

Kimberlyn Watkins

[REDACTED]
[REDACTED]
To: kimberlyn@globalpublishinginc.com

Subject: Brad Witzel-17-success story

Ron,

Hi my name is Brad Witzel. I am from Chattanooga, Tennessee and I am seventeen years old. I attended the seminar in Chattanooga where you spoke a month or two back. I had just finished reading one of your books and I was (and still am) on fire about real estate investing. After hearing about me by word of mouth, a man called me and told me that he had a vacant house for sell that his mother gave to him free and clear. He told me that he wanted 25,000 for the house that needed quite a bit of work. We spoke for a few minutes and I found out that he was very motivated because the house that he was living in was about to be foreclosed on. I then asked him "If I paid cash and closed quickly what would be the least you would take?". He told me that he would take 15,000 if I hurried up. I then made an appointment and looked at the house. While at the house, I told him that I could not give him the 15,000 because the house was in such disrepair. I offered him 10,000 and after thinking about it for a moment he accepted. We signed the contract that day. I now have two men doing the work for me. I am going to put 18,000 in it and I will have no problem selling it for 52,000 for a profit of 24,000 DOLLARS! I expect that I will have it sold in February sometime. Better than working at a fast food restaurant huh?

Thanks a lot
Brad Witzel



Real Estate Investment Success

Ron –

December [REDACTED]

Thanks for asking about my progress as a Real Estate Investor. I have many experiences over the last six years since I first met you. Lily & I have really been working at this on a part-time basis and have found real estate investing to be rewarding, satisfying and profitable. As in any venture, there are many observations, lessons and stories that make up each Investor's portfolio, however, the most successful venture that we have had over these six years was not the most profitable, yet it was the single most successful venture that had so many of hurdles of Real Estate investing that you had talked about and yet we still were able to call this a positive learning experience and make money.

This project was an Uglllyyyyyy house that had been boarded up by the City of Tacoma for over seven years (and these fees were liened to the property that had to be cleared prior to our closing), condemned by the Health Department, lived in by the homeless and and scheduled to be razed by the City within three months of our closing ("Fix it or We will level it!!).

Well, what did we learn and why do we think this was a success? We NEVER would have tackled this project without taking your course on Ugly houses, improving the neighborhood and how a "rehab" would bring up the property values of all the other houses in the neighborhood. In a short recap, we did WELL & achieved all objectives!!!

We bought the house and property well below the appraised value of the land that the house was sitting on. We negotiated the purchase price based on the half of the MAO (\$12,350) since the homeowner, was motivated by the city's condemnation process and the lack of interest to fix up the house.

Here's a couple of pictures of progress of the repair and some of the issues that we overcame:

It took us three meetings with the city to approve our rehab plans;

We learned about contractors and had to fire two after materials were missing from the project, some building codes were "ignored", the staircase was built three times, the wrong size window was installed in the upstairs bedroom...to mention some of the issues;

The final city inspection also identified structural & electrical issues;

"DIY" kitchen cabinets saved 80% of the material costs while the assemble of these cabinets cost almost 20 hours to assemble; and

We had no money – we used the "hard money" lender!

Everyone says "It can't be done!" and

*The total project (from offer to closing) took almost eleven months, but we had & accepted an offer for \$97,500 three weeks before the final City inspection which was two days before the buyer moved in and on the Friday night / Saturday morning that our team was installing the wall-to-wall carpet and kitchen cabinets, **the new owner was moving in!!!***

This project would have never been even started without having known that we could overcome our lessons and knowing how to avoid those "knuckle-busters"!!

The "Dream Team" does make a project work!!

We knew what to expect to "overcome"!! Thanks so much for sharing your successes!

Yours truly, Bill & Lily Wright

Bill Wright

1723 S M ST
WRIGHT SFR REM

PHOTOS: 9/5/15



FRONT VIEW
(WEST SIDE)



REAR VIEW
(SE CORNER)



REAR VIEW
(NE CORNER)

E.R.B. & SONS, Inc.

Ron LeGrand,

This is a letter of thanks for caring to teach others what you know about Real Estate and finances. Also to tell you about a deal I did and what I learned from it. This home was in the foreclosure process the bank was giving the owner a chance to list it. The house was an ugly 2 bed 1bath.

He was asking \$60,000 but he owed the bank \$80,000. I offered \$50,000. They accepted it but it took 3 months for them to sign the agreement.

The ARV was \$130,000 needing \$40,000 in repairs which made my MAO \$51,000. After we settled I decided to change the house to a 3 bedroom 2 bath for a better market. It took 9 months to complete. I sold it for \$179,900 and put over \$60,000 in repairs and carrying costs. The house took 45 days to sell and another 3 months to settle I owned it over 13 months. The buyers home inspection picked up mold in the basement it needed to get it tested then remediated which at the last minute was another unexpected \$2,000.

What I learned from this is to keep mold in consideration when doing repairs and clean it up yourself and save the last minute problems, which also comes with a big last minute bill.

Also like Ron says hire contractors and get it done faster and spend your time making more offers and don't use your own money it's not worth the stress. This lead was from a call I placed to a realtor listing a house on my street asked him about the listing then I gave him some info on what I do with ugly homes and he called me 2 days later with a pocket listing somebody in his office asked him if he knew of anybody that would want a handyman special. This happened to also be the first offer I ever made on a junker.

Again Ron I would like to thank you for giving us the tools to become everybody's dream to be worth MILLIONS.

Sincerely,

Gene & Laura Bauerle

SBC BANK USA
OLF ROAD OFFICE
IANY, NEW YORK

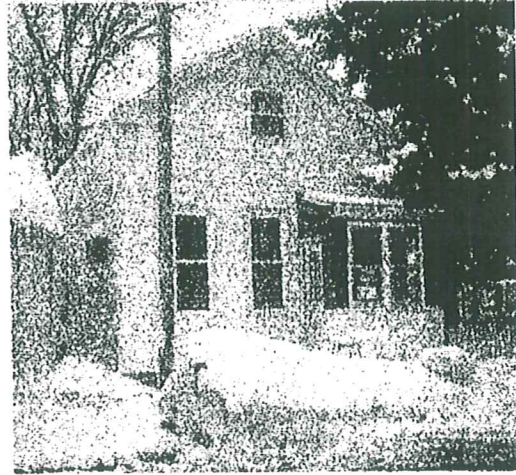
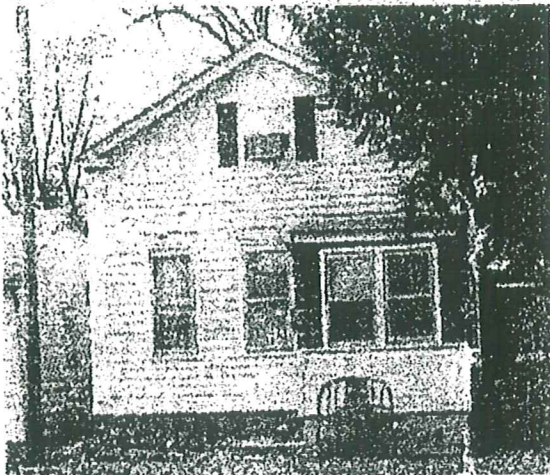
CHECK

0062504

7-108/210

***** DOLLARS *****
I.D. NO. DATE AMOUNT
Paul Fitzsimmons
AUTHORIZED SIGNATURE

BEFORE



AFTER

Dear Ron LeGrand:

I don't know if you will be happy with this note or not. This was a bank repo, they were asking \$ 39,900. I offered \$ 17,000 they took \$18,000, \$500 deposit + \$6,500 in closing costs. Repairs were \$15,000. Sold and closed for \$70,900 about \$27,000 in profits minus holding costs. Sounds great and it is, thank you. But here's the problem,

To close and 14 mo. To repair and sell. I apologize for butchering your Quick turn real estate. Here's the moral of the story, We learned a lot, we'll do many things different, we're looking for deal #2, and we still profited over \$20,000. Thank you again... Paul+Regina+family

Paul Fitzsimmons

Fritzco Real Estate Services
A Division of Fritzco Services

December [REDACTED]

Ron LeGrand
Ray Rach
9779 Old St. Augustine Road
Jacksonville, FL 32257

Dear Ron and Ray:

Enclosed is a picture of a house that I purchased at the end of September [REDACTED]. The house should qualify for a "ugly house"! This was my first rehab deal. I obtained a hard money loan to purchase and rehab the property. While everything did not go smoothly, we finished the house and sold it. Actually the sales contract was signed while the house was still under rehab. The closing was on December 21st. Thus the entire transaction took a little less than three months. I have also enclosed a copy of the check that I received from the closing. No bad!! I have also enclosed a copy of the finished house.

