals were all stolen and we had put a \$20,000 kitchen, not to mention new cherry wood floors throughout. The new solid granite hearth fireplace cut from one solid piece (not the cheap tiles or planks).

He was there to make a joke and murder my appraisal. I lashed backed with a presentation packet highlighting all that we did and highlighted the bland features from the original listing. This was no ordinary house. It was the most custom house in the subdivision. Had I never met him there we could have lost money. From this day forward we have our agent, our assistant or us personally meet at the house the day of appraisal to make sure they get their packet.

Your buyers will love you for this. Tell them you spend alot of time researching and actually do care that they keep making big dollars and one way that this business comes full circle is through reciprocation. He pays you for said value, you over deliver. He shows loyalty to you, he gets first choice on your properties. He refers you another buyer, you give him partnership profits.

There is a noticeable difference in value services out there and the difference is usually one of profit verse one of loss. www.Zillow.com, www.cyberhomes.com, and real quest. While these can give good averages on the higher end properties, they can literally put you under (value) when it comes time trying to sell, or even worse, your buyer trying to sell.

I have always preferred to use MLS to come up with comps and I have become a value expert doing so. Mark Jackson has a program, www.investorcomps.com and they go over and above for providing an actual mini appraisal for every home. It is \$50 for monthly service and \$6 per report but it is very detailed and accurate.

For the best free comps you can get I always recommend the city deed clerks office. These include more than just MLS sales. They are FSBO's, builder closeouts, land contracts and much more so value is determined on a higher scale than the MLS. Keep in mind that appraisers subscribe to MLS boards to obtain comp info so if you give them something out of the spectrum they will not consider it.

Proving Value to Your Buyer

Anytime we wholesale a property, we always give clear indication as to what they can expect from the rental or retail market. We are rarely wrong and usually conservative. This helps to give us more favor over other wholesalers not providing the same (if any) services we do. Our favorite VIP buyers are those that make a decision while on the phone. They know the street, they know the style, they know the value, they say yes and its a wrap. Your ability to warp buyers into knowing your the go to person for outstanding deals on a platter is your ability to present a HUGE perceived value.

Lets say your blasting an email out to your buyers. Heres how we format our email blast.

----->AVAILABLE NOW<-----

1234 Any Street Yourtown USA 12345

\$39,997 (always end in 7)

3 bed 2 bath 1400 sq.ft. horribly updated crack shack(make people laugh and entertain)

Summer Tax \$1700 Winter Tax \$1200 (link to property tax site)

Comp #1 4321 My Street Yourtown USA 12345

Closed for \$78,500 on July 10, 2010

Comp #2 4312 Your Street Yourtown USA 12345

Closed for \$76,200 on July 18, 2010

Comp #3 1243 Their Street Yourtown USA 12345

Closed for \$81,000 on July 8, 2010

(All these comps will link to an actual verifiable site)

\$2000 non refundable earnest money required

Cash or hard money only

Call Kristina at 586 *** **** now or send your offer to 866 *** ****

This is no different than how it is set up on our website except my description is very formal and presented to demand action through scarcity. Once again we never favored websites because any house that makes it to a site isn't that good of a deal or isn't very well promoted. We still use great deals to build a buyers list even long after its sold.

Great deals sell themselves even to a minimal crowd.

Understanding Value

We must tell you our value was learned strictly by viewing 100 houses per week when we started real estate. When we decided we were going to start wholesaling, we got our agents license in the 40 hour class and began viewing 100 houses per week until we knew value. we learned the good pockets, bad pockets, landlord areas, rehab areas, house on the hill where people want to live and everything in between. We knew that a house with no basement would be the last to sell and landlords had to have a garage if there was no basement for tenants to store their stuff.

Nothing can substitute for getting out and knowing your market like walking through houses to learn common floor plans. If you fail to know common selling trends you could be leaving money on the table. You can depend on a service for this info but let me play out a scenario.

Your offer on a bank owned home gets accepted for \$20,000 in a nice, conforming brick ranch neighborhood where houses sell for \$25,000-\$29,000. You get to the house and

its the only vinyl sided bungalow in sight. The picture must've been wrong. The agent never told you. You love the idea of virtual flipping and didn't use your google earth to look further. Well at the bottom of every real estate listing is a synonym IDRBNG. This stands for "Information Deemed Reliable But Not Guaranteed". It seemed like a no brainer so you waived the inspection.

