"If You Want The Surest Path to Break Through In Real Estate, Then Read This Important Letter Carefully..."

# "How to Build a 6 or Even 7-Figure Real Estate Business..."

Dear Friend,

If you've been looking for the surest path to getting started Investing in Real Estate, and you're committed to doing the work required to make it happen, OR if you're already successful and you're ready to move to the next level, then what you are about to read will be life changing.

This is your chance to have me build your Real Estate Investing business for you, surround you with high-powered, like minded peers to keep you moving forward and on track, and personally train you to run a 6 or even 7-Figure business of your very own.

## Here's Why This is DIFFERENT...

Unlike most so-called "Guru's", who preach hiring staff, getting an office, and paying huge monthly fees in "Magic Bullet" software, mailers, and list fees, I run a lean, profitable business.

Most of my students run what I call a "Lone Ranger Business."

## I call It a "Lone Ranger" Business Because Basically, You ARE the Business.

If you need a wall painted or a lawn mowed, you pick up the phone and call someone, but that someone is NOT a salaried employee, so if you don't have anything for them to do, you don't have any expenses.

No office, so no extra expenses like most businesses start with. And no employees to pay or deal with, so you can get started quickly and without "workplace drama" or payroll hassles.

Heck, that crap is probably *WHY* you wanted to get out of the Rat Race in the first place! I know it was for me.

#### And I'm NOT Going to Be Loading You Up With Busy Work or Long, Boring Hours

Most of my students work 12-20 hours per week, and to be honest, those that work more than that don't make any more than the ones who do.

That's because this is real estate. It works in weeks, months, and years, not in hours or days, so if you're doing it right, there really isn't that much to do.

## So You Can Get Started In Your Part Time and Very Quickly Build a Full-Time Income

You can replace your J.O.B., and spend your time doing what it is you really want to be doing, with the people you want to do it with, not the daily grind.

And once you dump the useless, time wasting stuff so many people fill their days with, it's a simple, straight forward process.

In this "Lone Ranger" business, my students have shown me that they can consistently do 1 or 2 deals per month on average, and still have a fun business and a stress-free lifestyle.

## And You'll Build Your Business Using Two Types of Deals

The first type of deals are what I call "Quick Flip" Transactions.

Quick Flips are just what they sound like. You simply find an excellent deal, Pretty House Retail deal, or Ugly "Junk" House deal, control it, and pass it on to someone else who wants it more than you, usually within 2-4 weeks or so.

No landlording, no rehabbing anything, no financing at all, just tying it up at a great price, and passing it on to someone else for Upfront Cash Profits.

There's very little required from you to do these deals (except a little "how to" knowledge). They are really just a paperwork shuffle, and a service you provide for your Buyers who need a property.

# They Are "Quick", Simple And Profitable

On average, around the country, my coaching Students have shown me that their average profits on one of these deals tends to be around 10% of the value of the property.

Remember, these are generally beginning students, at the start of their careers, NOT super hardcore negotiators or seasoned veterans at the top of their game (like they will be eventually).

They just have some great "how to" training, and they have me there making sure they don't make any big mistakes, and walking them through it.

So feel free to make much more than this on your deals. It's an average, not a maximum :)

If, on average, you make 10% on a Quick Flip type transaction, and you live in a place with a \$100,000 median value properties, you'll tend to make about \$10,000 per deal. A \$200,000 median will tend to make about \$20,000 per Quick Flip deal, \$300,000 median tends to make \$30,000 each... you get the point.

And if you're lucky enough to live in a place with a higher median, your profits per deal will naturally tend to be higher. Your living expenses will also tend to be higher, so you'll need more for the same lifestyle, right New York, California, Hawaii?

Welcome to real life. Live wherever you want.

#### The Second Type of Deal Is a "Value Added" Deal

Value Added deals are deals where you do something to the property to buy it for less, or sell it for more (or, obviously, both – buy for less and sell for more is the whole point, right?).

Now, as soon as I say that, most people immediately think of Rehab deals. Rehab deals ARE a type of Value Added deal, but it's not necessary to Rehab them in order to add value in this market.

But if you're just dying to fix up a house, go for it. It's not horrible, just not necessary.