While I am very happy about this, I wanted to share this with you. I would not have had the courage or knowledge to do this without your support and the boot camps that I have attended. This includes the pretty house (once) and the wholesale/retail (twice). I attended the wholesale/retail camp in May. It was not until September that I was able to get my wife to attend the camps in Atlanta.

I look forward to seeing both of you at the Orlando convention next month. I plan to attend the MOS camp in [REDACTED]. Maybe after the convention and the MOS camp, I can get my wife more excited about the possibilities of this business.

I also wanted you to know that I am not just sitting on my backside! I have another purchase closing with a hard money lender scheduled for January 2nd and another the 2nd week of January. I have purchased two homes "subject to" and am looking at three others this weekend. I made four purchase offers yesterday and have another dozen properties I just received information on.

Again, thanks for your help and support.

Sincerely,



Bob Fritzlan

Encl.:

\$216,426 on 8 deals in 4 1/2 months.

Sean Queen
White House, TN

Ron,

I've needed to send you a thank you letter long before now but I know as it is often said, "It's better late than never". THANKS A MILLION!! I can't thank you enough for what you've taught me and how your training has helped me net \$216,426.97 on 8 deals in only 3 months, since the end of May this year!

After a successful 7 years in the car business, I can now see the daylight at the end of the real estate tunnel and I know I made the right choice to switch careers. I won't miss those long hours at night, weekends, or holidays that I use to work while I missed out on my kids' ball games and birthday parties. You'll never know what this switch in careers has done for me and my family. Without your help I could never have done it!

I know this testimonial is not like some of your other students who have made more on one deal than my 8.

I am still excited anyway. Instead of a big deal coming around once in a while, I am very happy to see the results of a system that I have learned from you which has proven to me that this business will supply a very comfortable income month in and month out, not just once in a while.

Here is the information on the 8 deals to show the profit on each. I have enclosed copies of checks and the Hud-1 settlement statements for each deal.

1. 268 Sunset Blvd.: I purchased this home for \$36,000.00. I then got a loan for \$56,000.00 giving me \$20,000.00 for rehab and holding costs. I spent a little more than \$20,000.00 which ended up being a total of \$22,236.93. I raised the price to cover my buyers closing costs and sold it for \$94,100.00. My net profit on this deal is \$28,479.34.

Net check \$30,716.27
Rehab cost coverage -\$2,236.93
Net profit \$28,479.34

2. 1538 Straightway Ave.: I purchased this home for \$34,500.00. I then got a loan for \$62,000.00 giving me \$27,500 for rehab and holding costs. I only spent \$16,842.07. I raised the price to cover my buyers closing costs and sold it for \$77,000.00. My net profit on this deal is \$20,705.99.

Net check = \$10,048.06
Loan funds not used = \$10,657.93
Net profit = \$20,705.99

3. 284 35th Ave. N.: I purchased this home for \$46,500.00. I made a split funded offer for half up front and the other half in 6 months which she accepted. Not knowing whether or not if I wanted to keep it for a rehab or flip it I decided to run an ad worded like you taught me to test the market for a flip. The day after the ad ran I put it under contract with my new buyer for \$62,000.00 with a \$5,000.00 earnest money check. Before I contracted with my new buyer I could tell he was teetering on the phone, so to push him over the edge I told him he could, pay me \$42,000.00 up front and the rest in 5 3/4 months. It worked great. I owe her \$23,240.00 and he owes me \$20,000.00. My net profit on this deal is \$14,401.57.

Net check = \$12,641.57
Earnest money = \$5,000.00
\$17,641.57
- \$2,340.00
Net profit = \$15,301.57

4. 1609 Baptist World Ctr. Dr.: I purchased this home for \$63,000.00 "subject to" the mortgage. I had to pay \$8,954.60 to bring the mortgage current. I spent \$3,892.33 to rehab it. I raised the price to cover my buyers closing costs and sold it for \$112,243.00. My net profit on this deal is \$37,168.18.

Net check \$50,015.11
Reinstate -\$8,954.60
\$41,060.51
-\$3,892.33
Net profit = \$37,168.18



5. 808 Jones Ave.: I purchased this home for \$52,640.20. I then got a loan for \$68,000.00 giving me \$15,359.80 for rehab and holding costs. I only spent \$8,376.28. I raised the price to cover my buyers closing costs and sold it for \$96,717.00. My net profit on this deal is \$31,289.27.

Net check = \$17,305.75
Earnest money = \$7,000.00
Loan funds not used = \$6,983.52
Net profit \$31,289.27

6. 1504 Heritage View Blvd.: I purchased this home for \$56,699.23. I then got a loan for \$70,000.00 giving me \$13,300.77 for rehab and holding costs. I only spent \$8,149.64. I raised the price to cover my buyers closing costs and sold it for \$98,500.00. My net profit, on this deal is \$25,097.57.

Net check = \$19,946.44
Loan funds not used = \$5,151.13
Net profit \$25,097.57

7. 2521 Slaydon Dr.: I purchased this home for \$62,900.00 subject to the mortgage. I had to pay \$2,906.34 to bring the loan current. I didn't get a loan and I never touched it. I sold it for \$94,203.00. My net profit on this deal is \$25,500.88.

Net check = \$28,407.22
\$2,906.34
Net profit \$25,500.88

8. 2018 Skyline Dr: I purchased this Home for \$89,900.00. I put \$13,000.00 down and financed the rest. Periodically I paid principal payments to reduce the balance and interest-while it was lease optioned. I got a \$5,000.00 non refundable option deposit and just recently, got cashed out with a net check at closing for \$52,003.63. My net profit on this deal is \$32,384.17.

Net check = \$52,003.63
Earnest money = \$5,000.00
\$57,003.63
Down pmnt., principal pmnts. + closing costs - \$24,119.46
Net profit \$32,884.17

That's a total of \$216,426.97 on 8 deals in 4 1/2 months! It use to take me 12 to 14 months to make that and I know it is only going to get better. Thanks again!! See you in Vegas.

Sincerely,

Sean Queen

WOODHAVEN GROUP, INC.

P.O. Box
Cape Girardeau, MO 63702
Phone (573) [REDACTED]
Fax (573) [REDACTED]
[REDACTED]@PDQhomes.com

June [REDACTED]

Hey Ron,

Here's a copy of a check we received a few weeks ago. This is the most money we've ever made with *so little work!* This is actually our first "final" closing. We know it's just the beginning of a beautiful thing!

This property had an ARV of \$60,000. It was one of our very first deals and we were anxious and would bite at just about anything. There was a private first and private 2nd. The first was for \$38,500 (\$371.00 per month). The second from the couple that bought the house, rehabbed it and couldn't sell it, was for \$16,500. (\$55,000) Not a very good deal really. The idea was to make a deal after the deal. The couple with the second agreed to a no interest loan PLUS agreed to a "subscription of collateral". The payment was \$110/Mo (our total mo. Pay. \$483.00) + \$62 for taxes and insurance. We "sold" the home for \$65,000 on a lease/option. We got \$2000 down, \$500/Mo rent and \$100/Mo option consideration. Our monthly cash flow was \$55/Mo.

The owner of the 2nd mortgage agreed to accept \$10,000 rather than the \$15,180 that was owed (16,500 minus \$110/Mo x 2 Mo.) but we decided a 0% interest loan was too good. We exercised our right to "substitute collateral" and moved this loan over to another house that will sell this year with around an \$80,000 profit. We now consider this our first "better than private lending" money. In about 12 years the 0% interest loan will be completely paid off, so I'm sure in a few months we'll strike a deal for \$10,000 payoff (or maybe even less).