We only telling you because we have heard the stories. YES we have flipped houses sight unseen, yes we have bought nightmare properties that turned out to our misfortune. You have to know the market so well. This is your playground for selling candy to the ones who don't know of the penny candy shop.

The bottom line is to keep a toolbox of reliable, but verifiable information. Without it you could burn yourself out of real estate by noon. Compare your own home on zillow, cyberhomes, deeds office, the free one allowed at investor comps and see what averages out to work for you. Your top producing agent should automatically provide you with comps when they sell you a home and you can always ask for comps on deals you work outside of your agent.

We included a **bonus video from our MLS Sniper Secrets REVEALED** study course for you to learn exactly how I comp my homes. Watch it and take notes.

Chapter 7 Do This Get Paid Six Surefire ways to cash in 30 days

We are going to take for granted you are knowledgeable enough to scurry up some activity in the one of three fields given to find a desperate seller. Whether REO, private or wholesalers property, you are now fully equipped to go out and make some momentum with very little or some minor risk.

You also should have began building your buyers list whether from local signs, reverse searches, bandit signs of your own, for rent signs or dumpsters you have been calling. Make these people your friends. Their ability to like you is the major stepping stone to your freedom and being independent in life.

Begin looking at your network (also known as your net-worth) and begin pairing the demands for each party involved. Buyer meet seller, seller meet buyer. You the savior for being creative and bold enough to make this closing happen.

Your surefire way of guaranteeing a pay day is optioning a fellow wholesalers home or claiming a fully accepted purchase agreement with a seller, whether private or REO. You have to step out on this limb before you get any fruit for your effort.

These are your step by step "must happen" actions for getting money in 30 days. It is really this simple. **Don't stumble on the gaps in between the major steps to progress.**

REO:

1. Write 25-50 offers---->
2. Wait for Bank signed addendum's on accepted property---->
3. Market Property during inspection period (usually 7-10 days)----->
4. Accept contract from buyer and deliver to your title company who is also doing your courtesy closing for the bank---->
5. Fund your deal from the bank with your buyers funds---->
6. Collect overage amount from contract bought to contract sold

Cliff notes from the field of my experience

You have to get feedback from potential buyers while marketing the home. If they say it needs to much work or its price is to high, use this to your advantage and go back to the bank and reduce the price to work your profit in based on what your already committed buyer will pay. This is a surefire way to have money in the bank if used with confidence. Ask your buyer to commit at the mentioned price and you will go back and renegotiate this with the bank.

You may need to have your agent go back for compensation on the purchase based on the results from your weeklong inspection feedback. Do not just accept no from the agent. Have them submit it anyhow for feedback. You already have the committed buyer. Do not lose now that you have done 50% of the effort and already have the buyer. To increase chances of getting the reduction give them a repair bid for an amount which is double what you are requesting off so it shows you are willing to eat some of the cost as well. For example, if you got it accepted for \$50,000 and a buyer says he'll pay \$47,000 go to the bank and say your inspection revealed such and such and will cost \$12,000 to fix but you are only asking for \$6000 off the purchase price giving you and new price of \$44,000 and a \$3,000 fee from your buyer. Half loaf is ALWAYS better than no loaf.

Private:

7. Write offers on every lead---->
8. Hold accepted contract until you get a buyer for the property---->
9. Market property for \$5,000-\$10,000 (or more) than what you bought it for
10. Sign your assignment of contract with your buyer
11. Drop off fully executed purchase contract and assignment contract at your title company executing your and/or assigns ability to assign the contract---->
12. Match the buyers and sellers at closing collecting the overage at the table where everyone shakes hands and is happy.

Cliff notes from the field of my experience!

Some fee's over \$7000 may have a hard reckoning on your seller or buyers ability to perform. Most sellers cant see you getting paid this amount to "do nothing". Most buyers wont pay this amount over what you contracted it for. For situations like this it is plenty worth it to ask a friend, family member or the title company may have a "hint, hint" reference to someone who wouldn't mind making \$500 or \$1000 for lending the money for 24 or so hours while the transaction goes down without each party ever meeting each other. We pulled four lenders out of our title company the first time we ever offered this opportunity. Its written in ink that they are getting paid. You may need to sign a mortgage and promissory but this is to protect the lenders funds.

