

Broward Real Estate Investors Association Presents:

Realtor-Investor Conference

**Part 1 - Fourteen (14) Ways Buy Properties With No
Money, No Credit and No Risk**

Part 2 – Realtor/Investor Super Tool

**Part 3 – Five Ways for Realtors to Legally Make 20%+
Fees and Commissions on Regular Deals**

June 25th, 2009

-WARNING-

The material in this text is for educational purposes only and should not be construed as legal advice. Consult with an attorney or CPA if you have legal or accounting questions.

First – Housekeeping:

Please - Cell Phones Off/Vibrate,

No Questions until I ask for them!

**I'll have a copy of these “notes” online for
you.**

Who am I?

What is BREIA?

Why Does it Matter to You?

***“Discover how to earn a lot more money
legally and work less(?) at doing it!”***

Part 1 of This Seminar

Fourteen (14) Ways to Buy Properties with No Money, No Credit and No Risk

1. “Subject To”

“Subject To” is where a property is purchased by assuming the monthly payments of the mortgage holder – NOT the liability of the mortgage.

Example: Sales Price is \$240,000 and seller owes \$240,000. At closing the buyer takes over the payments on the first mortgage, the seller gets nothing and the buyer only needs closing costs to own the property. Seller may even bring closing costs to the closing if asked!

The mortgage guarantor may or may not be the Owner of Record of the property.

The liability of the mortgage payments remains with the guarantor of the note or deed of trust.

“Subject To” is NOT ILLEGAL despite what you may have heard – doing a subject to sale could “activate” the “Due on Sale Clause” in every mortgage. However, this is contract law and not civil law – there is no “Due on Sale Jail”.

A homeowner can transfer his property into a Trust and legally not trigger the Due on Sale Clause under the St. Gaudens Act.

No credit check or other requirements to take over mortgage payments.

“Why would a homeowner do a Subject To sale?” –

Seller is MOTIVATED!

What is “Motivated”?

“I want to sell “Yesterday” – “Wants to” but doesn’t have to sell.

“I need to sell “Now” – “Needs to” Sell ASAP

Advantages to Homeowner – sell property quicker, **may or may not pay commissions to a realtor**, takes away burden of mortgage payments, homeowner still gets interest charges credited to him at year-end for IRS purposes, no other maintenance costs for the seller.

Disadvantages to Homeowner – if mortgage payments are not made the result is foreclosure, if payments are made late the result is bad credit, no longer have ownership in the property, loan could be called and foreclosed if payments aren’t made, insurable interest is limited or non-existence.

2. Owner Financing

In this process the seller (deed holder) takes back a first or second mortgage in the amount agreed upon by the buyer and seller.

Example: Sales Price is \$240,000 and seller owes nothing (free and clear). At closing the seller gets a first (senior) mortgage from the buyer for \$240,000 and the buyer only needs closing costs to own the property. The seller may even finance these costs into the closing.

Advantages to Seller – rapid sale of the property, income from mortgage higher than bank rates, ability to take property back if payments aren't made, eliminates burden of mortgage payments, equity in the property produces income, no realtor commission

Disadvantages to Seller – No or less cash that may be needed to do something else, he/she is still attached to the property, collection of payments

IMPORTANT NOTE – REO properties are now being financed by the selling lenders with usual buyer qualification and **agents get a commission on the sale**. AT least one bank is doing 100% financing for investors.

3. “Subject To” + Owner Financing

This combination process includes “Subject To” financing with the existing mortgage on the property AND with the seller taking back a Second Mortgage (junior lien) for the rest of the purchase price.

Example: Sales Price is \$240,000 and seller owes \$200,000 to a conventional lender. At closing the seller gets a second (junior) mortgage from the buyer for \$40,000 and the buyer only needs closing costs to own the property.

This is the most used way to transfer properties to investors who want no money in the deal but want title to the property!

Advantages to Seller – rapid sale of the property, income from mortgage higher than bank rates, ability to take property back if payments aren’t made, eliminates burden of mortgage payments, equity in the property produces income, no realtor commission

Disadvantages to Seller – No or smaller cash that may be needed to do something else, still attached to the property, collection of payments

4. Assignment of Contract

Once a Purchase and Sale Agreement is in place with a seller, this contract can be assigned or “sold” to another person or entity that will close in the shoes of the original buyer and with the same contract terms.

