

Buy and Sale (Flip) Properties For Insane Profits
Using Other People's Money Without using any credit, loans
in any market and never leaving your house

HOW TO MAKE \$10,000 IN 60 DAYS

Zero Risk REAL ESTATE Investment Strategy

P. JAMES HOLLAND
Internet Lifestyle Designs - Book 2

Real Estate:\$10k In 60 Days Or Less - Zero Risk Investment Strategy

by P. James Holland

Table of Contents

Introduction

What you will learn

Quick Disclaimer and Housekeeping

How Did I Discover This Brilliant

Method?

**How I did everything wrong and still
closed my first deal For \$9,000 Profit**

**Top 7 Common Real Estate Myths -
Busted**

The Most Popular Methods

The New C.P.R. Method

Capture

What most people do

Better Than What Most People Do

Which one is better than all of them?

Contact

Contract

Promote

What Most People Do

Better Than What Most People Do

Which One Is Better Than All Of Them?

Partner

Package

Relax, Receive, Repeat, Repeat...

Common Mistakes and Final Notes

About the Author

Resources

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INTRODUCTION

Earn \$10,000 in Less Than 60 Days From Today

Yes, you heard it right! You can actually earn \$10,000 in 60 days or less in real estate. You might be really curious what system I used, in order to make \$10,000 in just 60 days? Well, I'll answer your every question in this book. Just continue reading!

No matter what the market is doing, no matter where you are in the world, I'm going to show you the exact process I used over and over again, to make at least \$10,000 in less than 60 days **without** using any of my own money or credit and I am also going to show, how you can do the same.

Stick to this book until the end and you can go out and start using the same process by tomorrow and have a real estate business set up, ready to go! You can start earning checks like \$10,000 or more within 60 days.

\$10,000 is me trying to make it sound more "realistic"

Let me explain...

In all honesty, you will likely earn way more than \$10,000. But if I put in numbers like \$23,000 and \$40,000 in 21 days (actual deals I have done) it will sound too unbelievable. That is why I just said \$10,000 so it sounds little more reasonable. **But realistically, if you follow this system, you are going to make a lot more than that.**

What You Will Learn

How you can start today with no experience or money and make \$10K in less than 60 days?

It doesn't matter if you have been in real estate before, you have any previous experience or if have never purchased a house or signed a contract yourself... you can still make this work. I'll teach you everything that you need to know by the end of this book.

We will talk about:

- Why you should never use your own money when investing
- Why your credit means nothing in this strategy
- Why you should stop listening to news as this works in any market condition (*do not listen to what you are hearing, when you find out exactly how to do this, you'll understand what I mean*)
- You can become a hero and go to person in the market
- The best strategy to get started and build a full business overnight

And much more. Stick with it all the way to the end and all will be explained thoroughly with examples and descriptions.

FOR BEST RESULTS: Read using the kindle app from your computer so on the sections which need more explaining and visuals, you can watch the accompanying video that goes with that section for a more in-depth look at that part of the strategy.

[Go here to read online in the kindle cloud app](#)

[Go here to view the video training](#)