Wholesaler:

13. Option Contract fully executed between you and wholesaler
14. Market property to your buyers list for premium fee
15. Accept verbal offer from your buyer
16. Have the wholesaler sign a non compete disclosure (optional)
17. Match your buyer with wholesaler to get accepted purchase contract
18. Go to closing, cap the relationship and collect your fee

Cliff notes from the field of my experience!

Most wholesalers know most of the buyers floating around town so it may be possible you meet someone who they already know. This could cause hardships in a transaction, which is cured by your wholesaler getting more than they bargained for. Agree upfront in writing to what pay scale they use. If they agree to pay you \$1000 and your allowed to mark up the property DO IT. Some wholesalers don't want their properties promoted at different prices all over town so you need set this straight up front. Wholesaling other peoples properties is the easiest way to make cash risk free and you can be a markets delight if you approach the wholesalers right and focus on marketing better than anyone else. Before long, your marketing skills are controlling the industry and bringing in buyers from every area and now you can continue to flip others properties and they have to meet your demands or you branch off into flipping your own.

Remember, that money is made when a buyer, seller and funding arrive happily at the closing table. Scrap away the fears of flipping and use common sense to keep an aroused closing going smooth. The closing would have never happened had you not facilitated it and brought satisfied buyer and seller together. A good title company will also stick up for everyones well being, including your genius choice to pair buyer and seller together and collect a nominal fee.

Focus on the closings. Don't take feedback personal. Let the gaps fill themselves in.

Chapter 8 Words of Wisdom from The Gun holder Holding you accountable to your success

Although this is Gun To Your Head wholesaling and you need cash now, by taking notes, asking questions and ultimately verifying the strategy that this works you have now learned an invaluable trait. This only comes through reflection upon your success and duplicating its results to live free.

Cheap offer-->Accepted-->Market the deal-->Committed buyer-->PAYDAY

Take note to the formula. What won the buyer over? What made the seller sign with you? What incredible knack is keeping these people on the phone wanting to talk with you? Why do all the agents call you first?

As a success coach, I tell my new students that this has to become your new way of life. Your ability to succeed is only in proportion to the amount of pain your willing to bear up front. The faster you fail (and learn from) the faster you get to measurable results. The feeling of a conquered success feels good. You can't be a house flipper if your stopping at the bar on the way home from work. You should take this time to study, perfect your craft. Everywhere you turn needs to be reason for success. From the moment you wake up and look on your mirror (there should be a quote for success) to the time you retire in your bed at night, there needs to be a \$100,000 bill taped to the ceiling (hey, we did it).

It goes without saying that you could also get overwhelmed from being in this industry. You will eventually get bombarded from 50 “guru’s” who claim they know how you can get rich tonight. DO NOT get involved with all of them. My mentor told me this “1 guru, 1 system for 1 year” (this should be us by the way). Master this and then jump to your next level. If you could jump one year ahead and look back, you would see you were far more progressive in remaining loyal to one guru and focusing on their program and skill sets than with multiple gurus getting sidetracked all the time. This is directly linked to your ability to set and achieve goals. You can’t get to any destination with pit stops every fifty feet.

Stick to wholesaling and compartmentalize your building blocks. When a short sale guru comes along, find out how short sales can benefit you and where you can begin “sourcing” your short sales from and to so you maximize your potential with each lead. When a great marketer comes along, find out what special tricks they possess and swipe them for your own arsenal. Pick and choose your potential wisely.

Dare to be different. The world looks for leaders they can latch onto and feel apart of something. Who is someone you really look up to and admire? Do they have an against the grain approach to life? Does everyone balk at the outrageous things they do? Are they still morally successful? Do the masses flock to them to feel apart of something?

Quotes that keep you focused, motivated and closing deals

“You are not paid to work hard. In fact, you are not paid for effort at all. You are paid for results. Its not what you do; its what you get done” Larry Winget

“Success is doing common things uncommonly well” John D. Rockefeller

“Cherish the chase as much as you treasure the trophy” Joe Caruso

“The diseases of the mind are more destructive than those of the body” Marcus Tullius

“Better to live one year as a tiger than 100 years as a sheep” Madonna

“The secret of achievement is to hold a picture of a successful outcome in the mind” Henry David Thoreau

Gun To Your Head Wholesaling-30 Day Cash Infusion Blueprint REVEALED

"Some people dream of success... while others wake up and work hard at it" Unknown

