

# Welcome To Your Resource Center



Eliminate 90%  
of your Work

# **Automation Delegation Systems**

# Good News

It's all in place for you.  
Simply plug and play.

# 3 Key Ingredients

- Gold Club
- Virtual Assistants
- DREAMS

# Introducing



# Offline Benefits



## Monthly Newsletter and CD



# Monthly Q&A Calls With Ron



**I'll screen your deals  
during the call.**



# Weekly Online Report



- **A video lesson + Q&A**
- **A Planet Ron video update**
- **Current tips, resources, facts and fun**



# Weekly Report



***Issue #383 - Friday, February 2nd, 2018***

Hello Kim,

One of the most asked questions from both new and experienced students is how to find a closing attorney. It may seem like a daunting task, but it's much simpler than you think! Don't make it more difficult than it is, and check out Jay Conner's new article, "Find Your Investor-Friendly Real Estate Attorney" and see for yourself just how easy it is!

We've got an all new lesson video this week from our Quick Start Real Estate event last week. Follow along as Ron and a group of students check out a house in less than ideal conditions, and learn what you should be on the lookout for the next time you visit a house.

Ron's back with a new edition of Ask Ron, where he answers our Gold Club members' questions regarding tax exemptions, tenants with a history of evictions, finding a closing attorney and more!

Cheers,

- Your Gold Club Team

---

**Every day you get**

**LEADS**

**LEADS**

**LEADS**

**Let's Go Live**

# Gold Club Points

**1 point = \$1**

Points accrue every time you are on the site and pay monthly dues.

They accrue quickly and can be applied toward purchase of applicable Global events & products up to 50% of cost.

**All This For Only  
\$59 A Month**

***No Contract***

***Quit Anytime***

***Easy To Cover Cost  
With Income***

# **Automate or Die**

**How To Work Less  
And Make More**

**The Key  
Virtual Assistants**

The problem with any business is the never ending mountain of minutia that sucks up all of your energy and enthusiasm preventing you from getting the important things done.

**Minutia**



Every day sails by and as soon as we shovel our way from under the pile a bigger pile is heaped on us.

Then weeks turn into months  
always with tasks not  
completed, some critical to  
success and the cost is high  
when they don't get done.

**Never Ending Tasks**

Sometimes the small, seemingly insignificant tasks left undone turn into large problems that create ever more frustration and sometimes total business failures or extreme loss.

# Example

- Insurance not paid and policy cancelled just before the fire.
- Offer not made the day before the seller accepts another.
- Call not returned to a buyer with \$25,000 who rapidly spends it with your competition.

It's normal for a business owner to try to do everything themselves, especially when they have no staff or limited funds.

It's also **DEADLY** to one's success and one of the largest reasons 95% of all new businesses fail within the first five years and 82% fail in the first year.

**The odds are against you.**

An entrepreneur's main focus  
should be on revenue, not  
minutia or cost control.  
Without it not much else  
matters.

Focus on revenue,  
Not cost control.

We can't focus on revenue if an entire day goes by and we're buried so deep in the bullshit we don't get anything done that could increase the revenue.

**Too busy to think.**



To make it even worse we hate doing most of the stuff that consumes our time and we're not very good at it.

**You suck.**

**Don't Work On  
Your Weaknesses,  
Delegate Them**

Yea Ron, that's easy for you to say. You have an office and a staff to delegate to- I don't!

# Good News

- You don't need an office.
- You don't need staff or payroll.

**You Do Need...**  
**HELP**

You should never talk with a buyer or a seller until you know if they are a prospect or suspect and are predisposed to do business with you.

[PatLive.com/RonLeGrand](http://PatLive.com/RonLeGrand) & VA's

**Prospects only**

Your time on the phone should be focused on clarifying the facts and making an appointment so you can get a contract which is the first step to getting a check.

**Focus On Revenue**

**Q – Where do I get a website?**

**A – In the back of the room.**

We'll build it, host it and your  
VA's will update it.