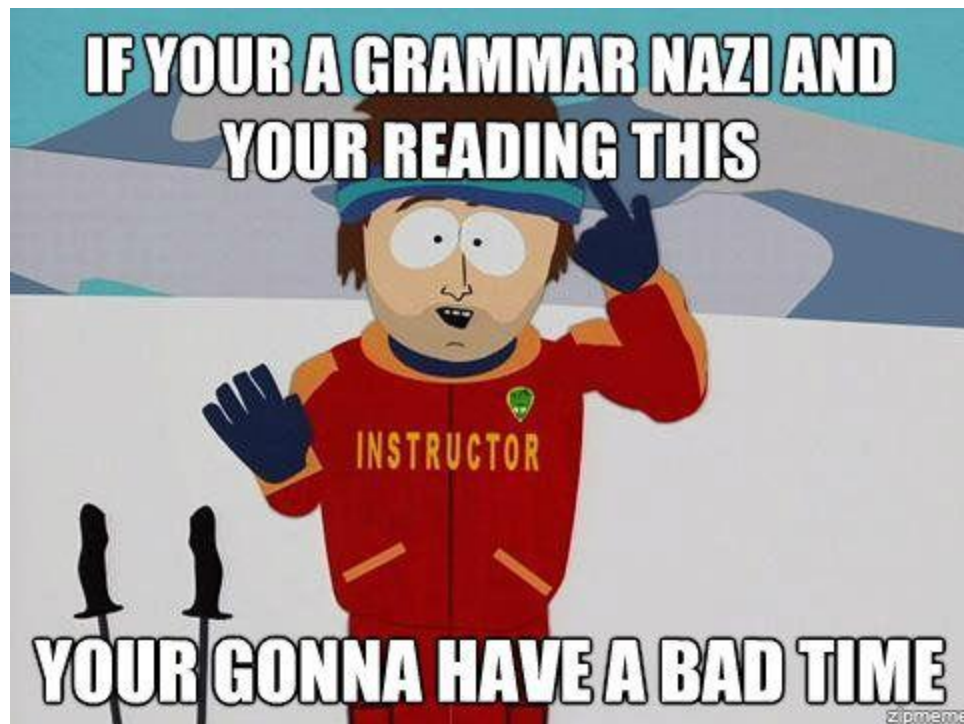
Quick Disclaimer and Housekeeping

I have to say this before we get started. I hate "Grammar Nazi's". You know, those people who know exactly what you are trying to say but insist that the correction needed was so bad that they could not even get the message they came for. Insane!

Listen, I have been coaching and teaching for years now. I specialize in helping people build businesses that change their lives. I help people learn new concepts that they can immediately go out and implement right away to start making an income and add more life to their years.

If you are reading this, you are likely looking for such a change. A change that learning this system will bring. If you will be soooooo distracted by whether I used their, they're, there, your, you're, it, its, it's, whom, who, whose, who's.... that you will not be able to extract the lessons from this book, then please PLEASE just put this book down now and go read Tolstoy or Hamlet or something by some literary genius to get you in the mood.

But,if....your hear too learn, than keep reading. (see what I did there? No grammar nazi could read that last sentence without their head exploding. You must be still alive. Great! Lets keep going)



How Did I Discover This Brilliant Method?

When I first got into real estate years ago, it was when the market was booming. People didn't have to work, or even know the market at all to make any money in real estate. When it was booming all you have to do was, pretty much put the house on the MLS and you will have 50 people fighting for the house the very next day.

You didn't have to learn the marketing strategies or get creative. You just got an agent and put a house on the market and people will be fighting for it.

Then what happen when all that crashed?

Those people who just got in, who never actually learn the craft, started making no money. They did not know how to adjust. They didn't have a system. All they knew how to do was slap a house on the MLS. They never really learned the business. They were making money hard and fast and they got used to it.

Traditional method didn't work anymore

And once the market crashed, that method did not work any longer and they starting blaming the economy and telling everyone, "*Oh, the market is bad, get out, stay away from real estate. You will lose money.*"

This is just not the case. It was just the traditional method everyone were using which didn't really work anymore.

I made less than \$2000 in 2 months in the traditional method of real estate business

So I had to figure out something else. I had a license many years ago in California and it wasn't making any money. When the average home prices dropped to 30 thousand, 40 thousand or 50 thousand you feel like you are making less than minimum wage.

When you are agent, you make 3%. On a \$40,000 house I would be making \$2000 at the time of closing.... IF it actually closes.

Have you have ever bought a house? How long does it take to find your dream home?

On average it takes almost 2 to 3 months. For that two months, you are showing the house, driving people around, looking at hundreds of houses, spending money gas and other expenses. At the end of all that you could barely make about \$1500 after two months of working with a client. So you have to be doing a lot of deals as an agent in a slow market to make money. It's just not worth it.

For me, I got tired, I didn't like it. I could make more money by getting a regular job. If you count the hours spent and the work involved, that's less than minimum wage being an agent.