NOTE – all contracts are assignable in Florida UNLESS they specifically state that they are not assignable in the document.

Advantages to Seller – Next seller has same terms agreed to previously and there is a better chance of closing,

Disadvantages to Seller – NONE except for possible buyer’s remorse because the property was resold “instantly” for a higher amount!

Realtor’s Resistance – “I don’t want anyone to know the property was worth more money and I didn’t get a commission on the higher price!”

NOTE – Remember - you don’t get paid unless it closes, simply write in a clause about getting paid commission on any Assignment Amount!

“Deal Killer Deposits”

Too often realtors ask for unreasonable deposits (5% - 10%+). These are deal killers not because the buyer is unwilling to put up the money but because he is fearful of losing it for no fault of his own.

Realtors justify these high deposits by saying the buyer must be committed to the purchase and the high deposit does just that. **Actually the listing agreements almost always entitle the agent to ½ to all of the forfeited deposit – so the larger motive is commissions.**

The buyer has an inspection period and a contingency for financing that should get his deposit back if he is unwilling or unable to close. However,

As investors, we strive to get a minimal deposit with the seller and on the Assignment of Contract we strive to get the highest possible deposit with no contingencies for financing and a short inspection period.

Example – Seller gets a \$1,000 deposit for his property. We resell by assignment and get a \$5,000 deposit. If our buyer defaults we may or may not close, but still make \$4,000 even if we don't close.

5. Option Contract

An Option Contract is a contractual agreement between a seller and buyer that stipulates a future purchase or “strike” price, length of the option, terms of the purchase and option consideration (\$100) for a specific property.

Example: Homeowner (Optionor) has his home listed for \$500,000 but is willing to take \$455,000. Investor/realtor (Optionee) offers an option for \$455,000 and finds a buyer for \$490,000. A Memorandum of Option Contract is filed in the public record. The seller closes with the buyer directly (no seasoning issue) and your profit comes on the HUD Statement as a Release of Lien. The investor has an equitable interest in the property so the profit is NOT a commission.

Many of the largest commercial real estate transactions have been done as exercises of option contracts.

Advantages to Seller – Property gets sold at specified terms and quickly, commission goes to the listing agent for the property at the close for the purchase price.

Disadvantages to Seller – NONE except buyer’s remorse because the property was resold for a higher amount – disclose this at the signing of option!

6. Beneficial Interest Transfer

A “Beneficial Interest Transfer” is where the beneficiaries of a Land Trust sell, convey and transfer their ownership of the trust to another or other parties for cash or terms.

Example: The ownership of a property is transferred into a land trust by a “Deed to Trustee” from the seller to the land trust. The Deed to Trustee is recorded in the public records. The land trust now owns the property, but the Beneficiaries of the trust own the land trust. The Beneficiaries can at any time transfer their ownership of the trust to anyone and there is NO change in the ownership in the public records.

Land trusts have been proven in the court system for over 150 years where LLC’s are fairly recent and are still making their way through the court system.

The major reason to use a land trust is to substantially reduce or eliminate liabilities associated with the property. Trustee or beneficiaries are not responsible for general liability and the only asset is the property in the trust.

7. Lease Option Contracts

Lease Option Contracts are contracts that offer the owner the ability to lease a property to a perspective buyer and have an option agreement with the tenant to purchase the property in the future. The perspective buyer is only a tenant until such time as he exercises the option contract and purchases the property.

Example: A homeowner finds a perspective buyer who has poor credit, lack of funds to close, and/or no down payment. The homeowner leases the property to the perspective buyer (tenant and Optionee) until the lease and option expire or the option is exercised.

Second common usage – property was purchased less than 90 days ago and seller has a buyer who needs conventional financing. Lenders won't finance for 90 days “seasoning” after the closing date of the last sale. Seller does a lease option to the buyer for 60 - 90 days and then sells conventionally to the buyer who can now get funding.