We have acquired 25 other houses just by taking the deed. Most of these homes will close before the end of the year! Our Real Estate assets are about \$1.7 million with about \$437,000 in equity. We have seriously looked into 2 other "Nothing Down" Real Estate programs. (C.S. & R.W.) Nothing compares to your program Ron. Thanks for making us millionaires.

Sincerely,



Keith & Sharon Cooper
Cape Girardeau, MO (population 33,000)

REGIONAL TITLE AND LAND SERVICES
 ESCROW ACCOUNT
 P.O. BOX 1010
 MARBLE HILL, MO 63784
 573-238-3005

PAY TO THE ORDER OF Keith Cooper

Twenty-Seven Thousand Four Hundred Eighty-Four and 7/100

MEMO 04-6804 Cash at settlement to seller

THE FIRST NATIONAL BANK
 JACKSON, MO 64715

1236
 80 1776 816

05/ [REDACTED]

**27,484.74

DOLLARS (1)

00 1 2 3 1 0

10 2 30 90 1 0

Handwritten signature: Tracy K. Forrester

Hello Ron!

My name is Charles C Hinkel, Jr., from Baltimore, MD. I am writing to you today to thank you for your inspiration and i owe you big time! It's actually a funny story, but long story short, an old friend of mine who purchased your course some time ago disregarded it and asked me if i would like to check it out. I checked it out over three years ago and began doing ugly houses turning them into rentals. I had just filed Bankruptcy after losing everything i owned, made a small loan from my grandmom, and just recently tried my first purchase of a ugly house turned retail project. Long story short, i purchased the house for \$39,700, put \$8,300 into repairs, and retailed it two weeks ago for \$109,000!!! After commissions, closing help, etc., i walked away with my first retail deal check for \$53,988!!!!!!!

I couldn't believe it! Recently, I went to a local Barnes & Noble store, purchased your new book "Making Millionaires"..etc... and it just landed me two quick Wholesale Deals profiting \$8,000 each for a net profit of \$16,000!!!! Unbelievable!!! You are the best!! I would love to meet you in person soon, shake your hand, and show my checks to the world!!! Additionally, i would love to share my story with others if you ever need any speakers. You have changed my life and i thank you from the bottom of my heart. You took me from sleeping in the back of an '86 Buick Century to living my dreams!! Thanks a million and keep up the good work.
Your Favorite Student,

Charles C Hinkel, Jr.

28 [REDACTED] #2507

Towson, MD 21204

443-[REDACTED] Cell

December

Mr. Ron LeGrand
St. Augustine, FL

Dear Ron:

Five years ago this week my executive job of 25 years evaporated in one day. Three years ago this month I met you---thankfully!

As you know, I invest in both residential and commercial real estate—a total transaction engineer.

Here's a sampling of my deals. I had purchased this home (Coil) at the local property tax lien sale for about \$5,000. We completed a \$7,000 rehab after securing the deed and title, then sold it on contract with my buyer getting a mortgage earlier this year. We received \$76,832 at closing.

I purchased this house (Riverside) for \$13,000. It was vacant, ugly and had termites. I wholesaled it to a realtor rehabber for \$34,000 and received a check for \$32,700 at closing. No property taxes, no utilities, and no holding costs!!!

We acquired this home (36th St.) for approx. \$10,000 and then completed a \$14,000 rehab. On September 24, I executed a lease/option agreement receiving \$5,000 non-refundable option consideration, \$750 per month and a sales price of \$91,500.

This 4 bed/2 bath two story (Ft. Wayne St.) was purchased for \$15,500. After completing a quiet title action, I secured a work for equity buyer at \$76,900.

Finally, I sold an office/warehouse complex and completed a 1031 exchange into this strip center (Thompson). The 1031 exchange allowed me to defer approximately \$400,000 in taxes and leverage up to a newer property with far better cash flow. I also had \$113,000+ of tax free borrowed funds wired into our account at closing. My anchor tenant's monthly rent more than services the seven figure, non-recourse debt on this property.

More importantly, it would be impossible for me to put a value on the wonderful friendships I have made with other students while attending your events during the last three years. Many of them will last a lifetime.

Ron, I cannot begin to thank you enough for the knowledge, inspiration and friendship you have imparted to me over the last three years. You've made a huge difference in yet another life. God bless and best wishes.

Joe Hession
Carmel, IN

April [REDACTED]

Mr. Ron LeGrand

Hand Delivered in Phoenix

RE: Thanks!

Dear Ron:

This letter is much overdue. My latest deal has reminded me that I have owed you a big thank you for quite some time.

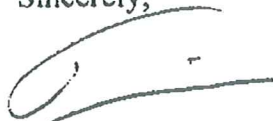
On March 21st I bought subject to a \$200,000 home in Granger, Indiana. The sellers had just entered into a forbearance agreement and their payments were lowered to only \$460/mo. on a \$97,000 loan balance. But they wanted out and I offered the solution. I took over the loan and only had to pay about \$400.00 in expenses to get the deed. I agreed to pay them \$135,000 or \$125,000 if I got them their equity within 60 days.

After making only one payment of \$460, the sellers called me and begged for \$2,500 of their equity. Of course, along with my payment to them, I got another reduction in the price to \$123,500 (ironically I had already received exactly \$2,500 from my cash buyer!) I made a good friend a super deal and sold the home, which does need about \$5,000 to \$10,000 in repairs, for \$162,500.

So after all was said and done (this time more was done than said!) I netted \$39,000. While I left a large amount on the table (I probably could have lease-optioned the home for \$180,000 and a monthly cash flow of over \$1,000), I helped a seller avoid a B/K, I helped a friend move his family into a much better and larger home and I had a pretty good payday in the process. The whole deal took only 34 days start to finish. I'm not even sure if the calculator can figure that ROI!

Thanks for a super education!

Sincerely,



Tim Sharp
South Bend, Indiana
(219) [REDACTED]
(219) [REDACTED] (Fax)

P.S. Last December, I flipped a rehab to a cash buyer and netted \$34,000 in exactly 50 days! I think this stuff really does work. Beats the heck out of my former career as a Banker!!

Re: Success Story

To: Ron Legrand

Dear Ron,

I am writing to thank you for the impact you have had on my life in the last 14 months. In November you introduced me to the world of private lenders, flipping, and rehabbing properties at a boot camp. Within a month, I found 2 private lenders and started doing deals.

As of January 25th, I have made about \$280,000 flipping, and rehabbing properties using private lenders. I can get a copy of my deals from my accountant if you need them. I am enclosing a copy of my last check on a flip I did. The total amount is \$17,824.20. I had this under contract for 1 month. There are two checks because the title company charged me for unpaid taxes, and we found out they were paid later.

I found another private lender Tuesday who is lending me \$100,000. I have 2 more properties under contract we are closing on in 2 weeks. I should make \$40,000+ on these 2 deals.

Thank you again for opening my eyes to the world of private lenders. I quit my Corporate America job I had for 15 years on May 24th, **PRIVATE LENDING WORKS, I'M LIVING PROOF!!!!**

\$\$\$\$\$Sincerely,

Max Winningham

64319

SECURITY TITLE SERVICES LLC
3750 PRIORITY WAY SOUTH DRIVE, SUITE 100
INDIANAPOLIS, INDIANA 46240

03120135
OLD NATIONAL BANK
EVANSVILLE, INDIANA 47708
71-1-888
01-00064319

PAY TO THE ORDER OF
ONE THOUSAND FIVE HUNDRED SIXTY FIVE AND 31/100 DOLLARS
MAX WINNINGHAM
AMOUNT \$1,565.31

ESCROW ACCOUNT
Karla Tuttle

⑆064319⑆ ⑆06059031⑆

64319

SECURITY TITLE SERVICES LLC

01/07/2004
01-00064319
03120135
\$1,565.31

SELLER: WINNINGHAM
BUYER: BREDEMeyer
ADDRESS: 2215 LANE 150 HAMILTON IN 46742
Lot NE S.33 T.36N R.14E

2001 ANNUAL ASSESSMENT: #529-00144-01

56.87

Closer: KARLA TUTTLE

From: Tim Mathis [mailto: [REDACTED]@yahoo.com]
Sent: Tuesday, February [REDACTED] 12:32 PM
To: vipservices@globalpublishinginc.com; [REDACTED]@yahoo.com
Subject: Letter to Ron LeGrand – RE: Nashville, TN

Hi Ron-

Just attended my very FIRST Real Estate Investing workshop ever in Nashville, TN over this past weekend. Wanted to tell you I really appreciate your talking with me and that I took your advice.