No Up Front Cost!

No extra monthly charge!





**OWN YOUR OWN HOME**  
**NO BANK QUALIFYING**  
Easy Terms - Fast Closings

**Your Credit is**  
**APPROVED**  
(800) 800-8000 

[Home](#) [For Sale](#) [Your Next Step](#) [Contact](#) [Sell a House](#)

## Find Great Homes For Rent To Own!

### Featured Properties



Sign Up to be notified when new properties are listed.

First Name:

Last Name:

Email:

[Sign Up](#)

### HOME OFFICE LOCATION

**Any Town Rent To Own Inc.**

[test@test.com](mailto:test@test.com)

9799 Old St. Augustine Rd.  
Jacksonville, FL, 32257  
(800) 800-8000

### CONTACT OUR ASSOCIATES

24 Hour Information	(800) 800-8000
I Buy Houses	(800) 800-8000
Ardjen Robben	(800) 800-8000

### Welcome to Our Lease to Own Program! Own Your Dream Home Today!

Owning a home is truly the American Dream. Buying a home can be a difficult process, especially for those with poor credit, no credit and/or a limited amount to invest. A Lease to Own, also known as Rent to Own, Option may be just for you! Based on your individual criteria, we can be very creative with financing and fit it to your needs. We are not loan brokers, bankers, or real estate agents.

If you are truly interested in owning a home of your own and have something we can work with, you can be in a home in less than 30 days with our lease to own program. Or, if you don't see a home you like in our current inventory, let us know and we will place your name on our VIP list for a home that meets your needs.

### NEW LISTINGS



#### Sample Listing 2

9799 Old St Augustine Rd.  
Jacksonville, FL, United States  
4 bed, 4 bath, 3359 sqft



#### Sample Listing 1

9799 Old Saint Augustine Road.  
Jacksonville, FL, United States  
6 bed, 2 bath, 1800 sqft

[See more](#)

**Gosh Ron!**  
**What's left for me to do?**

**VERY LITTLE**

And that's the whole point.

Now you can focus on the few things you must do to insure the checks keep coming.

**Make Decisions**

**IMAGINE**

**A Life Without  
Minutia**

Our VA's are our full time employees who work from our office under daily training and supervision to perform all the functions we just discussed for you.

# Your First Step

## **FSBO Caller**

Dedicated to nothing but getting you fully completed property info sheets. Without them you have no pretty house business.

## 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: \_\_\_\_\_ \*RealEstateABC.com \*Rentometer.com

### Existing Mortgage Information (must have)

★ 1<sup>st</sup> - \$ \_\_\_\_\_ Lender \_\_\_\_\_ % Pmt \_\_\_\_\_  
 2<sup>nd</sup> - \$ \_\_\_\_\_ Lender \_\_\_\_\_ % Pmt \_\_\_\_\_  
 Is Payment PITI?  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 least 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

Down \$ _____
Month \$ _____
Term _____

Client Use Only →

#### 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: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_



# The Leads Will Come From Several Sources

- Our national FSBO lead service/daily
- Your VA researching online for you
- You feeding your VA FSBO's to call

# The Best Leads Are Your Leads

- Ads online
- Sellers who call PATLive from your marketing
- FSBO signs in front of houses

You can't handle more than 10-15 leads a week. You can easily get that from FSBO signs alone.

You may buy VA Service as you need it. \$105 per 5 hour blocks.

**Must be a Gold Club Member  
at a minimum \$59 month level.**

There is a \$500 one time set up fee to cover cost of setting up your systems or hiring our VA's. Only one fee regardless of how many VA's you need.

**No long term contracts**

You may stop anytime you like with notice and your second month's fee won't be charged until 40 days after you enroll. It will take about 2 weeks to get your systems and your VA set up.

You'll get a personal email and phone number directly to your VA and a supervisor number as well.

You are in total control of your VA(s) and will have a close relationship as you would with an employee with no payroll, hiring, firing, accounting, tax deposits or wasted man hours.