#### Everybody Should Do It at Least Once In Their Life.

For another example, maybe you get a Short Sale done on the property so you can buy it for less. You don't even have to do it anymore, you just turn them over to someone else, free. Takes about 15 minutes extra of your time nowadays, and the government will pay the Short Sale Agent, so it costs you nothing.

Or maybe you use a Private Lender to fund it, which buys you more time to sell it, so you don't have to sell it to the first person to come along with the cash. Then you can just hold out for a higher price, no repairs necessary.

## By "Adding Value", Your Profits Go Up.

Either way, Value Added deals tend to take about 2-3 months instead of 2-4 weeks, and my students around the country have shown me, on average, that they tend to make about 20% of the value of the property in profits.

So on a \$100,000 house, you'll tend to make about \$20,000 on a Value Added deal. A \$200,000 house will average \$40,000. \$300,000 will tend to average \$60,000 and on... you get the point, right?

So if you're in business doing 1-2 deals per month, and you're making 10% or 20% on each deal then if you're in a \$100,000 area, it sounds like you'll be making \$10,000 - \$40,000 per month. \$200,000 area \$20,000 to \$80,000 per month. \$300,000 area \$30,000 to \$120,000 per month, and so on.

And in practice, it'll probably average out right in the middle- \$25,000 / \$50,000 / \$75,000 per month or \$300,000 / \$600,000 / \$900,000 per year, once

your business is up and running, doing that 1 or 2 deals per month in a Lone Ranger type of business.

## Then You Have A Choice to Make: "97% Automatic Pilot", or "Sky's the Limit"

Once your business is built, you can operate it "as is", put all your systems on "97% Automatic Pilot", keep doing that 1-2 deals per month on average, and enjoy a pretty amazing lifestyle while you have the time to go and do whatever it was you wanted the money for in the first place.

Or, work a little harder, and scale it up to the 7-Figure mark and beyond.

You can also add in Long Term deals, Residential and Commercial, for Cash Flow, appreciation, Net Worth, and tax advantages.

I'm not going to talk about them much here, except to say that *once you're in business* making upfront profits, it's an *easy* decision to NOT sell every one fast as you can.

#### That's the Business I Put People In, And The Results You Can Expect, Once Your Business Is Up and Running.

And putting you in this Business quickly and safely is what my 1-on-1 Coaching Program is all about. So if that sounds good to you, I can help you.

#### BUT THERE'S MORE TO THE STORY.

Getting these amazing results and totally transforming your income and life is – like most things – *harder than it looks*.

It takes time, effort, and energy. So in order for me to really help you, I need to work with you for about a year.

If you're interested in working together...

#### Here's How Your Breakthrough Will Occur...

First, you and I will get together for your initial session on the phone, and I will PERSONALLY map out your Business Plan and Market Area.

You will know *right down to the Zip Code* where you should buy houses, and where it's just a waste of time and money.

This is like getting a 2-5 year "Head Start" over trying to figure this out for yourself, and this ONE THING alone will save you more than the entire cost of your education in wasted advertising and carrying costs, and protect you from buying properties that just won't sell.

#### We Will Be *Looking* At REAL Deals, Right Away On That Very First Day.

If time is a factor for you, then I can't emphasize this enough... you will be looking at potential deals, in YOUR market area, from the very first day.

And if one of them pans out and becomes your first deal, then *you wouldn't* be the first.

Then, with real deals to work on, you and I will implement your business, in your area, including real Buyers and Sellers, leads, calls handled, even my "Stealth Marketing" system, all done for you and ready to go.

I will provide leads in your area, someone to answer your phone for you, someone to do paperwork and other "busy work" for you, etc. so you can focus on doing the deals, and making the profits.

When we're done, you won't just have a head full of great ideas- you will have a complete business, with marketing, leads, Sellers, Buyers, and even real deals READY TO GO THAT VERY DAY..

Bottom line - If you're not already...

# ...You <u>WILL</u> BE In Business That Very Day.

If you *are* already involved in Real Estate, working on deals, then this will likely be the most eye-opening, profit increasing consultation of your career.

I know because of the incredible breakthroughs I've already caused for so many Investors who *thought* they already knew what they were doing.

And that's just the start.

The next thing you need is the **"Tools in the Toolbox".** The "how to" knowledge to do the deals we've found for you.

And before I get into them, I want to make one thing very clear...