An investor can get a lease option from a homeowner and re-lease and re-option the property to another Optionee. **Thereby making money on the lease income and on the option exercise when the tenant exercises the option contract. Realtor's commission could be paid at signing of lease-option.**

One Lease Option Doc or Two?

While I have been telling people about the **benefits of two documents**, there are a few attorneys out there who insist it doesn't make a difference, so you decide:

Scenario #1 - If the homeowner wants to get a tenant (Optionee) out of the property and he has two agreements, the homeowner can start a simple eviction and remove the tenant from the premises. The option agreement becomes null and void and the **Option Consideration (NOT a Deposit) is forfeited.**

Scenario #2 – If the homeowner has one agreement for both the lease and the option consideration, the courts have favored the tenant and said that the lease payments are actually principal payments and reduce the strike price of the option. In most cases a foreclosure proceeding must take place to remove the tenant instead of an eviction. **The option consideration is likely to be construed as a deposit and is refundable to the tenant.**

As an Investor who is looking to re-lease option a property so there is no money or risk in the deal, a single contract from the homeowner and two contracts with the tenant is ideal.

8. Notice of Interest

A Notice of Interest is a document filed in the public record that “proclaims” that you have an equitable interest in the subject property.

It does not have to be signed by both parties of the first agreement that was originally signed by both parties.

This “equitable interest” could be for a Purchase and Sale Agreement, Option Contract, Partnership Agreement or even a Lease.

Under the terms of the agreement you have with the homeowner, your equitable interest is “extinguished” once the terms of the Agreement or Contract are fulfilled (i.e. the property is sold, the option is exercised, the partnership Agreement is concluded, or you have abandoned the lease.

The Notice of Interest is a lien on the property and can only be “discharged” by a release of lien from the party on the Notice of Interest.

This Notice of Interest can be transferred or sold without the property being transferred. All contracts or liens can be assigned (sold) in Florida unless specifically excluded from doing so in the document itself.

9. Memorandum of Contract

Essentially a “Memorandum of Contract” is a Notice of Interest in the public record **with one major exception** – the signatories on the Memorandum are all the parties that are subject to the terms of the original contract.

The parties to the contract have no defense that they were “Unaware of the notice in the public records” since they all signed it.

The power of Notices and Memorandums recorded in the public record is so great that the FAR/BAR contract and the FAR contract do not allow the recording of these instruments as related to each specific FAR/BAR or FAR contacts.

You can overcome this exclusion by writing in the “Special Clauses” or “Addendum Section” the ability to record it in the public record.

Investors typically charge a “Document Prep Fee” to sign a Release of Lien when needed by another buyer – The amounts can range from \$500 to \$45,000 depending on the potential profit in the property.

10. Part 1 - Double Closing

A “Double Closing” is actually two separate closings with the end result being the original seller comes to the closing table to close and does so with the investor buyer. However, there is another step that takes place first.

Step #1 – The “end-buyer” or final owner of the property comes to the closing table and signs all the necessary documents and pays for the purchase with cash that is held by the closing agent for the second part of the transaction.

***If the end-buyer is using conventional financing to purchase the property, the transaction is an illegal “flip” and could be considered bank fraud (federal crime).**

Step #2 - All the documents are signed by the buyer and seller and the seller goes away with the check for the proceeds of the sale. **The buyer goes away with a deed to the property and a title commitment or a Title Policy if he has the “B-1’s” Deleted.**

NOTE - “We usually always double close if the profit on the transaction is greater than \$20,000 net profit to us (investor).”

10. Part 2 - Simultaneous Closing

The following is my definition of a Simultaneous Closing because some attorneys refer to it as a seller-financed mortgage as one closing happening at the same time as the second closing for the sale of the property.

A “**Simultaneous Closing**” or a “Back-to-Back Closing” is actually a double closing where the three parties (seller, investor, and end-buyer) all are at the same closing table at the same time and each party knows what the other is receiving or has paid.

Because of fraud issues, some title companies will not close or issue title insurance on simultaneous closings. There is no legal reason for them not to do so, find another closing agent if you have a problem.

