

[REDACTED]

Ron LeGrand

Re: Thank You!!

Better late than never.... Enclosed is a copy of the closing statement from my best deal yet. The total on this statement is \$76,885, but I made \$25,000 at the time we purchased the house.

That's a total of over \$100k on one deal!!! I did not have any experience in real estate prior to working with you, at all...

Using what you taught me, I found a motivated seller and purchased the house from her at a discount. I paid her some money at the time of purchase, using a hard money lender and walked away from escrow with \$25,000. I then arranged to pay the seller's residual money at the time I re-sold her house. That means I had seller financing, too.

The house was a fixer in the Bay Area of California. I got an after repair value appraisal of \$455,000 and was able to sell the house "as-is" for the current full market value at that time of \$345,000. I sold the house using the "round-robin" auction method, with a two-day show time and we closed the following Monday. The first buyer fell out, and we went back to the round robin list and contacted the highest 3 bidders and resold the house for \$3,000 more than the original winner would have paid.

It was a wonderful experience and we are doing well today.

Once again, THANK YOU RON LEGRAND.

Sincerely,



Alia Culcleasure

P.S. met my husband while taking care of a property and I quit my job in 2004!

Thanks Ron

.....

16057 [REDACTED] West
Suite 288
Tampa, FL 33647
Phone: 813 [REDACTED] / [REDACTED]
Fax: 813 [REDACTED] / [REDACTED]

REAL OPPORTUNITIES

December [REDACTED]

Ron Le Grand
Global Publishing Inc.
9799 Old St. Augustine Road
Jacksonville, FL 32257

Dear Ron:

Here's one where I traded dead equity for live equity and walked away from closing with a \$27,241.45 check. Here is the story.

A couple wanted to either lease/option or owner finance a house I had. Unfortunately they had no money and not very good credit. Upon further discussion I found out that they had been trying to sell their current residence by owner with no success. It was also determined that there was at least 30K in equity.

They really liked my house. I was glad because I had it for several years and had two lease/option tenants in there which had to leave. The place was difficult to sell. Both times it was vacant for six months. Nice place with a little bit of equity and some positive monthly cash flow.

I sold them my house which was worth 30K more than the house they were deeding to me. They received a 12K discount in price for the house, got in with no money down, and a 30 year seller finance program with a five year balloon. I still have around 5K in equity and about \$100.00 per month positive cash flow.

What I got out of the deal was a more sellable property with equity. In fact the property was deeded to me on August 28, 2003 and closed with a new buyer on September 23, [REDACTED], enclosed is the check from the title company.

Thanks Ron, we couldn't have done it with out you. You make it so easy for one to look for creative ways to make everyone happy..

Sincerely,



Vincent A. Pizzitola & John Walton
Tampa, Fl

Leader in Creative Real Estate Solutions

FlHomebuyers.com

To: Steve Bullpit
SDI Corporation

From: John and Elizabeth Costanza

Subject: Review of 1st 4 months of business

Dear Steve;

I would like to take this time to review the first 4 months of our real estate business with SDI and you as our mentors. During the first 4 months we have closed one deal where we purchased a distressed property for \$150,000 dollars cash. I borrowed \$155,000 from a hard money lender and refinanced the property pulling out \$24,000 cash from the refinance. This property later appraised for \$265,000.00. I had an offer for \$250,000 with \$10,000 down and \$5,000 every six months until the down payment reaches \$25,000. I will make an additional \$250 per month on the payments and \$26,000 when the buyer refinances.

I also purchased another home for \$3,000 down. The down payment came from the cash I received from the first deal, at 10% below appraisal and will be putting that home on the market soon. The owner wants to close in 90 days so he can move the title into his retirement account.

My next property is a small condo that I have purchased with \$4,000 down which also came from the first deal. I purchased this condo for \$89,000 with interest only payments of \$602 per month with a 10-year balloon. I have a prospective buyer for \$105,000 with \$4,000 down and \$750 interest only monthly payments and a 7-year balloon. My net monthly income will be \$148 per month and \$16,000 when the buyer refinances.

My current deal is a 4 plex in Las Vegas, Nevada that the owner wants to sell in order to consolidate his investments. The property is valued at \$195,000 and I have purchased it at \$180,000 with interest only payments of \$1,279 per month. The property is netting \$1,250 but is due for a rent increase that will bring in another \$150 per month. This will net me \$120 per month. This 4 plex has averaged an 8% increase in value for the last 5 years. I plan on selling this property within the next 2 or 3 years and netting at least \$20,000.

I want to thank you and SDI for your help in making all of this happen. The first deal I did on my own I lost over \$20,000 dollars cash. It took me over six months to even think of trying again. With your help I have earned over 10 times the cost of your service in less than 4 months.

As you have suggested, it's time to review our goals and raise them to a level that 4 months ago I couldn't have believed we could achieve.

You have my permission to use us as a reference.

Regards and thanks again,


John Costanza