

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

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.

The Less I Do,

The More I Make

® Ron LeGrand

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

A Down Payment Or Deposit On a Nice House

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: _____ *RealEstateABC.com *Rentometer.com

Existing Mortgage Information (must have)

★ 1st - \$ _____ Lender _____ % Pmt _____
 2nd - \$ _____ 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 _____

Description:

★ Bed/Bath _____ ★ Square Feet _____ Lot Size _____

Construction: Frame Brick Brick Other _____

Garage: 0 1 2 _____ Amenities: Carport Basement Refrigerator Range Dishwasher

★ Is it House Condo Association fee \$ _____ per Month Year

Notes: _____

**An Inexpensive
Virtual Assistant
Can Provided You
With 10-20 Every
Week**

3 Categories

- Over Leveraged (11%)
- Debt With Some Equity (55%)
- Free And Clear (34%)

A 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

**Then When I Do Get
Cashed Out I Get To
Keep All The Cash
Above The Loan Payoff**

On a house I got for free

- No Money
- No Credit
- No Risk
- No Repair
- No Banks
- No Realtors
- No Short Sales

And If The Tenant
Moves Out You Collect
Another Big Deposit
Later.

And Do It Again

Plus, All Responsibility For
100% Of The Repairs Is
Passed On To The Buyer
And
I Get To Depreciate It
And Pay Taxes On Long Term
Capital Gains

Recent Deal

Purchase Price	\$154,000
Loan balance	
2 payments needed	\$1,400 x 2
Repairs	\$ 25,000
Seller got	\$ 0
ARV	\$225,000

Exit

Sold as is L/O	\$199,000
Down payment	\$ 30,000
Buyer owes me	\$169,000
I owe	\$154,000
ARV	\$225,000

I made about \$25K so far on a free house.

I've done so many of
these they have
become boring.

But my boredom pays
pretty good!

But Ron !

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

No Problem
Just Read The Script

Samson killed 200 Philistines with only the jawbone of an ass.

And even today, here in
America, thousands of
deals are killed everyday
with exactly the same
weapon.

Peter Bonford



How To Find FSBO's

- **Run Ads - VA**
- **Gold Club leads - VA**
- **FSBO Signs - VA Calls**
- **FSBO Field Agents - DREAMS**
- **Facebook ads - VA**
- **Yellow Letters - Christy**

All calls go to Patlive.com/RonLeGrand

Easy Steps

- **Generate property info sheets (VA/You)**
- **Call the Yes's – Use script**
- **Visit the house, get contract**

How To Find Buyers

- **Run Ads - VA**
- **Pointer signs - You**
- **FSBO Signs - VA**
- **Facebook ads - VA**

All calls go to your IVR or Patlive

Easy Steps

- **Drive calls to PatLive/RonLegrand**
- **Call back the ones with money**
- **Meet and get deposit**

But Ron!

What's left for me to do?

Not Much.

Isn't that the point?

Make decisions.

Who Wants To Join The

League

Of

Extraordinary

Real Estate Millionaires

Ron & Joel's
August 2014 Deals

Las Vegas \$4 Million Celebrity Mansion



Chicago \$2 Million Historic Estate



- **ARV** \$4,000,000
- **ASK** \$3,900,000
- **Offer** \$3,900,000 O/F
- **Down** \$ 195,000 (5%)
- **Mtg To Seller** \$3,705,000 (3 years)
- **PITI** \$16,000 Monthly

Planned Exit:

- **Sell O/F** \$4,300,000
- **Down** \$ 595,000
- **Mtg To Us** \$3,705,000 (2 years)
- **PITI** \$25,000 Monthly
- **NET** **\$400,000**
- **Investment** \$ 100

The Real Exit:

- Sold on L/O \$3,350,000
- Deposit \$ 150,000
- Balance due in 2 years \$3,200,000
- OUR NET \$150,000

OUR RISK

\$100

Oregon

Asking \$699,000

L/O Deposit \$ 7,000

Contingent Upon Finding a Buyer

She subleased it for
\$744,000

\$50,000	Deposit
<u>-\$7,000</u>	Seller
\$43,000	Net

Then assigned her contract with the buyer back to the seller and she's out of the deal.