"A mind troubled by doubt cannot focus on the course to victory"
Art Golden

"Anyone who has never made a mistake has never tried anything new" Einstein

"A man who makes no mistakes, usually never makes anything"
Unknown

"Unless you are willing to drench yourself in your work beyond the capacity of the average man, you are just not cut out for positions at the top" J.C. Penny

"There are no classes in life for beginners, right away you are always asked to deal with what is most difficult" Maria Rilke

"Success will not lower its standard to us. We must raise our standard to success" Rev Randall McBride

"I can do all things through Christ who strengthens me" Phillipians 4:13

"Count it all joy when you fall unto various trials, knowing the testing of your faith produces patience" James 2

"All things are possible to those that beleive" Mark 23

"According to your faith be it unto you" Mathew 9:27

"Let not your heart be troubled nor let it be afraid" John 14:27

"You are paid in direct proportion to the value you bring to the marketplace" Jim Rohn

"As to methods there may be a million and then some, but principles are few. The man who grasps principles can successfully select his own methods. The man who tries methods, ignoring principles, is sure to have trouble" - Ralph Waldo Emerson

"Hold a picture of yourself long and steadily enough in

your mind's eye, and you will be drawn toward it." – Napoleon Hill:

**"How can you know what you think unless you see what you write"
unknown**

"Its not what you beleive that matters. Its what you obey"-John Hagee

Resources Guide

Here ares some frequent resources we use to leverage our time and technology.

Google Earth-Satellite overhead property view www.google.com/earth

TubeMogul-Video distribution manager www.tubemogul.com

Bandit Signs-Cheap sign and stake signs www.signwarehouse.com

Zillow-Property Comps www.zillow.com

Postlets-Free classified syndicator www.postlets.com

Glasyads-Free classified syndicator www.glasyads.com

Real Freedom Websites- Free website www.realfreedomwebsites.com

Investor Comps-Paid comparable sales www.investorcomps.com

Free Real Estate Forms- www.buyincomeproperties.com

Mindmaps- Visual Process Workmaps www.mindjet.com or www.mindmiester.com

Virtual Assistants- Easiest, results based assistants www.oDesk.com

Investor Communities- Social sites for RE Investors www.realestateinvestor.com, www.watchusflip.com, www.activerain.com, www.wannanetwork.com, www.localism.com , www.linkedin.com.

MLS Properties- www.Realtor.com

Market Statistics- www.RealtyTrac.com

Real Estate Terms- www.RealEstateWords.com

Real Estate Calculator- www.RealEstateABC.com

Here are the paid sites that we affiliated with that absolutely revolutionized our business and we would never ever think about doing without. Once you get going we strongly recommend you look into doing business with them and leveraging yourself.

Autoresponder System- <http://aweber.com/?358213>

Complete Marketing Distribution- <http://www.TrafficGeysers.com/cmd.php?af=36410>

Freedomsoft- http://www.freedomsoft.com/?a_aid=4ae313522033a

Done For You Short Sales- <http://www.shortsalesriches.com/cmd.php?af=1229043>

RealFlow/SIMS- <http://www.realeflow.com/erik>.

Than Merrill Student Program- <https://cthomes.infusionsoft.com/go/sap/erik/>

REO Rockstar- <http://reorightnow.com/erik>

Keep in mind that your questions, comments, frustrations, feedback and successes are always welcome, especially if we can personally help you get better faster results.

For tons of free content and to follow along with every property we buy, fund, fix and flip go to www.fearlessflipping.com. Here you will be updated with videos, interviews, case studies, coaching calls and personal 1 on 1 call-in days where you can have your questions answered.

We are constantly updating and trying new strategies and YES we always will be flipping a ton of real estate in our back yard and across the nation, so stay tuned, latch on and get major results because we pay tens of thousands of dollars each month to belong to the best mastermind groups and attend the best marketing and real estate conferences and we are removing the b.s from the industry and funneling the best nuggets of information right down to you.

From all of us at Fearless Flipping, it has been our pleasure and we look forward to seeing you at one of our events soon.

To your massive success,

Gun To Your Head Wholesaling-30 Day Cash Infusion Blueprint REVEALED

A handwritten signature in blue ink, appearing to read "Justin".A handwritten signature in black ink, appearing to read "Elliott".