#### You Will Have Everything You Need To Be Successful, *Period.*

You will have all the Marketing, Forms, Scripts, Systems, and the Training to make them work for you the way they are designed.

**This not a "Gateway" or "Funnel"** like some so-called "Guru's" have where you buy one thing and all they try to do is sell you the next thing.

I didn't like it when they did that to me, and I will NOT do that to you...

You will have every resource you need to get up and running, flipping houses for cash profits, and add some longer term deals into the mix when you are ready, too.

I'll also give you my **"Jumpstart" Training** on getting started, what to do step by step, and how to actually operate the business I've handed you.

I will show you what to do, then do it with you and for you.

The path will be clear.

There's nothing else for me to sell you except you and I doing deals *together,* and in that case, I actually *pay you* (more on that in just a minute).

Next, **I'm going to "Take You By the Hand"** as you take your first steps with your brand new venture, to make sure you don't make those big mistakes that others make.

And in over twelve years of putting people in business, one thing I've learned is...

#### "It's Easier For Me to <u>KEEP</u> You Out of Trouble, Than It Is For Me to <u>GET YOU</u> Out of Trouble Once You're In It."

And to keep you out of trouble, I'm going to give you three things:

#### 1. Deal Submissions

Before you sign a contract or put up a deposit, *before you do anything you can't take* 

*back*, send me the details of the property and **I will personally look it over** to make sure it's a good move.

This is like having a 17 year "Veteran of the Trade" looking over your shoulder making sure you don't make any big mistakes, and maximizing your profits.

I'll pull the comps, I'll run the numbers, and I'll tell you EXACTLY what to offer and how to present that offer so you CLOSE MORE DEALS.

## And That's Not the Only Benefit...

In practice, I can often double, even triple the profits in my Coaching Clients deals, using tips and "tweaks" I've acquired over many, many deals.

And I can't even tell you how many hundreds of deals I've "saved" for Students that they thought were lost.

#### 2. "Selling" Submissions.

When you're ready to sell, just send me the details and I'll write up your custom marketing plan, complete with the entire marketing message and how to get the word out to the world.

Not only that, I'll tell you how long it's going to take to sell, and what it's going to sell for, so Selling Houses becomes the simple, formulaic process for you that it is for me.

And there's one more thing...

To keep you from losing momentum or falling victim to "Analysis Paralysis" or failing to take action because you're afraid to make a mistake, I've created a...

#### 24 Hour Call-In Hotline and Email

The first thing I want to tell you about that Hotline is this: I am NOT going to answer that phone 24 hours a day! (*That should be no surprise!*)

But with students from New York to Honolulu, Great Lakes to the Gulf of Mexico, it would be ridiculous to tell everyone they have to bend to MY office hours (and time zone!).

Instead, I answer student questions twice a day, every day, first thing when I get into the office and last thing before I leave.

So if you have a question or need me to look over an ad, sign, idea, whatever, simply give me a ring or send me an email and I'll get you your answer as soon as possible.

What this is really about is giving you access to me and my experience as much as possible, to keep you on track and motivated, mixing it up and doing deals without feeling lost or alone, or wasting time searching for the answer to simple questions.

#### So I'll Be Putting You In Business Right Away, Giving You Everything You Need to Be Successful, And Making Sure You Don't Make Those BIG Mistakes That Take People OUT of Business...

...Right Away.

Then, in the ongoing Monthly Coaching, I will personally coach you to operate your business at a higher and higher level.

#### And When I Say "I Am Going to Coach You", I Mean "I" Am Going to Coach You.

You're in good hands. Your Coach will be ME personally, (not some cubicle jockey sitting in a boiler room in Utah somewhere reading you lessons out of a book...).

I'll be walking you through the process of "leveling up" your business and life to greater profits and a stress-free lifestyle.

The first time you're going to be hearing from me each month is a LIVE 1on-1 Coaching Call with me personally.

And remember, I'll know everything about your business, what deals you're working on, what offers you've made, right down to the zip code where you're buying houses.

## And Most Importantly, I'll Know YOU, Personally.

So we can cover an enormous amount of very profitable ground on those 1-on-1 calls.

It's also where I can "hold your feet to the fire" and hold you accountable. If you promised me you were going to get something done, I'll be there to make sure *it gets done.* 

The second time you're going to be hearing from me each month is on **a** LIVE Group Coaching Call.

