

**The Fastest and  
Easiest Way  
To Make Money  
In Real Estate  
Today**

# Questions

I'll give you a link at  
the end to submit yours.  
I'll personally answer.

**Where The Big  
Money Is In  
Single Family  
Houses**

# **Why Real Estate?**

**You can start immediately  
without money, credit or  
partners with little or no risk  
and make large money  
quickly both inside and  
outside your IRA**

**You can work part time or create a new career in less than 5 hours per week or one person on your staff or a virtual assistant can run the entire business in the same hours.**

**I'll cover the basics in  
a few minutes here  
but at the end you  
can get a 3 hour  
seminar on CD -**

**FREE**

# 2 Businesses In One

- The Ugly House Biz
- The Pretty House Biz

**The Fastest Way to  
Get a Large Check  
Without using Your  
Money or Credit Is.....**



**A Down Payment Or  
Non-Refundable  
Option Deposit  
On a  
Nice House**

# Ugly House

- Wholesaling
- Rehab and Retail

**Pretty House**

**The Key**

**TERMS**

**No Terms-No Deal**

# 3 Kinds of Terms to Buy

- **Lease Option**
- **Owner Financing**
- **Get The Deed-Subject To**

# Only 2 Kinds of Terms When Selling

- **Lease Option**
- **Owner Financing**

**I use mostly lease option or  
rent to own.**

# When Buying

- **No Banks**
- **No Delays**
- **No Credit**
- **Little or No Money**
- **No Realtors**

# When Selling

- **No Credit**
- **No Banks**
- **No Delays**
- **No Costly Entanglements**

However, the real money  
is in the monthly cash flow.

Free equity and appreciation

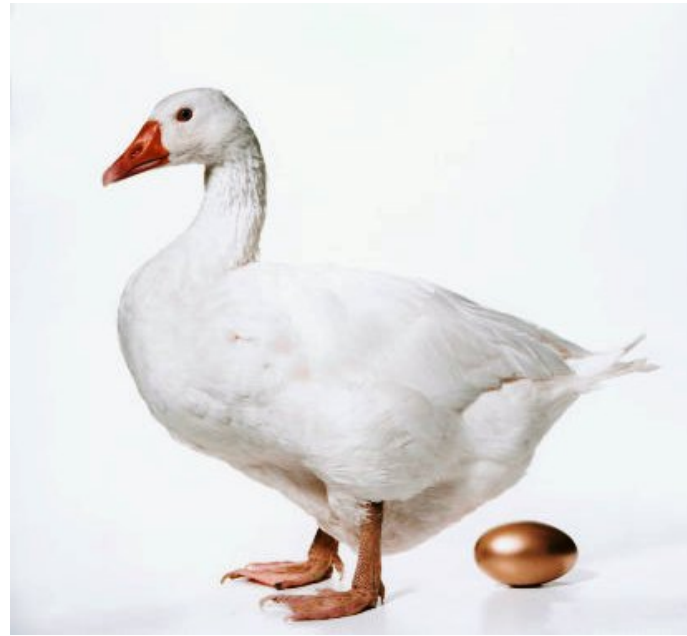


# So Let's Focus On Making...

- Money Now
- Money Monthly
- Money Later

All on the same house

# I Call Them Golden Geese



**They keep laying golden eggs**

# It All Starts Here

## Lead / Property Information Sheet

Client/Student: \_\_\_\_\_ Email: \_\_\_\_\_  
 Date: \_\_\_\_\_ Owner's Name: \_\_\_\_\_  
 Source: \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Evening: \_\_\_\_\_  
 Address: \_\_\_\_\_ ★ Asking Price: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ ★ What do you think it would appraise for?: \_\_\_\_\_  
 Area of Town: \_\_\_\_\_ Your Comps \_\_\_\_\_ Rent Comps: \_\_\_\_\_  
 Phone: \_\_\_\_\_ \*RealEstate45.com \*Rentometer.com

### Existing Mortgage Information (must have)

★ 1<sup>st</sup> - \$ \_\_\_\_\_ Lender \_\_\_\_\_ % Pmt \_\_\_\_\_  
 2<sup>nd</sup> - \$ \_\_\_\_\_ Lender \_\_\_\_\_ % Pmt \_\_\_\_\_  
 Is Payment PII?  Yes  No Is Payment Current?  Yes  No If No, \$ \_\_\_\_\_ in Arrears

#### A If asking price and loan balance are within \$35,000:

Will you sell the house for what you owe on it? Check One

- Yes - OK, I'll have my boss call to set an appointment. What's the best time? \_\_\_\_\_  
 No - If we take over your debt and pay all closing costs, what's the best you could accept for your equity?

