Ron, Brian and Lynette,

I just want to say thanks to y’all for coming to Dallas in March 2016! After listening to your training, my son Toby and I went home to visit with his wife and my husband about the mentoring program. We have been to several different conferences. But this one clicked with both of us and we realized we would greatly benefit in moving our Real Estate Investing business forward by being mentored. For our family, this was a huge sacrifice!! Several years ago, we found ourselves in debt for the first time due to two major surgeries in one year. This began a roller coaster of debt for us. My son had large student loan debt. So this was a BIG DEAL! We promised them that with our first deal we would commit to pay off the mentoring debt.

I had sent several letters to a property in one of my farm areas from October to December 2015. No response. After the Quick Start School in March, I decided to send a yellow letter to the owner of this property! She called me within a few days and we met at the property. I had run the comps before going and knew exactly what to offer. ARV - $400K. Repairs needed were about $75K. The owner had passed on 2 years ago. She was the ex-wife that he had left on the deed. All the bills now were hers. She did not want the property at all. The taxes were behind almost $20K. This property was a huge burden to her. I remembered what Ron said, “The first person who mentions price loses!” So I asked “What will you take?” She said, $100K. I said, “DONE!” I didn’t ask her if that was the best she could do like you teach us to do!! My husband had to walk away to compose himself! We used private lenders to purchase it after my attorney closed all the loops legally from a death, ex-wife, and heirs that live in Europe. She told me she had a stack of investor letters about 6 inches tall. After receiving my yellow letter, she remembered my other letters from the pile. On one of them I had told her we would purchase the property all cash, as is, and to get what she wanted and we would clean out the rest. Some of her ex-husband’s furniture and clothes were still in the house. So she called ME! I WAS SOOO THANKFUL!! Plus she gave me the stack of investor letters. After talking to Lynette Wolff, our wonderful mentor, she advised that we sell quickly instead of rehabbing even though we could possibly make $200K profit by rehabbing. I am so thankful we did not rehab – what a headache!! I did what she said and I contacted all of the investors. We sold it a few weeks later for $230,000 - as is plus they pay all closing cost. Our CHECK from the Title Agent was

**$103,233.62!!!**

Last Friday on August 12, 2016, we sat down and paid off ALL of our personal debt, my son’s student loans, and our mentoring training – around $64,000 of debt. We are DEBT FREE for the first time in years!!!! We are so grateful to the Lord for His provision and for ya'll!!

I am just a simple stay at home mom! My gift is speaking and teaching NOT business!! I have to go over and over this stuff to get it! AND I am a horrible time manager! I love to play!! If I can do this, ANYBODY CAN DO THIS!!

Thank you Ron, Brian and Lynette for giving to us your time, teaching and encouragement! We appreciate you so much!

May God Bless you as you help others like me and my family!!

Janna



