

Ron LeGrand's

TERMS

The New World of Real
Estate Investing



What We'll Cover

- The fastest way to make money in Real Estate today with no money or credit, on beautiful homes all around you, and...

- How to build a big monthly residual income and retirement with no risk, and...

- Operate your business without raising money, banks, large overhead, employees, or other costly entanglements.

How anyone can get a \$20,000 check within 60 days

- No Money
- No Credit
- No License
- No Experience

How would your life change if
we could add \$20,000 a
month to your current
income....
working part time?

Questions

**Submit after class
and I'll answer**

**You may download all my
PowerPoints at the end...**

And my new

- **Million Dollar Scripts**
- **Property Info Sheets**
- **My Digital Book**
- **Training Videos**

Who is Ron LeGrand?

- Over 3000 houses in 37 years
- Commercial projects in 9 states
- 6 businesses currently
- Trains the trainer
- Spoken for the biggest and best
- The Godfather

But that's not how I started,
and it took over 20 years for
me to figure out how to
make the easy money and
focus on
Low Hanging Fruit

It all started with a
washing machine.



After 54 years,
Beverly gets a new washing
machine anytime she wants.

There are several ways to
make money in real estate
and I teach them all.

Wholesaling used to be
the fastest way to get a
check.

**Find a bargain and
flip it.**

The Problem

- Deals from MLS
- Proof of funds
- Non refundable deposit
- Lots of competition
- Slave to banks and Realtors
- Must make many offers to get one accepted
- Small profits

Wholesaling is still valid if...

You find FSBO's and stop chasing listed houses.

Rehabbing & Retailing

- Has always been a big profit center and will continue to be.

I've done hundreds

Problems

- All the wholesaling issues

PLUS...

- Raising Capital
- Contractors

Problems

- Picky buyers
- Killer appraisals
- Tough lending requirements
- Cost and time overruns
takes months
- Home inspections

The fastest and safest way to
get a check today is in the

Pretty House Business

You will never use your credit
in the **Pretty House** business
and if you ever use money, it
won't be much.

Using credit is the

Biggest Mistake

You can make as a real estate
investor.

You Risk

- **Your Credit**
- **Your Assets**
- **Your Marriage**

**Not Allowed
on
Planet Ron**

Lets look at a business
where credit is never
needed.

The Key

TERMS

No Terms-No Deal

3 Kinds of Terms

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

Big Immediate Profit Center

Non refundable option deposits
when selling with lease option.

**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

**Unlike wholesaling and
retailing where**

The Goose Is Dead The Day you Sell



And you pay maximum taxes

**Very little of your time is
required.**

**Today 90% of the work is done
by Virtual Assistants and
Outsourcing Companies**

Your Job...

MAKE DECISIONS

The Less I Do,

The More I Make

® Ron LeGrand

THE LESS I DO,

AUTOMATE or DIE

*How to Get More Done in Less Time and
Take Your Life Back*

THE MORE I MAKE.

Ron LeGrand

2 Types of Houses

- Debt With Some Equity (66%)
- Free And Clear (34%)

Recent Ron Deal



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

Notice

I said...

I took over his debt.

I didn't assume it.

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

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.

Yes, It's Legal

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

Poor Condition

| | |
|----------------|------------|
| ARV | \$ 225,000 |
| Loan | \$154,000 |
| Repairs | \$ 25,000 |
| Payment | \$ 1,382 |

(Behind 2 - \$2,764)

I took over the sellers debt and made up the payments.

Total cash in the deal including closing costs, \$4,000.

My EXIT

| | |
|------------------------------|-------------------------|
| L/O As Is | \$199,000 |
| Work For Equity (2 Years) | |
| Option Deposit | \$ 30,000 |
| Balance owed me | \$169,900 |
| Balance I owe | \$154,000 |
| Rent | \$ 1,500 a month |

18 days to lease

I Made

**\$30,000 - \$4,000 = \$26,000
in 18 days**

I never touched the house.
Buyer does 100% of the repairs.

Plus \$118 a month

But Ron!

What if the seller wants full price, a bigger down payment and a higher monthly payment?