You probably don't recall, but I asked you to sign my "Fast Cash With Quick Turn Real Estate" book and you took a glance at it and asked me where I found that old antique. You signed it for me anyway, and I really appreciate it! You then told me I needed to get a new one and that the info in the one I had was archaic and outdated.

That may be true and I DID stop on the way home and get a NEW book, BUT I wanted to tell you that **even though the old book may have been a little "outdated and archaic" IT STILL WORKED JUST FINE!** 😊

You gotta remember, the guy that wrote it was pretty smart and gave good solid information for a foundation.

Here's the story...

As you may recall from when we spoke, I ran an Autobody/Frame shop for 10 years (74-84), then closed the shop, went back to college and now I've been physician for the past 15 years, last 8 in ER. Decided last July I couldn't take it any more as I'll never be anything but somebody else's employee if I stay in medicine and last July 5th, set this **July 4th as MY Independence Day.**

Started looking around for opportunities that would allow me to retain my current income level and that interested me. Having done several houses and commercial restorations/rehabs (I like OLD stuff) and always coming out ahead, I knew I enjoyed the work, could make money at it, and was attracted to RE investing. Looked at lots of stuff from lots of "guru's". You were direct, made sense and told it straight. A friend had your "old" book but had **NEVER USED WHAT WAS IN IT** and sold it to me for \$10 in late December.

Read it...Read it again...Then got busy.

Attached are pics of the **2 houses I bought using the info in that "old" book**...remember, I had never attended a seminar until last weekend...just used what was in that "old" book of yours!

The yellow house is 2BR 1 1/2 B with ARV of \$42,000. Needs about \$3000 of updating (kitch/bath/carpet and paint). Great area, well-built, well-cared for, just dated. Closing on it this Friday for \$32,000. KNOW that there were at least 3 folks that offered \$38,000 and couldn't get the financing to buy due to credit issues, but good solid folks nonetheless. Those folks are still out there and I understand would still love to have that house. Think I'll try "Rent 2 Own" and ask \$42,000 after repairs/updates/"pretty-ing up."

The white house (4BR, 1 1/2B, 1800sq ft) sits between 2 houses which both appraise between \$140K and \$175K and according to 3 Realtors locally, (who have all "volunteered" to help me sell it when I finish it) would easily have an ARV of \$85-\$95,000. Needs about \$20 - \$25,000 of repairs (nobody has lived in it full-time since 1959 - still has only the original coat of paint on the walls!). They are asking \$54,000.

Bought it for \$36,000 using the multiple offer strategy in your book: \$500 earnest money and \$4500 at closing next month, then pay balance at 0% interest 6 months after closing. I gave them 3 offers at the same time: \$32K all cash, \$35K as above and \$38K with \$10K down and 30y/5% w/10y balloon. My Realtor didn't know what to do when I brought in 3 offers at one time, so I told him to just give them all the options and let them choose - **JUST LIKE THE BOOK SAID TO! Worked great** as you can see.

I figure your "old and archaic" book 😊 **has made me, at least potentially, somewhere in the neighborhood of \$30 - \$40,000 since January 1st.**

I don't think that's too bad for a \$10 investment and my first 5 weeks in the REI business. Just think what I could have done if I'd not been too cheap to buy a NEW book to start with! Figure if the OLD book worked THAT WELL the NEW one I picked up on the way home from Nashville oughta make me some REAL money, right? 🌐

Believe it or not, even with the above results my wife is STILL SKEPTICAL! She'll get over it, it just takes a little time, after 28 years I know how she works. She almost has me housebroke...but not quite! I plan on attending the Bootcamps as soon as possible, sure wish I could have made Atlanta this week as I know you told me you were teaching the first 2 days, but couldn't get coverage to get outta the ER. They don't like it when the doc doesn't show up!

I've attached a picture of me and you in Nashville and one of the "old" book, which is respectfully retired now and holds a place of honor on my fireplace mantel, after all, it did a GREAT job for me and I just couldn't throw it in the trash!

I really enjoyed your lectures - learned a **LOT**, look forward to learning lots more.

Well, apologize if I've taken up too much of your time, just wanted to give you a heard time about the old book and tell you the story and send you the pics.

I look forward to the day we can partner on a deal (gotta get to a bootcamp and figure out exactly what you're looking for first, one I know, **I will find one**).

I have no doubt I will be successful thanks to you and your willingness to pass along what you have learned and I appreciate it!

Thanks again!

Tim Mathis, MD

PS:

I'm also ASE Certified in Brakes and Chassis/Frame repair/AC systems/Electrical/Body and Paint - The guys from the local Chevy dealer always laugh about that when I'm stitch them up - I used to buy a lot of parts from them when I had the shop!





Bootcamps last year	-	\$ 6,800.00
Marketing costs	-	\$ 4,850.00
Net Profit 1 st year '05	-	\$ 346,000.00
Time to be full time Mom & Dad		PRICELESS!

Dear Ron and all the leaders of *the most wonderful R.E. training company in the world*:

Absolutely life changing!

Words cannot express my gratitude enough to share how I feel about you and your training and what it has done for me and my family. When I first heard your CD's talking about 'getting the deed' and sellers walking away from their equity I said to my husband as we were driving down the road listening, "*Who in their right mind would do that?? Why wouldn't they at least put out a sign and try to sell it them selves? This has to be a bunch of bunk!*"

So I thought - until it happened to me... What I had to learn was that, there are many sellers who are not 'in their right mind', they're in a situation which makes them motivated. And when under pressure, they happily sell because you solve their problems and you become a savior to these folks. I've been hugged, kissed and thanked for buying houses 40K – 80K less than market value (so far – soon I will be venturing into even prettier houses!).

- I attended my first boot camp in August (had a baby 3 weeks later) then got my first deed in December and rehabbed and flipped for half of **\$44K** (partner got half).
- Got another deed by myself and did the same in January 2005 for **\$32K profit**. Even used Ron's advice to have the seller pay the next three mortgage payments while I fixed his problems!!!!!!
- Bought another property cash for well under value in March from a call off a bandit sign. Netted **\$70K!!!!!!!!!!!!**
- Same pattern 3 times in April!. Sign call, Got deeds, Rehabbed, sold all 3 for a total of **\$132K net profit!!!**
- Averaging almost a deal a month our first year thanks to the boot camps and taking action.

Since my beginnings of success I have turned many people on to your trainings and have become a big promoter! We intend, one day, for Ron to know who we are, and to teach from stage about our success so that others can know this feeling of freedom. Thanks a million, and maybe a billion!!!!

Sincerely,

Susie and Mike Reale
Orlando, FL

January [REDACTED]

TO: Ron LeGrand

From: Pauline & Darrell Lenamond / Ocala, FL
P D & J Properties, Inc.
352-[REDACTED] / Fax: 352-[REDACTED]



Hi Ron,

It's been awhile but that doesn't mean we haven't been doing business. We've been busy and there is always something new and exciting to learn and do!

We wanted to share our newest success story with you. We think you'll enjoy it.

We bought this log cabin from the bank for \$72,000. It was a pretty expensive rehab, but it came out gorgeous. It took a little longer to sell (log cabins are hard to get financing for) than expected but even with the rehab and holding costs it was a great payday – which by the way, was today (copy of check enclosed)!!!

We made some mistakes – but hay, we learned some lessons and we still made a bunch of money!

Thanks, Ron. We never would have gotten involved in a project like this without the knowledge we gained from you. Everything from borrowing private money, having someone else do the work and even the paint and carpet colors were all things we picked up from the seminars.

Once again, a million thanks. We'll see you soon at a boot camp – we need a Ron fix!