11. Vesting at Closing

Vesting at closing usually involves using a land trust as the vehicle that is purchasing the property and just prior to the closing, the Beneficiaries of the land trust are assigned or re-designated. Prior to that time, the Beneficiaries were not designated by the trust, or the only Beneficiary was the Trustee. The trust document specifies that the Beneficiaries will be designated when the trust is funded with a property in exchange for funding of its purchase.

This method of having another buyer close on the property is fairly recent in the investment arena and is being used predominately by investors doing REOs. The issue is that the “selling investor” must get paid for the installment of the new Beneficiaries or he will not make any money on the transaction. **This fee will not show on the HUD-1 closing statement so the additional purchase amount will not be covered by the title policy issued by the closing agent.**

This is **not the same as an Assignment of Beneficial Interest** as discussed previously. In the Assignment, the beneficiaries actually sell their rights and interest sometime in the future, after the closing.

12. Partnership With Seller

Partnering is where the investor signs an agreement with the seller to get an equitable interest in the property in exchange for a portion of the “profit” when the property is sold.

The terms can vary greatly, but usually the investor contributes “sweat equity” in exchange for an interest in the property. An amicable price is determined between the seller (homeowner) and a determination is made about who pays for materials and labor.

For Example: **A property could sell for \$250,000 if it was in move-in condition and more if the needed rehab was of a high quality. The homeowner has only had offers in the \$50,000 - \$60,000 from investors and no better offers from his MLS® listing.**

An investor could offer a Partnership Agreement that stipulates the homeowner advances the material cost which will be refundable at the closing. The investor does the work or hires a contractor. And pays for the labor himself. At the closing, the net profit is divided by 2 (50%/50%) in the **following manner (next page):**

Example of a Partnership Profit Split

Sale Price	\$252,500
Mortgage payoff	\$ 0 (for brevity)
Proceeds after closing costs	\$250,000

Price Agreed upon by Seller and Investor as the “Fair Value” of the property before rehab

\$75,000

Expenses

Materials (reimbursed to Seller)	\$25,000
Labor (reimbursed to Investor)	\$10,000
Total Expenses	\$35,000

Profit Calculation

\$250,000

Less “Fair Value”

\$ 75,000

Less Total Expenses

\$ 35,000

Gross Profit

\$140,000

Proceeds to Each Party

\$ 70,000

Homeowner gets \$75,000 (Fair Value) + \$70,000 (extra profit) + \$25,000 (refund) = \$170,000

Investor gets \$70,000 (profit) + \$10,000 (refund) = \$80,000

Investor’s Funds Needed = \$0.00 if he uses OPM or has homeowner pay labor & materials

13. Other Peoples' Money

Using Other Peoples' Money ("OPM") is one of the greatest leverage tools an investor can use. He simply solicits:

Friends

Family members

Work Associates

Anyone and Everyone he comes in contact with to raise \$MONEY\$

The deal is that the person doing the funding gets a note on the property or the actual deed and a partnership agreement that gives the "lender" simple interest on his money or a minimal return PLUS some part of the profit.

Here is what we say "typically" we offer 6% simple interest only, paid monthly or 8% simple interest paid at the sale of the property.

For example for a \$100,000 loan the lender has a choice of

A. $\$100,000 \times 6\% = \$6,000/12 = \$500$ per month, or if 8% at closing =>

B. $\$8,000/(12 - \# \text{ of months})$ at the closing = \$4,000 for 6 months.

14. Escrow the Closings

Escrowed Closings are also known as a “Staggered Closing” the actual closings take place at one or two closing agents occasionally on the same day but usually on different days.

For example: The property’s Buyer comes to a closing and brings his funds (cash buyer – no contingencies for financing) and he signs all the necessary documents. The closing agent “escrows” the funds and the documents and waits for the Seller to come to another closing which may be at another closing agent. At this time the Seller signs his documents and leaves to wait for the proceeds of the sale to be sent to him or he will pick up a check in the next few days.

The two (or maybe one) closing agent(s) coordinate each of their sides of the closing and simultaneously “exchange” the documents and funds. Seller is paid out, investor is paid and Buyer receives title to the property.