Kirsti in Oregon

| | |
|--------------------|------------------|
| Asking | \$699,000 |
| L/O Deposit | \$ 7,000 |

Contingent Upon Finding a Buyer

She Subleased it for
\$744,000

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

It took 3 months

Then Assigned Her Contract With The Buyer Back To The Seller And She's Out Of The Deal



The seller got full value with no commission and a monthly payment until cashed out.

Risk \$100

She raised the price to cover her compensation.

Seller Got:

- Full Price
- Monthly Payment
- No Closing Costs
- No Repairs
- No Commission

That's called

ACTS

Assignment of Contracts
and Terms System

ACTS is only a way to get a
check if you can't keep the
goose alive.

But, there's nothing wrong
with checks.

**Your Attorney Closes
And Does All The
Paperwork And Your
Buyer Pays His Fee**

✘ No money needed

✘ No risk

**✘ No costly
entanglements**

But Ron!

How many sellers will
actually take Terms
over a cash out?

About 5% +/-

It depends on how you
handle the call and
your source of leads.

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

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: _____

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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)

**An Inexpensive Virtual
Assistant Provides You
With Leads Every Week**

**We'll provide you
the VA**

**You'll get information
about our services with
your downloads.**

Let's suppose you want
to replace a \$80,000 job

That's **4 deals** a year with
\$20,000 minimum up front
profit.

Excluding monthly cash flow
and free equity.

I do 2-3 deals a month.

Can you do 4 a year?

Dan Knowles

\$30,000 Net

Dear Ron,


I attended your Quick Start Real Estate School in New Jersey. I was a broke real estate agent at the time. With your help and ideas, I was able to close my first investor deal, and I walked away with \$30,000. I almost passed out at the closing table when the title clerk handed me my check.

I also received a \$3,700 real estate check paid to my broker. Not a bad deal, \$33,700 on one house. I cannot thank you enough, Ron! You changed my life, and I thank you every \$100 bill I count!

Thanks!

Dan Knowles
Burlington, New Jersey

THIS CHECK IS PROTECTED BY A VOID PANTOGRAPH, MICROPRINT SIGNATURE LINE AND A HEAT SENSITIVE PADLOCK ICON. ADDITIONAL SECURITY FEATURES ARE LISTED ON BACK.

| | | |
|---|---|----------------------------------|
| VOID | VOID | VOID |
| CORTES & HAY, INC. ESCROW ACCOUNT 110 MAIN STREET, P.O. BOX 454 FLEMINGTON, NJ 08822 | NA507 | TEAM CAPITAL BANK 55-1405/212 |
| | | 026105 26105 |
| | | **\$30,000.00** |
| | DATE | AMOUNT |
| PAY TO THE ORDER OF: | THIRTY THOUSAND DOLLARS and 00/100 | |
| | Daniel Knowles | |
| |  | MP |
| | AUTHORIZED SIGNATURE | |

Matt Harder

San Diego, CA

“High School teacher and a football and track & field coach”

17Feb

Dear Ron,

I have been a high school teacher and a football and track and field coach for more than 7 years. Each year seems to be harder than the last, but what makes it all worthwhile is when a student or parent expresses their gratitude for my help. It's amazing the feeling that I get, knowing that I have changed these students' lives for the better. I'm writing to you now, to express my gratitude, because you as a teacher, have also changed my life.

Through your teachings I have learned how to buy and sell homes for great profits. I recently had a seller give me her house, signed the deed right over, just like you said she would. The seller owed \$367,000 and the home had a value of \$420,000. I then marketed the home for a Rent to Own Tenant. With in two weeks, doing it your way, I had three potential buyers wanting to give me \$20,000-40,000 for a down payment.

Needless to say, I sold it to the buyer with the most money to put down, something else I picked up from you. In the end, I got \$37,000 up front and enough rental income to cover my expenses. The best part is, I sold the home for \$450,000, \$30,000 over market value, so I'm going to get another \$46,000 when they cash me out next year. Not bad for my first deal, right? In short, Thank You and I hope that you can enjoy the benefits of my success knowing that you as, “the teacher” have changed my life.

\$37,000 Upfront

\$46,000 Backend

Subject to

A \$83,000 dollar thank you,



Matt Harder
San Diego, Ca.