Sincerely,

Pauline & Darrell

ASSOCIATED LAND TITLE INSURANCE OF OCALA		AMSOUTH BANK OF FLORIDA	891.96
ESROW ACCOUNT			
954 EAST SILVER SPRINGS BLVD.		83-468/031	
OCALA, FLORIDA 34470			
(352) 732-7168			
PAY			
**One Hundred Six Thousand Five Hundred Thirty Six dollars & Eighty Four cents **			
**\$106,536.84			
TO THE ORDER OF	PD&J Properties, Inc.		
VOID AFTER 90 DAYS			
File No. 03	SW	Lane PD&J PROPERTIES/BALLINGER	
		AUTHORIZED SIGNATURE	

Dear Mr. Ron Legrand,

Just wanted to personally hand you a letter of thanks!! Thanks for taking the time to teach what you know about real estate. Your techniques and strategies are the equivalent of a Harvard Degree vs. an online degree. After trying to do it all on my own with out education and being ripped off by a shady investor my wife and I lost it all. Even though we lost everything we had financially, I knew that I knew, that I knew - there was a way to make money in real estate. I looked at my choices: working for the next 30 years, or finding a solution that would provide for a comfortable life style and more time with my family. I met a guy tearing it up in real estate in our area and asked him how he learned everything. He asked me if I had heard of Ron Legrand. At the time I had not. He told me, "if your serious about making money in real estate, you have to buy everything Ron has to offer." I took his advice and my life has never been the same!!!

I quit my job of seventeen years last October and have never been happier!!! I have more time with my family now than I ever have!! I wake up when my eyes open and go to bed whenever I feel like it. I work about 3 hours a day!! Sometimes a lot less than that! We have set up systems in our organization to where we could literally work 5 hours a week and make \$500,000+ every year. That's real world, but I know I don't have to convince you of that you know all this. This is what you teach.

Here are a few examples of some of the deals I have done and the profits we have made from them:

#1- Bought property for \$186,000 from bank. Put \$6,800 into it with rehab. Within 2 months it appraised at \$340,000. Refinanced it and pulled out \$126,562.17 tax-free for now!!! We now rent it out.

#2-Had a lady call me on a bandit sign wanting to sell her home NOW!!!! She decided she wanted to move to Florida and did not want anything holding her back. I bought her house subject to with \$0 money out of my pocket for \$233,000. When she left the home she left all the furniture and fixtures including a Big Screen TV!! I sold it within 5 weeks for \$265,900 on a land contract and got \$13,000 down!!!!

#3-My wife and I were taking a walk through "The Rich Neighborhood" and noticed something odd. There were all these beautiful homes and right in the middle was one that looked very neglected. The grass and weeds where about 3 feet high. My wife said lets look inside!!! So we peeked inside and noticed it needed paint, carpet and upgrading. It was a nice home, though, with 5,200 square feet, 4 fireplaces in a golf course community. We got the address and went down to the courthouse to research the owners. When we got a hold of the owner and asked him if he wanted to sell he said sure for the right price. Apparently this was a foreclosed house that this investor had bought 3 years ago. He had every intention of fixing it up and reselling it. However the neighbors thought he was moving to slow on his fix up process and started bugging him about fixing it right away or they would take him to court. Remember this is a well to do neighborhood. Well, they threatened the wrong guy, because he just stopped all work on it and let it sit for 3 years planning to never sell it. He is a multi millionaire who did not appreciate the neighbors telling him what to do!! Well the long and the short of it after

negotiating with the owner for 6-8 weeks we got the home. We bought it from him on a lease option for 3 years with \$0 down and no payments for a year!!! Also every payment we make to him and every dollar we have put into the property for fix up gets deducted off the purchase price!!! That's like a ZERO interest loan!! We got the property looking good again and are in the process of refinancing it. Upon refinancing it we will have \$220,000 in equity!!

#4- This is truly a fun one. My wife and I heard about a home for sale that was 25,000 square feet. We went and looked at it just for fun to see what a 25,000 square foot home looks like. Well we got to talk with the builder and he was very interested in moving it off his books. It is cool when you have the knowledge of real estate you can make what seems to be impossible, possible. We just wanted to see what we negotiate and maybe we would buy it. Well to make a long story short this is what we ended up with:

Sales price \$7,500,000

We structured a Zero down purchase!!

Home to be fully furnished!! That was negotiated.

All landscaping done. That was negotiated not part of original sale. Agreement.

\$750,000 cash back at closing!!!!

And \$1,500,000 in instant equity!!!

Last year we did about 20 homes and this year our company will do around 70 -100 deals. Average profit per deal is \$28,000. We do subject to's, foreclosures, bank owned, short sales whatever it takes. You know - transaction engineers!!! We strongly believe in systems and have set up systems that allow us to literally work 15 hours or less a week!! We came up with a new system that is unbelievable for selling all our homes upon day of completion while earning an extra \$300,000 in fees this year!!!! There truly is no end to the possibilities. I am looking forward to giving away A LOT of money to charities this year. Since my passion is helping others I am now looking at becoming a teacher of real estate to give back like you have!! If you ever need another student to help out with whatever, let me know. I would love to be a part in giving back the knowledge I have acquired from a terrific mentor like you!! Thanks again Ron for everything you have shared with me. Your knowledge has made a tremendous impact on my families life. As Zig Ziglar says " You can have everything in life you want if you just help enough other people get what they want." That is the motto I live by every day!! That one and my other favorite one, "The less I do the more I make!" Have a fantastic week!!!

All the best,

Brett. Shannon, Brittany, Brady and Billie Clousing

6 --- -- ---

Littleton, Colorado

303-

1119

COMMONWEALTH OF COLORADO TITLE LLC

P.O. BOX 3630
PARKER, CO 80134

WELLS FARGO BANK, N.A.

PARKER
PARKER, CO 80134
23-7-1020

J04-09-006 - CLOUSIN

Excess Cash to Close

--One Hundred Twenty Six Thousand Five Hundred Sixty Two and 17/100

DATE

AMOUNT

Dollars

September 29, [REDACTED]

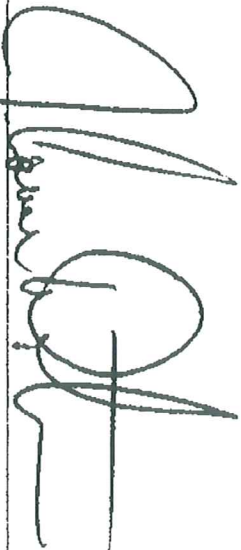
\$ *****126,562.17

Dollars
to the
order
of

Brett Clousing

⑈001119⑈

[REDACTED]



FEBRUARY [REDACTED]

RON LEGRAND:

HI RON. JUST A QUICK LETTER TO INFORM YOU OF MY FIRST QUICK TURN WHOLESAL DEAL. WITH THE AID OF A REALTOR I LOCATED A LITTLE OLD VACANT HOUSE IN NEED OF REPAIRS. THE OWNERS LIVED OUT OF THE PROVINCE AND WERE QUITE MOTIVATED TO SELL. THEIR RENTERS HAD MOVED OUT AND TURNED THE FURNACE OFF WHICH OF COURSE IS NOT WISE HERE IN AN ALBERTA WINTER. NEEDLESS TO SAY THE HOUSE NEEDED SOME REPAIRS.

THE ARV ON THIS HOUSE WAS \$60,000. ASKING PRICE WAS \$50,900. REPAIRS \$5,000. USING YOUR FORMULA, I ARRIVED AT A MAO OF \$35,150

I HAD MADE ABOUT 15 OFFERS ON OTHER PROPERTIES, AND ON FOLLOW UP HAD FOUND THAT MY OFFERS WERE ON AVERAGE AROUND \$5,000 TO LOW. I FELT I HAD A LITTLE ROOM ON THIS ONE , SO I OFFERED \$37,000. THEY COUNTERED WITH \$38,000 AND A 30 DAY CLOSING. I ACCEPTED.