That Monthly Group Coaching Call has two parts...

#### Because If You're Reading This Right Now, I Know Something About You...

You want to know more about the Real Estate Business.

You've got that curiosity, that hunger, and you want to know that you're doing the very best you can with your time, effort, and money.

But I can't let you go out and get distracted by every "bright shiny object" in the real estate world. All that leads to is stress, overwhelm, and stagnation.

So to keep you on track, motivated, and constantly bettering yourself...

# ... I Am Going to Train You LIVE Every Month!

And remember, I can cover more in a single 60-90 minute call than some Guru's cover in an entire Bootcamp, because *no one on the call is a total beginner!* 

Everyone has real deals, real buyers, real sellers, so I can skip the "you can do it" rah-rah *and get right to the meat.* 

And on those calls, I cover the most powerful, most advanced training in the real estate business.

Then, at the end of the training, we open up for questions. First, I answer questions about what I just talked about, then it's open questions about anything you want.

That's a second time for you to ask me questions live each month.

# So you're going to be talking to me LIVE twice a month – about every two weeks.

Then, we have the calls recorded, and we have the recording transcribed, and we post the recording and the transcription into the member's area.

So whether you learn best by participating live, or you like to hear it over and over and

learn by repetition, or you're a visual learning and like to read, however you need it, that's how you're going to get it.

# And Here's a HUGE "Extra Bonus"

Here's a HUGE extra I didn't even think of until a student thanked me for it on our 1-on1 Call together...

We've been posting those trainings into the Member's Area for YEARS! So there's 4+ YEARS of the best training in the business waiting for you in the member's area.

It's all in there, indexed by topic, waiting for you when you need it.

# Remember, You'll Learn More By "Doing" Than You Could Ever Learn From a Book or Training.

All I'm saying is, don't try to do 4 years in 4 weeks, right? It's there for you in the member's Area forever, so there's no rush.

#### And last but not least is my monthly Newsletter.

It's jam packed full of great stuff, but for purposes of what we're talking about here today, the best part is probably the **Monthly** "**Gold Marketing**".

If you want more leads, or you just want more ways to get more leads (some people just like seeing how all the pieces of the puzzle fit together), every month there's a marketing piece for you to test.

Test it out for yourself, if it works, keep it, if it doesn't, dump it... that's how you build your business to where you want to be...

#### With MORE Deals Than You Can Reasonably Do.

And that IS where you want to be- MORE deals than you can do, not "enough" deals. "Enough" deals is what drives smart people to do dumb things.

"Enough" deals is what makes people throw good money after bad, pay too much, and all the other mistakes you don't want to make.

You always want MORE deals than you can reasonably do so you never have to feel bad about passing on a deal if it gets to be a pain.

Flip the "skinny" deals to your so-called competition to pay your business expenses and provide you with an Executive Level Salary, while the best deals make you truly rich.

#### So You Can't Get Too Far Off Track Before You Hear From Me Again, And I Can Set You Straight!

The LIVE 1-on-1 Coaching Call, the LIVE Group Call, the Trainings in the Member's Area, the Newsletter... PLUS any Deal Submissions, Selling Submissions, or Hotline Questions you send me, PLUS any Partnership Deals we do together (I'll tell you all about that when we talk).

And this doesn't include the networking and Joint-Venture possibilities that can come from a high-powered group like this.

I can name several big-time deals that resulted from members who never would have met if they weren't a part of it.

# Before You Apply, Let Me Be Totally Honest:

This is definitely NOT for everyone. If you don't intend to use this hands-on training to build yourself to a high Six- or even Seven-figure business, don't bother to apply. I won't approve you in that case, anyway.

# <u>This isn't cheap.</u> It isn't ridiculously expensive or anything... there are definitely more expensive programs out there... but it ain't cheap.

It isn't a huge amount of money, but it IS enough to keep the freebieseekers, whiners, and the knuckleheads at bay.

#### You'll appreciate that when you meet your fellow Coaching Students.

And if you *are* committed to changing your life and income, then you'll be glad to know **I've created an easy payment plan that anyone- anyone who's** *serious-* can handle...

It truly is a drop in the bucket for the right person who can take the step-bystep plan I customize and hand to you and put it to work in their marketplace. I've seen too many people try to save on their education, and lose many times that in botched deals and poor (or no) results. Not to mention the stress and heartache of not knowing what to do to fix the situation.