5822

REEVES, KAHN, HENNESSY & ELKINS

LAWYERS TRUST ACCOUNT - IOLTA
4035 SE 32ND AVE. (301) 777-5473
P.O. BOX 96100
PORTLAND, OR 97286-0100



1-866-4UMPQUA
(1-866-486-7762)
www.umpquabank.com
95-505-1232



7/17/2014

PAY TO THE
ORDER OF

Leelynn Investment Group, LLC

\$ 42,000.00

Forty-Two Thousand and 00/100

DOLLARS

Leelynn Investment Group, LLC

[Handwritten Signature]
AUTHORIZED SIGNATURE

MEMO

Leelynn Investment Group (GKK)

⑆005822⑆ ⑆⑆23205054⑆ 973975279⑆

REEVES, KAHN, HENNESSY & ELKINS

Leelynn Investment Group, LLC

7/17/2014

5822

42,000.00

That's Called ACTS

Assignment of Contracts and Terms

Let me help you shave
10 years off your
learning curve get a
fast start and a check
quickly.

**Quick Start
Real Estate School**

4 Days

**Personally Taught
by Ron LeGrand**

You Will Learn

The Art of Wholesaling
Step by Step In Great
Detail and Get All The
Tools You Need

**The ACTS System In Its
Entirety With Forms,
Agreements And
Scripts for Buying And
Selling**

How to buy Pretty Houses
and Take Over Debt
Subject To, get thousands
in free equity with no
cash, credit, or costly
entanglements

How to quickly prescreen
Free And Clear Houses,
structure owner financing to
create huge up front profits
and cash flow

Live calls to sellers—bring deals. We'll coach you before you arrive and prepare you to bring good prospects we'll call in class and one on one.

Go Home With Appointments

Bus trip to bank owned houses



We'll make real offers on real
houses both pretty and ugly
and do deals while you
participate

Deal A Thon

Selling houses fast in a slow market on auto pilot



A Full Day
Devoted To
Selling Ron's
Way

Unconditional Guarantee

30 Day Unconditional

Unconditional

Guarantee

No Charge

- **Parent**
- **Child**
- **Spouse**
- **Significant other**
- **Partner or employee**

**\$500 Additional Guest In
The Above Group**

**Free Return Visit
First Year As Often
As You Like**

**\$500 To Return After
The First Year**

Tax Deductible

Let Uncle Help
Pay For Your
Training



2018 Quick Start Real Estate Schools

**February 28-March 3
Raleigh, NC**

**June 20-23
Orlando, FL**

**October 24-27
San Antonio, TX**

**March 28-31
St. Louis, MO**

**July 18-21
Cleveland, OH**

**November 14-17
Little Rock, AR**

**April 18-21
Seattle, WA**

**August 15-18
Baltimore, MD**

**December 12-15
Jacksonville, FL**

**May 16-19
Cherry Hill, NJ**

**September 12-15
Chicago, IL**

Taught By Ron LeGrand

Alumni Meeting

- **2 Days with Ron
And Graduates Only**

August 9-10

Jacksonville, FL



Monthly Conference Calls

Grads Only

OK

How Much?

Tuition \$4,997

Wow!
That's A Lot
Of Money!

\$4,997

**Don't Worry, You
Won't Pay
\$4,997 Today**

**YOU GET ALL
THIS**

FREE

You'll Leave Here with.....



**Do a Terms Deal in
90 Days**

Get a check

\$1,000

180 Day Hotline

Starts after Event

**5 Days A Week
Call Or Email**

\$997 Value



“Yea, though I walk through the valley of the shadow of death, I will fear no evil.”

You need never feel alone or thrown to the dogs!