If you are wondering who in the world would do this -

All real estate transactions in California are closed in this manor. Here we can work with all motivated Buyers and Sellers who trust attorneys.

Our Biggest Issue in Closing Deals?

In the past year, closing agents have been reluctant, or have actually said “NO” to closing transactions where the net profits to the investor was TOO LARGE!

It is not a legal issue, but rather a title insurance issue. Title insurers are afraid of fraud and just won't issue title insurance.

What is “TOO BIG” a profit?

Example of a Mentor Student's First Deal in 45 days (two weeks ago)

Homeowner asking \$275,000, 3/2/2 lakefront - Weston

Property was not listed because they didn't want to pay a realtor's commission

Active comps in the area range from low of \$290,000 to \$395,000 and this property is lakefront, the others are not.

So what is it worth?

\$275,000?

\$300,000?

\$325,000

\$350,000?

Built in 1988 & 2,100 Sq. Ft.



Repair Costs Should be \$30,000



To Recap:

Owner wants \$275,000

What Would You Offer?

We offered \$75,000

We paid \$120,000

Estimated profit on a “quick” sale after repairs is –

\$300,000 - \$150,000 = \$150,000

P.S. *We have three buyers for the property*

What's Our Motive?

“We want to do partnership deals with realtors and Mentoring Students to do legally-profitable transactions that otherwise would have been unattainable to you!”

First Drawing Contains:

1. “Magic & Power of Lease Options -
\$147 Value
2. “Lease-Option Auto-Calculator” -
\$137 Value
3. Two CD’s “Doing 90 – 100 Deals a
Year” - \$97 value

Total Value of the Above Software =

\$381!

Part 2

How Realtors Can Find “Invisible” Deals They Can’t See on The MLS®

A few weeks ago a realtor in the business for over 30 years said this about XimaUSA.com.

“It’s Like a Slot Machine That Won’t Stop Spitting Out Money”

He went on to say that he was making a “killing” in commissions on short sales sales that were taking him less than 5 weeks to complete at a full 6%!



www.ximausa.com

Second Drawing

1. Lease-Option Auto Calculator –
\$137 Value
 2. “75+ Property Management & Eviction
Docs” - \$397 Value
 3. “Required Florida Docs” - \$299 Value
 4. “Doing 90 – 100 Deals a Year” – \$97 Value
- Total Value \$930!**

Part 3

Five (5) Ways to Earn 20% Plus Fees as Realtors

**How Many People Do
Not Believe There are
Five Ways to Make
20%+ “Commissions”
or Fees?**

Method #1* Rename the Commission

Property purchased for \$14,000

Commissions to realtor \$6,000

Net Proceeds to Bank \$5,140.47

Commission = $\$1,856.25/\$14,000 = 13.25\%$

Bonus Commission = $\$3,000/\$14,000 = 21.43\%$

Referral Fee = $\$393.75/\$14,000 = 2.8\%$

Processing/Management Fee = 5.36%

Total "Commission" = $\$6,000/\$14,000 = 42.85\%$

L. Settlement Charges				
700. Total Sales/Broker's Commission based on price	\$14,000.00	@ % = \$1,856.25	Paid From	Paid From
Division of Commission (line 700) as follows:			Borrower's	Seller's
701. \$731.25	to Coldwell Banker		Funds at	Funds at
702. \$1,125.00	to Coldwell Banker		Settlement	Settlement
703. Commission Paid at Settlement			\$0.00	\$1,856.25
704. Bonus Commission	to Coldwell Banker			\$3,000.00
705. Referral Fee	to Coldwell Banker REO Division			\$393.75
706. Processing/Management Fee	to Coldwell Banker REO Division			\$750.00
800. Items Payable in Connection with Loan				

***Example of "Multi-faceted" Commission Structure**

How Much of The Commission Did You Get on the Purchase/Sale of a REO?

Did you get 5% or 6% and divided that with your Broker?

Did you even know there could be much more money in the deal?

Have you had a client not get a REO property when you offered more than was accepted?