We track every minute of their time and you are billed by the minute worked, not hour in the building.

A \$21 VA hour is cheaper and more productive than a \$9 employee hour.

# A VA Can Change Your Life

- Work less – make more
- Enjoy your business
- Free up your time

**Take Your Life Back**

**But Ron!**

I can get a VA cheaper  
than that.

Why should I use yours?

# Correct! You Can!

But... You must

- Hire them, train them, fire them, retrain them, manage them, pay them and have several to do the multiple tasks.

If you must get to the top  
of a tree, would you  
rather train a horse or  
hire a squirrel?

We do all that daily and provide you multiple VA's for tasks best suited to their talents.

Is your time better spent  
babysitting or buying houses?



Focus on Revenue  
Not Cost Control

It's first come, first served as to priority of set up. Our VA's are limited, so if you want to start now, reserve now.

But how do I keep up with all this stuff and remember what to do and when?

**DREAMS**

It'll replace an employee,  
think for you, manage your  
office, provide comps,  
analyze deals, create the  
follow up and a lot more.

**Visit our booth.**

# Implementation Power Day

2 days

Small groups

**\$1,997 couple**

**or**

**Free with Masters**

- Gold Club Points**
- Summit Coupon**





# Ron LeGrand's

1-888-840-8389

## Gold Club Membership/Virtual Assistant Services

Gold Club & Gold Club Virtual Assistant Services were created by entrepreneurs for entrepreneurs. We know what it takes to start a business and grow that business. We understand sometimes you have a lot of mundane tasks that get in the way of you growing your real estate business. We're here to make your life easier and give you back the time you need to focus on the growth.

**Yes, sign me up!** I understand I'll be immediately charged a one-time set-up fee of \$500 for the Gold Elite or Gold Elite VA levels. All Members may purchase à la carte VA time with a minimum prepayment of \$105.00 (35 cents per minute/\$21.00 hour) which will provide 5 hours of VA Service or \$200 for 10 hours of service.

### Gold Elite VA **BEST DEAL!**

- Everything in the Gold Club and Gold Elite Levels below plus:
- Includes up to 25 hours of VA services per month who'll assist you managing your DREAM Solutions Pro buyer/seller website and can manage the following tasks:
  - Contacting your sellers and completing the Property Information Sheets
  - Setting Appointments for real estate deals with sellers
  - Transcription services for your IVR (Interactive Voice response system)
  - Reporting & documentation of all properties, calls made to buyers and sellers
  - Many other administrative duties that may arise in relation to running your real estate business that can be performed by phone or internet



**\$697 Per Month**

### Gold Elite

- Gold Club Membership as Outlined Below
- First Month Special - Complimentary 5 hours of VA Services
- DREAM Solutions Pro Buyer/Seller Custom Website including, but not limited to:
  - Interactive Voice Response System (IVR) to collect buyer information
  - Web Tools - Built-in Landing pages, Web Forms, Websites
  - Your Property Pipeline to manage all your current deals in one place
- Marketing Tools
- Reporting Tools to track your marketing efforts
- Contact Management System for all your Buyers and Sellers (your email service and auto-response center, text blasts)
- Action Center with your To-Do List
- Message Board to House and Organize all Your Important Messages

- For Sale By Owner (FSBO) Lead Service
- Pre-foreclosure Lead Service

**\$297 Per Month**

### Gold Club Membership

- Exclusive Gold Club Membership Site
- FSBO Lead Service
- Forms & Agreements Library
- Weekly Lesson videos
- Exclusive Member Webinars, Events & discounts
- Monthly "Open Line" Monday Q & A Calls with Ron LeGrand
- The Gold Club Weekly Report
- The Monthly Mentor Newsletter & CDs

**\$59 Per Month** \* Members may purchase VA Services in 5 and 10 hour increments with one-time set-up of \$500

# Summit Special

If you choose Gold Elite and pay 3 months in advance, I'll waive the \$500 set up fee.

**(\$2,091)**