

The Anatomy Of A Deal

By Ron LeGrand

- What does a deal look like?
- How do I get paid?
- What will I need?
- How long will it take?

There are actually only 3
main deal types in the
house business.

1. Rehabs

**Buy it cheap, renovate it
and sell at retail price
and cash out.**

2. Wholesale

Put it under contract and flip it to an investor. You never own it.

3. Terms

**Take over sellers debt or
create new seller
financing and make
monthly payments until
cashed out.**

None will require your credit or a license, most require little or no money.

I do them all but my
favorite is number 3,

TERMS.

You're about to see why.

Profit Expectation

1. Rehab - \$20,000 - \$100,000 depending on sale price.
2. Wholesaling – Minimum \$10,000 - \$50,000
3. Terms – Minimum \$10,000 to \$100,000 front end as well as monthly income and back end payday.

**How do I get paid and
how long should it
take?**

Rehab

You must find the deal then fund it with private money, then hire a contractor, then put on market to qualified buyer or list with a Realtor.

Your only payday is the check at the sale after deducting all expenses and debt.

It'll take a minimum of 3 months and more likely 6 months to get paid.

Wholesaling

You must find the deal and get it under contract and usually flip before you have to buy.

It should take no longer than 30 days to get paid, some much less.

Terms

There are at least 3 paydays on most Terms deals.

1. Non refundable option deposit.
2. Monthly spread on payment/rent.
3. Equity left when buyer cashes out.

There maybe a 4th and 5th payday, if tenant/buyer moves they forfeit their option deposit.

These deposits are yours
the day you receive them.

- No escrow account.
- You don't bring to closing.

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.

**Any house we buy with
TERMS...**

We can sell with TERMS

70% of people looking to buy a house can not qualify at the bank.

They can with you as long as they have enough down and can afford the rent.

All repairs become the
tenant buyers
responsibility as a
condition of their option.

Recent Ron Deal



- **ARV** \$225,000
- **Loan** \$182,000 – 24 yrs. left
- **Payment** \$1,282 PITI
- **Asking** \$182,000 loan amount
No Repairs

My EXIT

Sold L/O	\$229,000
Option Deposit	\$ 20,000
Rent to me	\$ 1,700/month
Term – 2 years	

I Made (so far)

- **\$20,000 in 12 days**
- **\$420 a month**
- **\$28,000 equity**

On a house I got for free

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

**How many \$20,000
paychecks will you need
to be out of work and
free?**

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

But, Ron!

What if they don't buy?

They forfeit the non-refundable option deposit and you install another buyer and collect another deposit.

What about the paperwork?

- I'll furnish the agreement.
- Your attorney closes the lease purchase.
- Your buyer pays the attorney fee.

Rehab

Advantages and Disadvantages

Advantages

- Big Check

Disadvantages

- Short term gains
- Several months
- Costly entanglements
- Risk
- Heavy competition
- No residual income

Wholesale

Advantages and Disadvantages

Advantages

- Quick
- No risk
- No rehab
- No capital
- Good market to sell

Disadvantages

- Small checks
- Short term gains
- No residual
- Hard market to get good deals
- No residual

Terms

Advantages and Disadvantages

Advantages

- Quick deals
- No rehab
- No loans
- No realtors
- Long term gains
- Our VA's do most of the work

Disadvantages

- Must talk to seller (scripts)
- Lots of rejections

Terms

Advantages and Disadvantages

Advantages

- Residual income
- Depreciation
- Defaulted deposits
- Many large checks
- Long term gains
- Many more pretty than ugly houses
- Our buyers can't get bank loans yet

Disadvantages

What You Need To Do Business Ugly Houses

- Sources of leads
- Ability to make a proper offer and estimate repairs
- Private money on rehabs
- A little marketing knowledge to sell

What You Need To Do Business Pretty House/Terms

- Sources of FSBO leads (we provide)
- My scripts and PI sheets
- Training on calling and visiting house and finding buyers
- A closing attorney

**So Where Do I
Learn More?**

**Papa is coming
to you for an all
day workshop**

The all day training 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
- How to set up and use a ROTH IRA legally and make a fortune tax free

- What entity to use to operate and reduce taxes
- Handling a financial crisis
- Steps to take, the day you leave class
- How to take title

Over

\$5,000

in cash and prizes

**FREE
LUNCH**



**My
Million Dollar
Scripts**

Yes!

**I will personally teach
the entire day**

Cost \$99

Guest \$49

**If you call within
30 minutes...**

You'll Get Over \$900 In Bonuses Including...