FROM RUNNING THE HANDYMAN SPECIAL ADD I ALREADY HAD A BUYERS LIST OF SOME 20 PEOPLE. MY ASKING PRICE WAS \$45,000 . THE THIRD PERSON ON MY LIST OFFERED ME \$43,000. I ACCEPTED ON THE CONDITION THAT THEY CLOSE BY THE END OF THE MONTH, WHICH WAS TWO WEEKS PRIOR TO MY CLOSING.

I THEN CONTACTED MY SELLER AND OFFERED TO CLOSE TWO WEEKS SOONER. THEY WERE HAPPY ABOUT THIS, AS IT RELEIVED THEM OF THE RESPONSIBILITY OF THE NEXT MORTGAGE PAYMENT. IN RETURN I ASKED FOR A \$3,000 REDUCTION IN THE PURCHASE PRICE AND THAT THEY AGREE TO LET ME ASSUME THE EXISTING MORTGAGE OF \$29,000. INITIALY THEY DID NOT WANT TO LET ME ASSUME THE MORTGAGE FOR FEAR THAT I MIGHT DEFAULT ON PAYMENTS AND THAT THEY WOULD BE RESPONSIBLE.

WE SETTLED ON A ONE THOUSAND REDUCTION ON THE PURCHASE PRICE AND THEY AGREED TO LET ME ASSUME THE MORTGAGE.

I THEN SET UP A SIMULTANEOUS CLOSING WITH MY CLOSING AGENT.

RESULT: I PUT THIS PROPERTY UNDER CONTRACT, AND SOLD IT TWO WEEKS LATER FOR A PROFIT OF \$6,000. I NEVER TOOK TITLE AND I LEFT ENOUGH ROOM FOR MY BUYER TO MAKE A PROFIT AS WELL.

THANKS FOR THE INSPIRATION AND THE KNOWLEDGE TO MAKE THIS HAPPEN. I WOULD ALSO LIKE TO AKNOWLEDGE THE HELP PROVIDED BY YOUR COACHING DIVISION, THAT BEING TOM FREED AND MY PERSONAL COACH STEVE BULLPITT. ON TO THE NEXT.

THANKS AGAIN-

STEVE PRESTON
EDMONTON ALBERTA
PHONE 780 [REDACTED]
FAX 780-[REDACTED]



Dear Ron LeGrand and Global Publishing,

10- [REDACTED]

Here is a picture and copy of the check from my first deal. This started out as a "Subject To" deal and then quickly went to a purchase. I had to keep an open mind about solving problems when that happened. I had no money of my own to use. I quickly found a hard money lender to purchase the property and a family member to become a private lender to fund the rehab. I used no money or credit of my own.

The purchase price was \$170,000, obtained a hard money loan for \$180,000, a private lender for \$80,000 and another private lender for \$10,000. The rehab cost \$60,000 and I used the other \$30,000 of the borrowed money for living expenses. It took five months and then received my paycheck for \$86,870.70. I could have cleared over \$105,000 but learned a hard lesson with an unscrupulous realtor. That's a whole story in it's self. Without the help from Ron LeGrand, Global Publishing and their coaching staff (Dan Pitts), and FFN whose summit and resources allowed me to get critical details answered and found another local investor with who I could network with, I've would have never closed on this deal. It was all a team work and resources that allowed me to succeed.

Thank you. You helped me begin a new and incredible financial future. It was well worth the cost of the education. P.S. Before this, I had lost my job in [REDACTED] due to a work injury and was back in school living off of saving and had run out of money. THIS STUFF ROCKS \$

Peter Fiala
Downey, Ca. 562- [REDACTED]

ORIGINAL DOCUMENT IS PRINTED ON CHEMICAL REACTIVE PAPER & HAS A MICROPRINTED BORDER



COAST CITIES ESCROW CO., INC.
12501 SEAL BEACH BOULEVARD, SUITE 260
SEAL BEACH, CA 90740
562.596.6030

UNION BANK OF CALIFORNIA
Real Estate Industries Premier Office
Monterey Park, CA 91755
800-849-8466
ESCROW NO.

21-10009

16-49-8/1220
9120212076

479.

DATE

09 [REDACTED]

AMOUNT

\$ 86,870.70

PAY Eighty Six Thousand Eight Hundred Seventy Dollars and 70/100 Cents

ESCROW TRUST ACCOUNT 237-21
VOID AFTER 90 DAYS

TO THE ORDER OF **Peter Fiala**

[Signature]

THIS DOCUMENT INCLUDES AN ORIGINAL WATERMARK - HOLD AT AN ANGLE TO VIEW

004,795

9 20 2 20 76

COAST CITIES ESCROW CO., INC.
Escrow Trust Account

Check No. **4795**

Date: 09/ [REDACTED]

Escrow No. 21-10009

Close Date: 09/29/2005

Check Amount 86,870.70

User Initials: EH
SELLER: Peter Fiala

DESCRIPTION: Sellers Proceeds

BUYER: Leslie C. O'Toole

PROPERTY: [REDACTED]
Los Angeles, CA 90007

22

[REDACTED]

Ron LEGRAND
Global Publishing
9799 Old St. Augustine Rd
JACKSONVILLE FL 32257

Ron,

Amanda and I want to thank you for all you do! We have attended your educational seminars and boot-camp. They were fantastic! We would like to be masters in the making.

This big check comes from someone contacting us whose client passed away and the niece needed to sell the house. We purchased the home for \$45,000 + put about \$5,000 into repair costs. We turned around and sold the house for \$71,500 which made us a \$24,426.40 profit within 4 months.

Both of us want to be full time investors [REDACTED]
[REDACTED] Many thanks to you for sharing your knowledge with others in order to make their dreams come true!

Pam Spoor

o

Amanda Kemper

Springfield IL 62707

Check Number 2711030910
Check Amount \$24,426.40

Paid to
PAKS of Springfield, Inc.

ESCROW #: 01271-710103191-001 ORDER #: 01271-710103191 CLOSER: JR CLOSING LOC: SPR
BUYER: [REDACTED] SELLER: PAKS of Springfield, Inc.
PROPERTY: [REDACTED] CITY: Springfield

NET PROCEEDS TO SELLER 24,426.40

CHECK TOTAL \$24,426.40

FOR SECURITY PURPOSES THIS DOCUMENT HAS VISIBLE & FLUORESCENT FIBERS & A TRUE WATERMARK-HOLD TO LIGHT TO VIEW.

2711030910

70-2328/719

BANK OF AMERICA
COMMERCIAL DISBURSEMENT ACCOUNT
NORTH-HAVEN, CT 06460

FILE NO.	SUB	LOC	CLOSER
710103191	001	SPR	RICHARDSON

\$24,426.40

Robert S. Juergens

CHICAGO TITLE & TRUST COMPANY
1043 South Fifth Street
Springfield IL 62703

PAY TO THE ORDER OF
PAKS OF SPRINGFIELD, INC.
TWO FOUR FOUR SIX AND 40/100 CTS

Pay TWENTY-FOUR THOUSAND FOUR HUNDRED TWENTY-SIX AND 40/100

To the Order of PAKS of Springfield, Inc. **

Memo



SPAULDING RENTAL PROPERTIES

INCORPORATED

OFFICE
(336) 379-7379 [REDACTED]

VERNON L. SPAULDING
PRESIDENT

Dear Ron LaGrand:

I attended a seminar in Greensboro, NC some time back [REDACTED] with my bother-in-law. I had been in the Real Estate business as an investor since 1982 and had never heard of doing deals "Ron's Way". You gave me a book that you had wrote giving details on how to buy properties using none of my own money (which I did not have) and selling them quickly to other investors. I decided to give it a try. This first thing I did was to run an ad that I buy houses, any condition, and anywhere. I received a call from a women concerning a vacate rental house she own but it needed repairs. I looked at the property located at 808 Douglas St. Greensboro, NC which had a tax value of \$32,200 and decided to make an offer as follows: First: \$20,000 as is, Second: \$22,000 with \$2000 down and \$20,000 in six month with seller making premise liveable or Third: \$25,000 purchase price with \$1000 down and owner financing \$24,000 for 120 months. She accepted the first offer of \$20,000 cash which I did not have and could not borrow from a bank because of credit issues. I immediately placed two ads in the paper as follows:

Small corporation seeks to borrow \$30,000 from private lender secured by Real estate . Please call ##### #####

Attention investors!! Handyman special 3 B/R 1 bath Needs minor repairs. Price below tax value at \$27,500 for quick sale. Call ###-#####

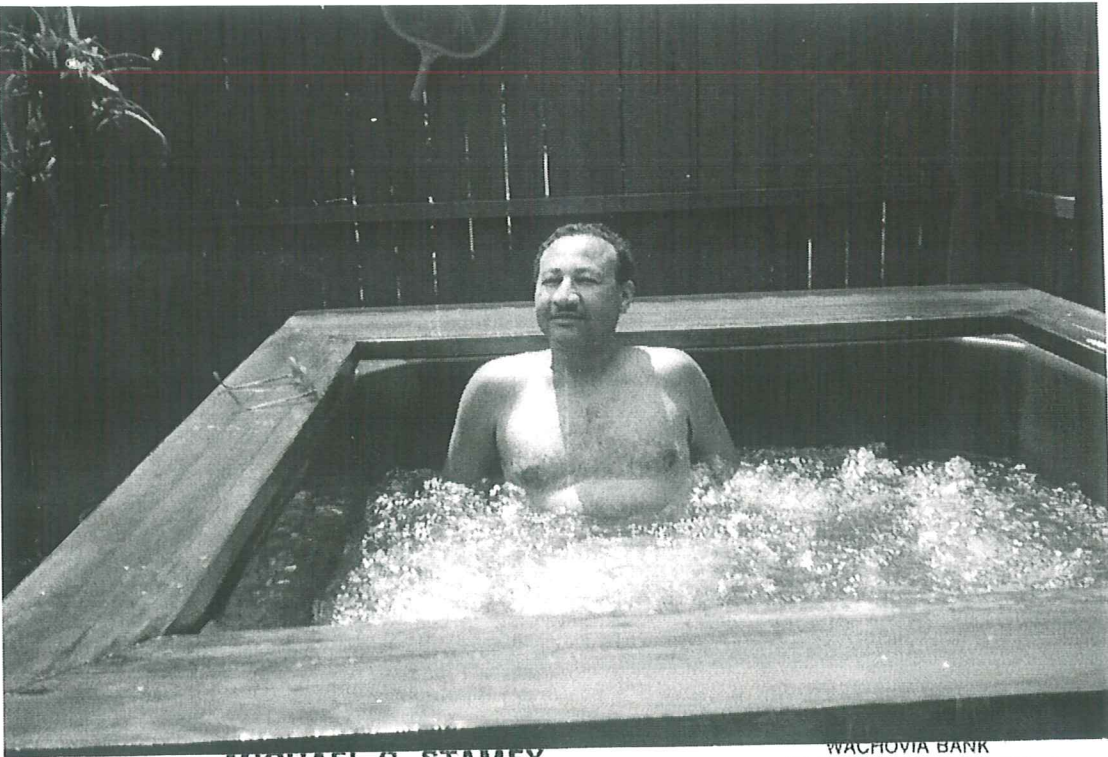
I received 27 calls and accepted an offer from a contractor for \$27,200 cash. I had my attorney to do a simultaneous closing which I purchased the property from my seller and immediately sold it to my buyer . I walked out with a check for \$5,248.60 plus \$500 in earnest money for a total of \$5,748.60 and never picked up a hammer to do any repairs!! It was quite amazing. I never knew I could buy property with no money and make money like this in just 24 days!!!. Thanks Ron, you are the best!!

Sincerely,

Vernon L. Spaulding

2707 E. MARKET ST • GREENSBORO, NC 27405

P.O. BOX 36053 • GREENSBORO, NC 27416



MICHAEL C. STAMEY
ATTORNEY AT LAW
REAL ESTATE TRUST ACCOUNT
P O. BOX 578 JAMESTOWN, NC 27282

WACHOVIA BANK
OF NORTH CAROLINA, NA
JAMESTOWN, NC 27282

66-49/531

35143
35143

6230S
Closing Proceeds

PAY — Five Thousand Two Hundred Forty Eight and 60/100

DATE

Dollars
AMOUNT

08-07-00

\$*****5,248.60

TO THE
ORDER
OF

Spaulding Rental Prop., Inc.

AUTHORIZED SIGNATURE

Security features. Details on back



[REDACTED]

35143

Buyer/Borrower: [REDACTED]
Seller: Spaulding Rental Prop., Inc.
Lender: Wachovia Bank
Property: 808 Douglas Street
High Point, NC 27406
Guilford County, NC

472-0032460

Check Amount: \$5,248.60 + \$500.00 DEPOSIT = 5,748.60
Pay To: Spaulding Rental Prop., Inc.
For: Closing Proceeds

(6/SHELT.C/6230S)

[REDACTED]
Dear Ron, Dennis & FFN,

We purchased this home back in August [REDACTED] It needed a brand new kitchen and new flooring and paint to bring it to marketable conditions. We began marketing it as a fixer upper, but it wasn't until the work had been completed that we started receiving a lot of interest on the property. In November we found strong tenant buyers to fill the property. These folks had just been through a Bankruptcy and their credit needed a little work, but I knew that within a year or two, they'd be able to cash us out. To say the least, these were some of the best tenant buyers I have ever worked with; always paid ahead of time, didn't bother me with maintenance issues and really wanted to own this home. From the very beginning they made themselves available to begin talking to mortgage brokers on getting them qualified. I found myself trading phone calls with the closing attorney on New Year's Eve to get the deal closed that day. We received a check for almost \$32k which made for a great start [REDACTED]

All the best,

Mark Gans



WALTER L. HOOKER, P.C. REAL ESTATE TRUST ACCOUNT 6800 PARAGON PLACE - SUITE 237 RICHMOND, VA 23230		BB&T BRANCH BANKING AND TRUST COMPANY VIRGINIA 68-428-514	6494 43657
--Thirty One Thousand Eight Hundred Eighty Seven and 59/100-----		DATE	AMOUNT
		January 7, 2008	\$ *****31,887.59
PAY TO THE ORDER OF	Trustworth Properties, LLC, as and Family Land Trust		
			VOID IF NOT CASHED WITHIN 6 MONTHS
			<i>W. L. Hooker</i>
[REDACTED]			

Ron, Thanks for befriending me. Please feel free to use this as a testimonial...

Your courses were the first set I ever bought...October [REDACTED] as I recall. I took time off of work just to dig through them! (I'm glad nobody informed me of the all too common practice of unopened books collecting dust on the shelf!) I listened to the Red, Blue, and Green CD's in the car every day to and from work. I was so close to buying a handful of houses, and everyone slipped away based on my timing or the numbers being too tight (sw,sw,sw,sw! as you say). I was so close to making a deal, I decided to take a leap of faith. I think the confidence that you exuded on the audio CDs rubbed off on me. April Fools Day, [REDACTED] I decided to quit my job as IT Manager - COLD TURKEY... without a single deal under my belt. I was making a good wage but I figured I had 6-8 months of expenses in the bank and if I couldn't get a big paycheck to replace my IT job income in that amount of time, I shouldn't be doing it anyway! I was confident that that would never happen. I scoured the streets and came upon a house with an orange sticker on it - "Unfit for Human Habitation" tracked down the owner relentlessly going from neighbors to code enforcement, the police, the board of health, and finally adult and aging services. I was determined. I found the owner and signed a contract for \$50k with \$10 down as a binder deposit. Now what? I found a buyer word of mouth while sitting in my Dentist's chair (husband of an employee) and was sitting at my 1st closing on April 15th (tax day of all days). Grinning ear to ear, I ran to the bank in disbelief with a \$15,000 check in hand just 15 days after quitting my job with ZERO experience. I've never looked back. I thank you for your mentorship and inspiration! I couldn't have chosen a better teacher!
Jeremy Ricci - InvestorGadget.com

Philadelphia, PA

OEDIFICE SOLUTIONS

(A Division of Oedifice Engineering, Inc.)