P.S. I have included a picture of the home and a copy of the down payment check from my buyer.

SHANNON M. GARRISON
8718 [REDACTED]
SPRING VALLEY, CA 91977 [REDACTED]

90-7182/322
870851315

2673

Pay to the order of Matt Harder \$ 37,000
Thirty Seven Thousand and 00/100ths

Washington Mutual
Washington Mutual Bank, F.A.
Financial Center, Financial Center 1577
840 C. Chestnut Blvd.
Plymouth, CA 91101

1-800-788-1000
24 Hour Customer Service

Shannon Garrison

⑆322271627⑆ [REDACTED] 2673

Jon Kubas

Houston, TX

“In less than 30 days, I had a property under contract with only \$100.00 as earnest money.”



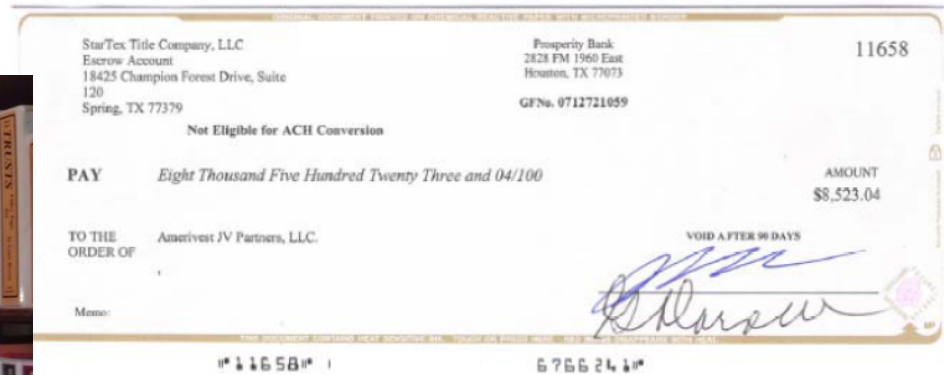
Testimonial for Ron LeGrand's "Control without Ownership" Program

I have been a real estate investor for a long time, but the last few years have been rough on me and my business due to the industry wide meltdown beginning in 2006-2007. It got to the point where I actually had to get a J-O-B for the first time in my adult life, trading hours for dollars.

Luckily, I listened to Ron LeGrand talk about his new "Control Without Ownership" program on how to make money in the current real estate market. After hearing what he had to say, I ordered the course. It was just what I needed to get back into the real estate business!

In less than 30 days, I had a property under contract with only \$100.00 as earnest money. I was able to assign the contract and it closed today and I walked away with a check for \$8,523.04. Thank You Ron LeGrand! This program and your new system is exactly what I needed to get motivated to start doing real estate deals again!

Jon Kubas



\$8523.04

Andrew Reynolds

Tyler, TX

Thought I would send a copy of a check I picked up last month.

This property was obtained with a yellow letter for \$53k. We spent \$12k on repairs. Sold it for \$99k on a lease to own with \$10k down. After running the numbers we made almost \$35k.

Couldn't have done it without the education I received from Ron Legrand. Thanks again Ron!



**\$35,000
Net**

Chad & John Stoll

Douglas, MA

It really happened! I put the house under contract and sold it in one day!

| | |
|---------------------|------------------------|
| Purchase price | \$174,000 |
| Sales Price | \$198,000 |
| Option Fee | \$10,000 |
| Cash Flow per month | \$700 for two years |
| Total Pay Out: | \$40,800.00!!!! |



Todd Foster & Alecia Phillips - Burnsville, MN

Purchase Side:

4-year Lease/Option with an optional extension of 2 years

Our payment to Seller = \$923

Option to Purchase = Loan balance at time of option exercise + \$20,000 (Current loan balance ~\$118,000)

Option Deposit = \$0

Sale Side

18-Month Lease/Option period

Monthly Rent = \$1,175

Purchase Price = \$174,900

Option Deposit = \$6,000 Total (\$3,000 of which has been received, and an additional \$3K to be collected at \$200/month for next 15 months above the \$1,195 rent payment)

\$36,628

Profit:

Total Option Deposit = \$6,000 (\$3,000 at closing and an additional \$200/month for next 15 months)

Monthly Cash Flow = \$252 / month for 18 months

Purchase price difference (estimated) = \$30,900 (\$174,900 - \$6k deposit - current value of option \$138k)

Plus our 1st payment to the seller doesn't start till May 10th, so **we pocketed the entire 1st month rent of \$1,195** from our Tenant Buyer.