- **Fastest & Easiest Ways to Make Money Course**
- **How To Use Your IRA to Make a Tax Free Fortune**
- **How To Take Title and Protect Your Privacy**
- **Work For Equity – Why You Shouldn't Cash Out Quickly**

- **Dealing With Contractors**
- **Securing Private Lenders**
- **Deal Structuring from Ron's Quick Start Real Estate School in Jacksonville**
- **Live Seller Calls**
- **Virtual Assistants – What They Are & Why You Need Them**

- **Parade of Champions**
- **How to Complete Contracts in Minutes**
- **Ron's Documentary**
- **Instant Access to Ron's Wholesaling Houses for Just \$1**

Guarantee

Stay the whole day and if you're not thrilled with the content....

Ask for and receive a prompt and courteous refund.

- ✓ **It's Cheap**
- ✓ **It's Fun**
- ✓ **Wealth of Knowledge**

Here is the reason I'd
crawl over broken glass
to get there.....



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 _____

Client Use Only →

Description:

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

Construction: Frame Brick Block Stucco Other _____

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

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

Notes: _____

Deal Structuring



If you bring some leads and
sleep through the day while
we make you money...

It's a smart decision.

You'll leave knowing exactly what to do next, what it's worth to you and we'll help you prepare a purchase agreement while there.

This is not required but it's a great opportunity to let my team get your first deal for you.



If You Bring Leads

I'll send you a 27 minute pre-event training video when you register to help you find sellers and complete the property info sheets.

Register Below

or call

800-567-6128

M-F 9am-5pm ET

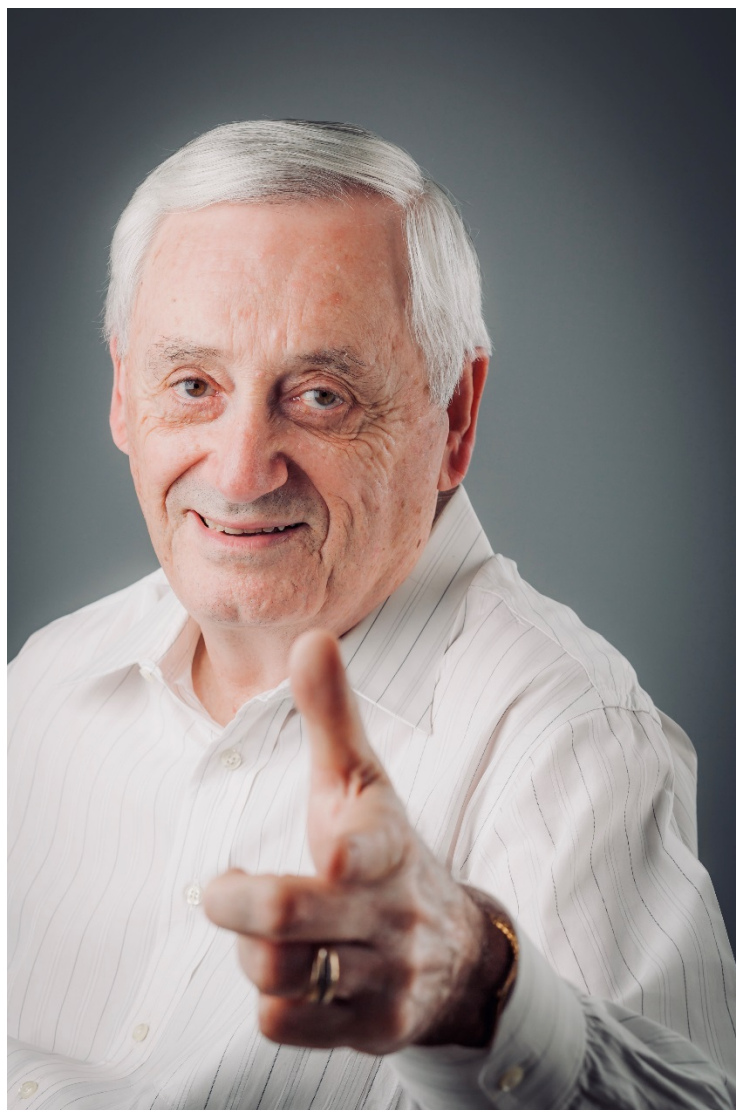
30 minutes for bonuses

**We max out
at 100**

**We will email you the slides
an hour after the webinar is
over.**

**Bring the skeptics in your life!
I'll convert them for you.**

**Meet the best qualified man
in America to help you
achieve financial freedom
and retire rich with real
estate.**



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