What's was so Special About #1

Final Judgment amount was \$200,000+

Reduced a few times in price, but

it had \$200,000 in City Liens which stopped all but a few investors from making an offer

As investors we got the liens reduced to \$520 and paid by the seller at closing

This is one way we “Create Equity”

***Property flipped for \$11,000 PROFIT
in 50 Seconds***

with no closing costs on the sell side.

So What?

So we flipped the property for an \$11,000 profit what about the

poor devil that bought it?

Rehab will be completed in 5 weeks at a total cost of \$29,000

With original purchase price (\$25K), repairs (\$29K) and carrying costs (\$11K) total investment will be about \$65,000 =>

Expected Profit = \$60,000+

Method #2* Dual Commissions

Property purchased for \$15,000

Commissions to realtor \$5,500

Net Proceeds to Bank \$1,723

Commission to Seller = $\$2,500/\$15,000 = 16.67\%$

Service Fee to Buyer = $\$3,000/\$15,000 = 20\%$

Total "Commission" = $\$5,500/\$15,000 = 36.67\%$

L. Settlement Charges		4/17/09 4:03 PM	File Number: tct099851	
700.	Total sales/broker commission	based on : \$15,000.00= \$2,500.00	Paid From Borrower's Funds at Settlement	Paid From Seller's Funds at Settlement
	Division of commission (line 700) as follows:			
701.	\$2,500.00	to Williams and Williams		
702.				
703.	Commission paid at settlement	\$2,500.00		2,500.00
704.				
705.	Service Fee	to Williams and Williams	3,000.00	
999.	Items payable in connection with loan			

***Example of Buyer and Seller each paying a commission**

What's was so Special About #2

Property was a 4/2 with a basement

1,200 sq. ft. CBS in Ft. Lauderdale

Most recently listed on the MLS for \$90,000

Final Judgment amount was \$200,000+

Reduced a few times in price, but

**did not sell so our offer was accepted for
\$15,000**

***Property flipped for \$21,000 PROFIT
in 32 hours and with 3 backup offers.***

Don't Believe it Had a Basement?



So What?

So we flipped the property for a \$21,000 profit
what about the

poor devil that bought it?

Rehab will be completed in 7 weeks for a total
cost of \$20,000

With original purchase price (\$38K),
repairs (\$15K) and carrying costs (\$8K)
total investment will be about \$61,000 =>

Expected Profit = \$50,000+

Method #3

Controlling a Property With an Option

1. Buyer wants a property in a specific neighborhood and under \$600,000
2. We do a search in the neighborhood for listed properties on Realtor.com and look at the FSBO's available by driving the neighborhood.
3. We find a listed property for \$499,000 that fits the buyer's criteria
4. We approach the listing agent/broker and offer a 60 day option contract on the property for \$455,000. Property had been on the market for 100+ days and NO offers & agent is about to lose the listing.
5. We meet with seller, his attorney and the agent to discuss how options work.
6. Agent is only concerned about his commission. Seller is concerned about selling the property furnished and offers us 50% of whatever we get for the furniture. Attorney is OK from the start and wants to see the Agreement.
7. We show property to buyer who loves it. He signs a contract with the seller and at closing we do a "Release of Lien" fee of \$44,000.
8. Seller is ecstatic, agent earns \$22,750 (5%), buyer is in love with the property, and we walk away with a nice profit – all is well.

Method #4 - Partner With Us

1. Realtor/broker finds a deal and sends it to us to buy/sell.
2. We close the deal with the seller and sign a Partnership Agreement with the broker for a 50%/50% split of the net profit.
3. We sell the property for a \$21,000 profit and from the proceeds at the closing, we give the broker his 50% or \$10,500 profit
4. Agent would have earned $5\% \times \$15,000 = \750 on the original purchase price, instead he earned \$10,500 as our partner!
5. Broker's name and firm do not show anywhere in the transaction.

Which would you rather have –

\$10,500 profit or

$\frac{1}{2}$ of a \$750 commission = \$375?

Method #5 – Mark it Up

1. Most often the way wholesale deals are done with investors is to have another wholesaler either split the “profit spread” or have the second wholesaler “mark up” the property.
2. Just last week we had a realtor call inquiring about a property we had for sale for \$40,000. Our profit spread was \$10,000 in the deal so we were not willing to split our spread with him.
3. We told him to mark it up and we would honor his price.
4. He marked it to \$50,000 and we sold it to his cash buyer and gave him \$10,000 at the closing.
5. He received a 20% “Partnership Distribution” for the sale that he would otherwise have received $6\% \times \$40,000 = \$2,400$.

