We are a team of four investors who have been members of the Gold Club for a number of years. In July of 2017, we made a major commitment to take our real estate investing to the next level. We signed up for Ron’s Master’s Program.  As part of the program, we have had the opportunity to work with a strong team. Gene and Julie Casto did a great job in working with us to implement calling and deal-making strategies. We also had the opportunity of meeting Brian and Lynette Wolff. We attended several of the Wolffs’ trainings, which provided us with even more knowledge and confidence. As part of the Master’s Program, we became aware of the opportunity to have the Wolff Couple come to our “farm area” for a two-day field trip. Brian and Lynette mentioned that this would be a significant investment in time and effort on their part and laid out their expectations and what we needed to do to prepare.

We were challenged to have a large number of seller leads available and have seller appointments set up. Although stressful, this was exactly the “shot in the arm” we needed. We got the leads, set up appointments, made a folder for each property, prepared a map with directions to each appointment and printed a schedule with meeting times and travel times. When Brian and Lynette arrived, we hit the ground running! We were able to watch them interact with sellers, explain terms deals, present the purchase and sales agreement to sellers and obtain signatures – always closing.

At the end of each day, we debriefed and discussed specifics of the deals and important aspects of each interaction. At the end of the “Wolff Whirlwind,” the four of us hugged them goodbye and agreed that the Wolffs and the two-day trip far exceeded our expectations.

We had ten properties under contract. We also had a wealth of experience and a new enthusiasm to continue. Their visit lit a fire under us and gave us the confidence to close deals and keep repeating the model they demonstrated. Brian and Lynette set the standard and started us on an exciting future.

Sincerely,

Bill and Jennifer McKerley, JoAnn and Michele Jackson

Alpha Home Buyers, LLC