We figure the **total profit would be over \$36,628** if they when we are cashed out, but that number will get larger since it doesn't take the mortgage buy down we are receiving into account.

TO VERIFY AUTHENTICITY, SEE REVERSE SIDE FOR DESCRIPTION OF THE 31 SECURITY FEATURES

TRUSTONE FINANCIAL **NCUA** No. 1000002186
17-7506
2910

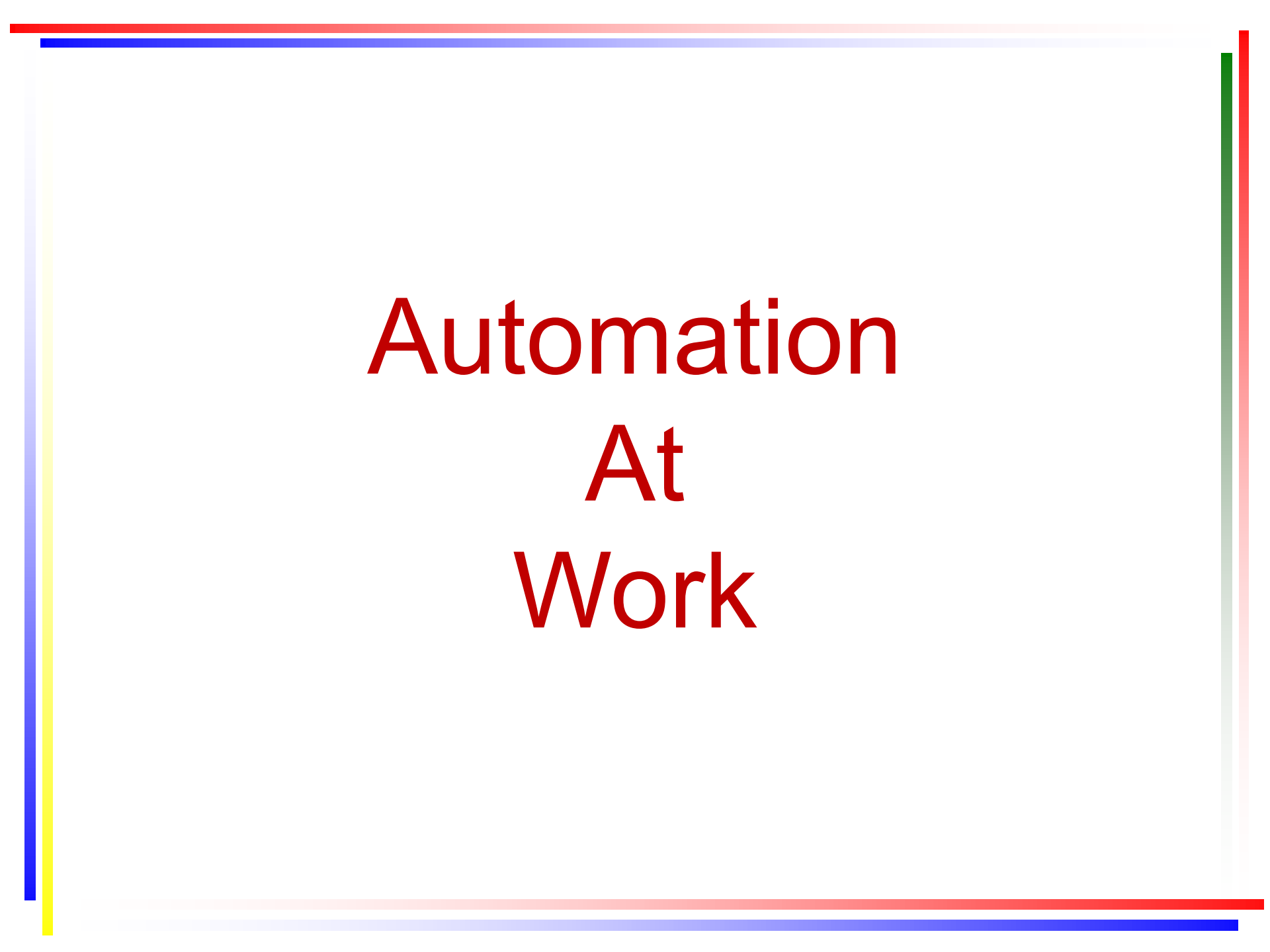
PAY *** THREE THOUSAND DOLLARS AND 00 CENTS ***