July 12, 2008

Dear Ron,

Let me tell you about an extraordinary deal! I started this short sale deal in July 2006. The bank really played hard ball with me but I stuck with it. The owner paid \$499,000 for this property but the comps in the neighborhood were about \$400,000 - \$440,000.

Well, after struggling back and forth with the bank for about 7 months they denied my first offer. This was now the end of February 2007. On March 14th 2007, the owner receives a phone call from a neighbor that the property next door to hers had caught fire and that in the process of putting out the fire her property suffered major damages. Thank goodness the property was vacant.

Well, I was more than happy to call the bank to tell them the good news. The bank now decides that they want to wait for the insurance company to make a decision. So we wait..., and wait..., and wait for the insurance company. Meanwhile, the house is sitting there with no roof and no windows on the top floor and holes all over the walls; being exposed to all kinds of weather conditions.

Finally, the insurance company made their decision in March 2008 one year after the fire. They denied the claim. By now the property was dilapidated. My offer to the bank at this point was for \$200,000. In April 2008, they accepted my offer.

The biggest mistake I made was when I decided to take title under a trustee but did not have the trustee papers that go with it. I had an offer for \$375,000. After signing the contract, the buyer's attorney tells me that he won't close on this deal because I took title under a trustee and I have no trustee papers, and I took title before closing with the bank. I did not know what to do at this point so I called Dan Pitts with the hotline at Global Publishing Inc. Dan guided me through this process. He explained to me that I now had to remove the deed from under the trustee and file a regular deed. To my surprise very few attorneys know how to do this. I went through 4 attorneys, retainer and all, before I found a title company who was willing to make a correction deed for me. I also had to find a hard money lender to pay off the bank first before I could close with the buyer.

It took 2 years to close this deal but at the end of it all I received a check for **\$125,000.00**, thanks to Dan Pitts and Global Publishing Inc. I was able to close this deal!

Sincerely,

Claudia Perez
New York, NY

CHASE  CASHIER'S CHECK

Date 07/09/2008
Remitter FRENKEL HERSHKOWITZ & SHAFRAN LLP

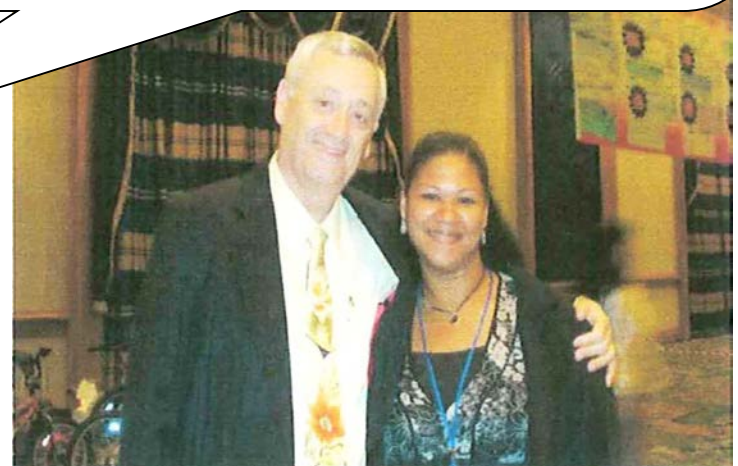
Pay: ONE HUNDRED TWENTY FIVE THOUSAND DOLLARS AND 00 CENTS

Pay To The Order Of JEEDENAL ENTERPRISES LLC

\$ *****125,000.00 ***

Drawn: JPMORGAN CHASE BANK, N.A.
Michael Andrews
Senior Vice President
JPMorgan Chase Bank, N.A.
Columbus, OH

“...At the end of it all I received a check for \$125,000, thanks to Dan Pitts and Global Publishing Inc. I was able to close this deal!”