Method #6 – Partner with Seller

In the past I have worked with three realtors (all female) who:

1. Found Investors who wanted to be in real estate but didn't want to do anything but invest funds (doctors, dentists & other professionals)
2. These realtors worked with rehab crews who were reliable, fast, and did good work at a fair price (even easier to find now)
3. They called me for wholesale properties that needed rehabbing with good equity potential
4. The realtor had the "investor" buy the property - NO commission
5. However, the realtors signed partnership agreements and listing agreements with their investors to "split" profits (50/50 or 60/40 to Agent) on a \$50,000 Net Profit = \$25,000+ to Agent
6. They supervised the rehabs for a Management Fee of 15% of the gross costs (usually \$30,000 to \$50,000 or \$4,500 to \$7,500 to Agent)
7. Received the full 6% commission for the sale of the property (on a \$200,000 property = \$12,000 to the Agent)

On this property Agent received \$25,000 + \$7,500 + \$12,000 = \$39,500 = 22.25%

What About You – Can You Do This?

Probably Not!

Your belief system doesn't allow you to believe you can! Otherwise, you would already be an investor!

Why Aren't You an Investor?

FEAR of Losing Money?

FEAR of Getting “Stuck” in a Property?

FEAR of Violating the Law?

FEAR of Not Knowing What to do?

FEAR of

“Or is it because of unfounded ideas about what investors do and how we do it?”

Are You Making the Money You Are Really Worth?

Realtor/Investor Comparison

The “Story of John” at www.BREIA.com

“John” did 17 deals at an average profit of \$16,210 for a total of \$275,576

A realtor working to “net” a similar \$ amount at a 100% commission payout at 6%, and an average property price of \$120,000 would have to close 38 sales.

How Does Partnering Work?

We sign Partnership Agreements with investors or realtors and you become anonymous (invisible) in the transaction.

You are guaranteed (by contract) of receiving your portion of the net profit on the deal.

If funds are wired by buyer (usual method) we pay the same day the funds hit our account. If a check is issued, we pay when the check clears.

Recap of What This Was About:

1 - **Fourteen (14) Ways to do Deals – No Money, No Credit, No Risk.....**

All Fears Can be Overcome - NO Excuses

2 - **Five (5) Ways Other Agents/Brokers are Making 20%+ Fees and/or Commissions.....**

3 - **A Powerful Deal Finding Tool called XIMAUSA.com.....**

4 - **How to Make Money Partnering Deals with Us While You Remain “invisible” in the Transaction**

5 - **The Investor Mentality is Different and You Can Become an Investor Partner with Us through our Mentoring Program.....**

Mentoring Student Profile

25% have spent over \$50,000 on their education with national gurus & have not done a deal

30% are absolute newbie's

25% are Real Estate Agents or Brokers

35% have 10+ years experience as investors

**We accept one (1) in three (3) Applicants
so the program is very selective**

100% have a dream that can be achieved –

Financial Independence

Four (4) seats for the June 25th & 26th Program

“If you believe you have what it takes to be successful, take an Application with you, fill it out and send it in!”

Third Drawing

1. “Magic & Power of Lease Options - \$147 Value
 2. “Essential Land Trust Documents”
- \$297 Value
 3. “75+ Property Management & Eviction Docs”
- \$397 Value
 4. Lease-Option Auto Calculator - \$137 Value
 5. “Required Florida Docs” - \$299 Value
 6. “Doing 90 – 100 Deals a Year” - \$97 Value
- Total Value \$1,374**

THANK YOU FOR COMING!

**Join us at the monthly BREIA Meeting at the IGFA
Fishing Hall of Fame off I-95 and Griffin Road by
Bass Pro Shops.**

Doors open at 5:30

Educational Hour at 6:00

National Speaker or Main Topic at 7:30 – 9:00

First 150 people get finger food!

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