Especially when this entire program will cost you LESS than the closing costs of one average deal you do without my help, less than the points and loan fees you pay for a loan if you're still borrowing money from banks, less than the closing costs you OVERPAY because you don't let me verify you filled out the contract properly.

#### And it's a fraction of one completed deal, of course.

Let's see, what else... Oh yes, you'll be asked to share what's working for you with the group (just as your fellow Members will be required to share their secrets with YOU).

Plus, you'll be required to implement what you learn fast, and share your results with me, so I can help you take your results to a higher level. (To be read : "You gotta work".)

You don't have to be in business already, but you DO have to have some momentum.

## ...But you can't just sign up.

I've created an application process to filter out any tire-kickers or flakes.

Here's how it works:

- 1. You'll see a link to the application at the bottom of this letter. Click it, and fill it out honestly.
- 2. After you fill it out, I'll review it personally.
- 3. If I think we "might" be a fit, I'll have my wife, Laura, reach out to you and schedule a quick 15 minute call so she can answer your questions (and ask you a few more, as well).
- 4. Assuming you both think we're a good fit, Laura will then schedule a call between you and me personally.

5. That call will be maybe 30 minutes, and if I think we're a good match, I'll invite you to participate.

You have to fill out the application because I want to know that you, your personality and your business goals are a fit BEFORE I accept you, and that I can truly help you, as well.

So if you'd like to have your business handed to you on a silver platter, then be coached

by an experienced, self-made success, while surrounding yourself regularly with a high-powered group of like-minded friends, peers, and potential partners who are ready to take their business to the next level, then fill out the application below, and we'll see if this is a fit.

But don't wait...

#### TIME IS A FACTOR

This opportunity is extremely limited because...

There are only 6 spots remaining.

I can only handle bringing on 6 more members because of the One-on-One nature of this Program. I wish I could work with everyone, but there are only so many hours in the day.

And this letter will be going out to my entire database of customers. In fact, if you're reading this, *then it's already been sent.* 

With that said, know that the window of opportunity won't be open long.

So if you feel like this is right for you, click the "Apply Now" Button below and fill out an application before the 6 remaining spots fill up and you miss out on this opportunity for good.

## **CLICK HERE TO APPLY NOW**

This is for people who are not content with where they are now and know with a little help they can make a quantum leap!

If you think you're a fit, please click the link and fill out your application right away. I expect the slots to be filled almost immediately as this letter gets out.

Thanks for taking the time to read this letter, and I look forward to seeing you soon!

All the best,

ason loucks

Jason Loucks, Real Estate Trainer, Mentor, and Coach

**P.S.** You're probably wondering a few things.

First, you might be thinking, "If he's only taking 6 more people, this has GOT to be expensive – like \$20,000 or something.

Makes sense.

But it's nowhere near that. It's not even half of that.

Which might make you wonder, "Then why's he doing it? Seems like it's not that much money! Why is he doing this if it isn't going to make him a gazillion dollars!?"

Well, the thing is, this program is something I call an "Elective".

Meaning, it's not something I have to do, it's a project I <u>elect</u> to do... because it's FUN!

#### Here's the deal....

The reason why I work one-on-one with students, and help them start a new era in their business and life, is *because I do 50/50 Partnership Deals with students all over the country.* 

It's *the best possible way* I know to get them *fast results*... using MY expertise and experience, and yes, my resources (I'll tell you all about it when we talk).

The benefit for you is that this gives you Instant Confidence to look Sellers, Buyers, Agents, everyone in the eye and honestly say, "Yes, we do those kinds of deals, and YES, we have the cash to close."

And it's my way of expanding my reach without expanding my hours, advertising, employees, overhead, that kind of stuff. So you'll be glad to know <u>I</u> practice what I preach.

So I can walk you through your deals, doing the type of stuff I'd be doing ANYWAY, while also getting to teach people the business which I love to do.

That's why I created this One-on-One Coaching Program... Because I like doing it.

Anyway, that's the "inside scoop". My "hidden motivation" if you will.

Imagine. Imagine the freedom to help people change their lives, and do real deals with cool people just because it's FUN. Pretty sweet!

So if you want in, APPLY HERE ASAP. The remaining spots will definitely fill up fast.