\$3,000.00

TO THE ORDER OF **MAX INVESTMENT GROUP**
REMITTER: MARGARET A BAUER

REF **SHARE WITHDRAWAL**

OFFICIAL SIGNATURE(S)
TWO SIGNATURES ARE REQUIRED FOR AMOUNTS OVER \$25,000.00. THIS CHECK VOID AFTER 180 DAYS



Automation At Work

Our Seller Leads Come From

- VA's searching online
- FSBO signs in front of houses
- Free online ads
- Daily inbox from our Gold Club

RonsGoldClub.com

All incoming calls from
sellers go to

PatLive.com/RonLeGrand

24 Hour
Answering Service

They are then sent to you to select the ones to forward to our Virtual Assistants to call and complete the Property Information Sheet.

Now, you simply read the
appropriate script and
make an appointment.

Script To Call Back A FSBO With a Yes on B

(Property Info Sheet)

Hi First Name, this is _____ calling about the house you discussed with my assistant yesterday. **Do you have a minute?**

My job is to set an appointment for my boss who writes the checks and I have a couple more questions to verify he/she should come. I've got all the facts here and you've indicated you'd entertain taking monthly payments if we can agree on a price and terms.

Is that correct?

→ No — (**Go to No Script**)

The Million Dollar Script

→ Yes — OK, what's the least you could accept on the price if we can agree on terms?
(shut up)

Is that the best you can do?

We usually buy with nothing down, OK? (shut up)

If No — What's the least you could take down?

(**If seller has a Loan**) I assume you're OK if I just cover your payment until I pay you off?

OR

(**Free & Clear**) What's the lowest monthly payment you could take?

(If you like the answer go to Appointment Script)

You let the seller make you
an offer by answering simple
questions.

Make an appointment if you
like the answers.

Yes!

I even have a script to make the appointment and another if they say No to terms. It converts about one fifth of the No's to Yes!

Appointment Script

Are you the only owner of the house? ■

- No — If possible, I'll need all owners present when I come and anyone else you need there involved in making the decisions, okay?
So what's a good time when both of you can be present? (Set date and time) ■
- Yes — OK, last question, if I come to your house and like it and you agree on the details are you ready to make a decision now and get some paperwork done while I'm there? ■
 - Yes — OK (Set date and time)
 - No — There's really no reason for me to come until you're ready to sell. Do you know when that will be?
 - Not Sure — OK, should I contact you then? (Set date and time, and put in DREAMS or your planner)

**Do not lose a deal because both sellers can't be present.
Go anyway, get one to sign a contract if possible, then deal with the other.**

**Now go to the house and get
it in writing.**

There's only 2
agreements you'll
use.

One to Buy And One to Sell

Mine are simple and
short.

**So why are these houses
so easy to sell?**

The Answer...

QUESTIONS

TERMS

A house with **TERMS**
is 10 times easier to
sell than an all cash
deal.


**Make it easy to buy and it
becomes easy to sell.**

- Ron LeGrand

We only do 3 things

- **Put up signs**
- **Run free ads online**
- **Put on Facebook**

**Automation and a VA
does the rest.**

- Buyers Call  PatLive
- You or VA call buyers with big down payments and sends to house and follows up the next day.

**No need to show houses or
waste time with worthless
suspects.**

**“The Less I Do
The More I Make”**

Ron LeGrand

Links to Download

- Powerpoints
- Scripts
- Property Information Sheet
- My Audio and Digital Book
- Training Videos

www.RonLeGrand.com/Downloads

Questions

Ask@RonLeGrand.com

24 hours to submit