2105 Cypress Drive Phn: 217-363-3270
Champaign, Illinois 61821 Fax: 217-363-3271
E-Mail: oedifice@insightbb.com

To: Ron LeGrand
Global Publishing, Inc.
9799 Old St Augustine Rd.
Jacksonville, FL 32257

Subject: Flipped Property @ 2505 Grange Drive, Urbana, IL.

In Feb [REDACTED], I was contacted by a couple who wanted to sell their house at 2505 Grange Drive, Urbana, IL. (I had signs out and they responded to one of those.) They had moved out and were cleaning out all their stuff of 25 years. Cosmetics and mechanicals were in need of replacement and they just didn't want to do it.. Needless to say, I was floored.

We signed a purchase agreement on 24 Feb (\$100 deposit) and got the sellers' permission to bring 'contractors' thru the house. Advertised this as a "Home Equity Special" but found a rehabber who wanted to take it on. We signed a sale agreement with the rehabber on 9 Mar (1,000 deposit) and closed on 6 April.

What amazed me was the number of highly educated professionals that had to be trained in order to do a simultaneous closing. It wasn't until a lady at the title company said "Oh, yeah. We do 20 of these a year with an investor." that they got comfortable with the process. The rehabber and I were on the same page from the beginning and the sellers didn't care. Even used a land trust to buy and sell. The closing went off without a hitch.

ARV: ~\$190,000. Bought at \$120K, sold at \$135K. Cleared \$13,407.50 at closing. Had only \$125 in other expenses.

Pictures and a copy of the checks are on the following page.

Sincerely,



GL Marietta, President
Oedifice Solutions





Front View -- 2505 Grange, Urbana, IL.

ALLIED TITLE SERVICES, INC.
 201 SOUTH STATE STREET
 CHAMPAIGN, IL 61820

12970

193888

PAY Twelve Thousand Four Hundred Seven and 50/100

TO THE ORDER 2505 Grange Drive Trust

AMOUNT \$12,407.50

TRUST ACCOUNT

MAIN STREET BANK & TRUST CHAMPAIGN, IL 61824-4028

Buyer / Seller: 2505 Grange Drive Trust
 Property Address: 2505 Grange Dr., Urbana, IL 61801
 Payee: 2505 Grange Drive Trust

193888 12970

Line Items	Description	Amount
	refund	\$12,407.50
	TOTAL	\$12,407.50

ROBERT W. MCCLINTOCK
LESLIE J. MCCLINTOCK

1040

2399991

44011014310

PAY TO THE ORDER OF *Crediforce Solutions*

one thousand dollars and 50/100

\$ 1,000.00

DOLLARS

BANKNOTE
 #Morgan Chase Bank, N.A.
 Columbus, Ohio 43271

MEMO *deposited for purchase*
2505 S. Grange

Robert McClintock

Checks -- 2505 Grange, Urbana, IL.

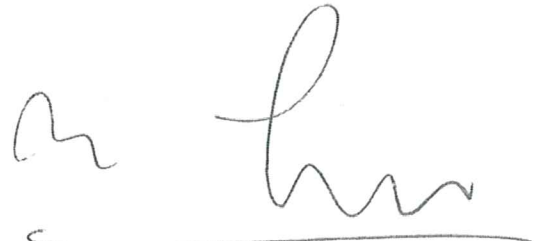
To: Ron LeGrand
From: Joe Houseman (The House-Man)

Ron, I was just at your Saturday event in Phoenix on February 17. I told you during lunch that I had recently purchased my first three deals in 15 days for \$2500.00 using your system. Two of them are pretty houses (prime for short sales) and one was an easy to rehab junker. Total debt attached to property = \$837,500.00. Breakdown of deals as follows: \$375,000 house bought for \$0.00. \$300,000.00 bought for \$0.00. \$162,500 bought for \$2500.00. (This one was my first deal, so what the heck. \$2500.00 for a house is still a good story.) I assumed no loans and made no promises I could not keep. An interesting point I need to make is that I followed your scripts in all my dealings with people. What the people didn't realize (and you already knew) is that they were also following your scripts. They just didn't know it. Yes, one realtor (a friend?) basically told me I was stupid and that my "theories" would not work in the real world. Another realtor called me as I was rehabbing my junker and asked what I was asking for the house as she may have someone interested in buying. I explained that the house is ugly but I am going to make it beautiful and when I was finished my asking price would be \$219,900.00. She quickly groaned and trying to stay polite said, 'No, no, no. You will never get that price. That is a \$180,000.00 neighborhood. I can send you over some comps if you would like. There are 7 other houses on that block listed through realtors and they are not moving.' I quickly deemed her a suspect and asked if her client (a possible prospect) may be interested in purchasing at that price. She declined. I sold this house on my own within 3 days of completing the rehab for my full asking price of \$219,900.00. Three days after signing the contract with the buyer another couple showed up at the house unannounced and I let them view it. They fell in love with it and offered me a \$20,000.00 non-refundable deposit that day and would buy the house with 2 cash payments. It was hard to turn that down. But, I am now looking for them a house. Maybe I should direct them to one of my new realtor friends. They seem to really need the buyers. On second thought, maybe not.

Ron, you totally changed my thoughts on real estate which in return will totally change my life. It's funny. When I did real estate wrong everybody thought I was a genius. When I started doing it right they thought I was an idiot. But facts don't lie. If I had bought those same three houses the same way I had bought all my others it would have looked like this: $\$837,500.00 \times 20\% \text{ down} = \$167,500.00$ using my cash, my credit, and creating liability. Instead it looks like this: \$837,500.00 of debt taken over for \$2500.00 while not using my credit or creating liability. BEAUTIFUL!!! My heroes: Elvis Presley, Ronald Reagan, Arnold Schwarzenegger, and Ron LeGrand. I am a masters in the making. See you again soon.

PS In one of my first phone calls I received, a lady called me and told me that her husband is in the military and is taking a promotion to another state. They tried to sell their house but no luck. They are current on their payments and are credit conscious but they have 3 small children and she wants to be with her husband who is already relocated leaving her to deal with the house. This was not a short sale prospect as they intended to buy a new house immediately upon this sale. Her payments were \$2200.00 per month and I felt I could rent it for \$1100.00 per month so it did not appear to be a good lease-option

candidate. I was slow then so I told her if I could come up with a deal I would call her back. Well, about a week and a half later she called me back and asked if I had a deal. I said I didn't think so, but if I were to offer her a deal she would have to pay me \$1100.00 per month until I got it sold. To my amazement she said, 'Oh God Joe, would you be willing to do at least that? \$1100.00 is much better than \$2200.00.' I almost swallowed my cigar and I don't even smoke!


Joe Houseman

Ron, I just got off the phone with the agent doing the BPO on the house I listed as the one with the \$300,000.00 debt. There is actually \$295,000 owed on this house and the agent told me she appraised it at \$380,000.00 Believing it would sell for \$360,000.00

Lets see $\$360,000 - \$295,000 = \$65,000$
AND they gave it to me?

WATSON & OSBORNE TITLE SERVICES, INC. - NORTHSIDE OFFICE

50599

Net Seller Proceeds

86,658.10

Hello Ron,
I stop by to tell you that I love you, and
THANKS for your REAL ESTATE INSIGHTS! I know
this is a small check compared to some but I
will get better with your help. It took me
(3) months to do a REBID from start to finish in
North JACKSONVILLE. I'll see you at the
BOAT CAMPS.

Jan 30, 2007

Jordan/Wright
MW 4257 Francis Road

86,658.10

THANK GOD FOR YOU, STEVEN WRIGHT
JACKSONVILLE, FLORIDA

WATSON & OSBORNE TITLE SERVICES, INC.

NORTHSIDE OFFICE

1840 DUNN AVENUE, SUITE 6

JACKSONVILLE, FLORIDA 32218

(904) 757-7830

OCEANSIDE BANK
JACKSONVILLE BEACH, FLORIDA

63-1427/631

50599

PAY

January 30, 2007

MW

Eighty Six Thousand Six Hundred Fifty Eight dollars & Ten cents

**\$86,658.10

TO THE
ORDER OF Steven W. Wright

File No. 07WN1359 4257 Francis Road

VOID AFTER 120 DAYS
AUTHORIZED SIGNATURE
Steven W. Wright