\$ \_\_\_\_\_

#### B If A is not applicable:

We can either lease your home with an option to buy, or purchase it as soon as you're ready to close and we usually pay all the closing costs. Would you consider taking a monthly payment until we pay you off in full? Check One

- Yes - OK, I'll have my boss call to discuss terms. What would be the best time to call? \_\_\_\_\_ (get info below)  
 No - So you're saying the only way you will sell is if you get all cash now? Check One  
 Yes - OK, I understand but that won't work for us. Thanks. (stop here)  
 No - So are you saying you would like to hear how we can buy your house immediately?  
 Yes - OK, I'll have my boss call you. What's the best time to call? \_\_\_\_\_ (get info below)

How did you arrive at your asking price? \_\_\_\_\_ Reason for selling? \_\_\_\_\_  
 Does it need repairs?  No  Yes, approximate amount? \_\_\_\_\_  Vacant  Occupied  
 ★ When do you want to move? \_\_\_\_\_ Is the house listed?  Yes  No  
 Client Use Only → Down \$ \_\_\_\_\_  
 Month \$ \_\_\_\_\_  
 Term \_\_\_\_\_

#### Description:

★ Bed/Bath: \_\_\_\_\_ ★ Square Feet \_\_\_\_\_ Lot Size \_\_\_\_\_  
 Construction:  Frame  Brick  Frame  Brick  Other \_\_\_\_\_  
 Garage:  0  1  2  \_\_\_\_\_ Amenities:  Carport  Basement  Refrigerator  Range  Dishwasher  
 ★ Is it  House  Condo Association fee \$ \_\_\_\_\_ per  Month  Year

Notes: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**You can download  
this sheet at the  
end of this lesson.**

**31%**

**Of all sellers our  
VA's get on the  
phone say YES to  
TERMS**

**An Inexpensive  
Virtual Assistant  
Can Provided You  
several  
Every Week**



**We Can Provide  
you with the  
Virtual Assistant**

# Recent Ron Deal





- **ARV** \$385,000
- **Loan** \$351,000
- **Payment** \$1,925 PITI

*I took over the loan. Seller got no money.*

# My EXIT

I Leased Optioned

\$395,000

50,000 Deposit

2,500 Mo. 2 yrs

I Just Made  
\$50,000 In A Few  
Days

Plus \$575 A Month  
For As Long As I'm In  
The Deal

**All profit taxed at  
long term capital  
gains.**

**These types of deals are 55%  
of all houses for sale.**

**They are everywhere**

How many \$50,000 (per month)  
paychecks will you need to be  
out of work and free?

**But Ron !**

**I Don't Know  
What To Say!  
I'm Scared!**



**You Don't Need to!**

**I have scripts**

**FREE**

**at the end of this lesson**

Did You Know Real  
Estate Deals Can Be  
Done In Your ROTH  
IRA?

And You Never Pay  
Taxes

**It's Not About Your  
Contribution.**

**There's No Limit How  
Much Your IRA Can  
Earn.**

**The 3 Hour **FREE** audio will cover all the steps to buy and sell.**

- **How we find sellers**
- **How to find buyers**
- **How to pay full price and still make \$ in a hot market**

- **Why sellers take terms**
- **A job replacement plan**
- **How to instantly automate your business**
- **I screen real deals that have been called that day**

It's **FREE**

No obligation to buy  
anything.

If you want to get 2018  
off to a jump start our  
annual

**Great American Real  
Estate Summit**

is coming up in February  
in Florida.





✓ **It's Cheap**

✓ **It's Fun**

✓ **Wealth of Knowledge**

Here are the reasons I'd  
crawl over broken glass  
to get there.....





**Gene Simmons**



**I Buy Houses**  
**CASH**  
**904-262-0491**

SILVERADO

# Deal Structuring



# Banquet & Roast



# Charity Hole In One



Faculty

**The Best of The  
Best!**



**I'll be teaching  
classes I only  
teach here.**

# Live Seller Calls



**\$2,000**  
**Gift Certificates**

Only  
\$297  
and \$100 for guests.

There's a discount if you  
beat the deadline.

**Full refund until  
January 31, 2018**

# Free Course when you check in. Choose:

**2 Day Time Management - \$497 value**

**OR**

**My new Asset Protection Entity Structuring - \$497 value**

***And***

**My new Flipping Ugly Houses - \$497 value**

Register at  
[RES2018.com/Special](http://RES2018.com/Special)  
or call 800-567-6128  
and ask for  
Matthew

Hotel is already full but we added  
a few more rooms.

# Here's the link to get:

- 3 Hour training audio
- Property Info sheet
- Script to buy

**[RonLeGrand.com/RESBonus](http://RonLeGrand.com/RESBonus)**

It won't stay up long

**Hope to see you in  
St. Augustine, FL  
Feb. 14-17, 2018**

**[RES2018.com/Special](http://RES2018.com/Special)**

**or**

**800-567-6128**

**and ask for Matthew**