Claudia Perez



Who Are Our

★ Veterans? ★

Veterans

Please Deduct

\$500

Today Only
Summit Special

If you register by 3:05
Deduct \$1,200

Register after 3:05
Deduct \$1,000

Use your coupon



Ron LeGrand® Presents

The Great American
Real Estate Summit 2017



Great American Deals

Over \$2,300 in Certificates

\$300 off Here Only

Final Answer

Tuition	\$4,995
Summit Coupon	- \$300
Discounted Tuition	<u>\$1,200/\$1,000</u>
Veteran Discount	- \$500
Veterans Only	<u>\$2,995/\$3,195</u>

Here Only

**You can not call my office or go
online and get this price!**

First 20 Only – Go Now!!

90 Day Consulting With Me.
I'll sign certificate.

**90 Days of Consulting With
Ron LeGrand**

This certificate entitles _____ to work with Ron LeGrand on a personal consulting basis by fax for a period of 90 days beginning and expiring on the dates below.
The Fax Number is 904-421-0181.

CONDITIONS

I AGREE not TO ASK Ron for help until AFTER I have listened to at least the first five (5) tapes in my course and then only to discuss deals I've done enough research on to expect a reasonable input. If Ron is out of town on the day of my request, I understand I will not receive an answer until he returns (and that may mean a delay of several days.) I will submit a testimonial letter outlining my success, a photo of myself and consent to the use of them in advertising after I've done my first deal.

I will fax the information on the Property Information Checklist to Ron along with a copy of this certificate each time I request help. **I Will Not Fax Anything Else Unless Ron Requests It!** Ron will respond if he has enough information to be of assistance.

I'LL MAKE SURE MY FAX NUMBER IS LARGE ENOUGH TO READ. Ron will attempt to return my fax only once. If I'm not set up to receive faxes without interference from human voices or equipment interruptions, I must fix this before we can communicate. A second attempt will be made only if Ron gets a busy signal.

Student Signature

Approval (Must be signed by Ron LeGrand)
**90 days from today
or first day of boot camp**

Student Fax Number

City/State

Beginning Date

Ending Date

You May Use Gold Club Points Here

Up to 50% of Discounted tuition.

Lunch Friday
Quick Start Only
Past & Present

Recap

4 Day Live Event

Two Home Study Systems

180 Day Helpline after the event

90 Day Consulting Certificate (20)- Here

Alumni Event

Monthly Conference Calls

No Risk Guarantee

\$300 in discounts + Gold Club Points

But Ron !

**I've been around forever
and do deals every
month. I should be the
teacher, not the student!**

But, my spouse must
approve.

Ok, register now to reserve
this offer and if your spouse
objects simply call and
cancel.

But, I'm working with a local
mentor and won't need
your training.

You'll be a lot better student
after you've had basic
training.

Regardless of who your
Mentor is.

Trying to save 4K and not get professionally trained is like trying to skip high school to get to college.

You'll lose 4K in foolish mistakes or lost revenue within the next 30 days.

**This is the most
important event in your
life if you intend to buy
and sell houses.**

But Ron.....

**I've spent a lot of
money with other
teachers and still
haven't done deals!**

Me Too!

**Then after a few
years of floundering I
discovered the
problem.....**

ME

The best teachers in the world won't help without implementation.

**We will help you
implement!**

**There is no one person
or company better
qualified to help you
succeed.**

Somehow you found
your way to the top,
regardless of what it
cost.

A couple good deals
and it's irrelevant.

But I Just Don't
Have The Money

Isn't that the biggest
reason you should do
what it takes to be there?

**Use your
IRA
or.....**

Finnacing Options Available

- In House - \$1,000 Down
12 payments
No interest
- Credit Cards
- HelpCard

Here Only

**It's also required
before you can begin
working with one of
our Mentors
Or Become a Master.**

**The most important
event in your life if
you intend to buy
and sell houses.**

If you have to choose
only one thing you can
purchase when
here.....

This is it!

Why Do It Here:

1. \$300 Summit coupon
2. 90 days consulting with Ron
3. \$1000 down payment
regularly \$1500
4. Gold Club points
5. Special lunch

You have
15 minutes
to save
\$200

00:19:00





00:19:00

00:00:00



00:00:00

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00:00:00





00:08:00

00:09:00



00:09:00



00:00:00

00:00:00