I did not like that. So it led me to figure out another way.

And what I discovered was this process called **wholeselling**, which is not exactly what most people think it is. So lets make sure you fully understand the process so you can go out that and crush it when you are done reading this book.

VIDEO ONE – WHERE I WAS. [Click here to watch now](#)

How I did everything wrong and still closed my first deal

What you are about to witness is NOT the recommended way to do this process at all. By no means should you try this at home and without adult supervision. I am merely sharing this because I was broke, desperate and with zero resources at all. And at the end of it all I was still cashing a check. This is to eliminate all excuses and roadblocks you may hit. So you understand, with a little creativity, there is ALWAYS a way to make this work.

OLD MLS listing

OLD MLS listing were listings that were on the market for a long period of time. We're talking over 90 days. It means they have been sitting there for a while and they were probably anxious to sell.

My mentality was that if it has been sitting vacant for a long time, it is probably costing the owner quite a bit of money in maintenance fees. Not to mention if the owner has a mortgage on the property. This should make them pretty motivated, and likely to accept a discounted offer. Since my offer may be the only one they have received in months, it might look pretty good.

Secondly, the listing agreement could be about to expire with that agent. Meaning, he may be more anxious to push a sale through before he loses the listing and earns nothing at all. Anything is better than nothing, right?

So what I did was, I found OLD MLS listings and wrote offers on all of them! Every property I could find. I wrote an offer at 60% of the price asking price. I didn't even look at the properties. I just kept blasting out offers to everyone at 60% of whatever it was listed at.

Not a preferred method, but it worked!

They were about three hundred. The reason this is not the preferred method is because your name will be spread pretty fast. You don't want to be known as the guy who is going around low balling all the agents and listings. Pretty soon your name will get around and agents will start to throw your offers in the trash on sight.

Keep in mind this also works better with higher-priced homes. If you have a \$50,000 home and you offer \$30,000 then there really isn't much room for profit in there. If you have a \$500,000 and you offer \$400,000, that is a hundred thousand dollar difference. Lots of wiggle room there.

What I got with OLD MLS method?

With this method, I got lots of no's. I also got a lot of angry agents! I got some pretty nasty emails too. There is not much integrity with realtors these days. Some of them were just flat out mean.

Though you'll get some NO's, but you will get that one **YES** as well.

The result of that one YES is that I had a signed contract for \$9,000 in profit on a house that I had never even seen! All without ever leaving the house. And so can you.

Top 7 Common Real Estate Myths - Busted

There is so much information out there that is going nothing more than scaring people. Keeping them from getting in on an amazing opportunity just out of crazy fears that are not based on any real facts at all. I am sure you have probably heard a few of these yourself. May even be the reason you have not started already. So lets dispel some of those myths before we get into the core method shall we?

1. The market is bad

You hear this everyday. It's all over the news that the market is totally bad right now. But what I would like to say is, the market is always good for someone at some point. If you think about the Great Depression, you have heard that the most millionaires in history were made during the Great Depression and why is that?

It is because when things are not working (*like everyone else is doing*), that's when you learn to be creative. That's when you learn to think outside the box. You come up with creative NEW ways to do the OLD. When you are following normal, popular ways, you're just getting average results. But when you start to think creative and do things that no one else is doing, then you will not be getting same mediocre results like everyone else is getting.

Do not copy the average, be creative!

Why would you want to copy the average? We are not here to be average.

You want to do something that goes above and beyond? Then learn to be creative and think outside the box. And that's what this process is.

Another reason why the market will never be "bad" is people have basic human needs; i.e. food, shelter and clothing. You don't hear about a grocery store going out of business when the economy is down.

Why do you think that is? It is because people still need to have food. When the market is bad do your standard clothing stores shut down? No, because people still need clothing.

The market is not bad because people will always need shelter.

People will always need a place to lay their head at night.

If the market is hot, people will buy homes and you can sell them and do like I did a couple years ago - Just buy them low and resell high when people are buying. The interest rates are low, people are buying means market is good.

If the market is slow then more people are renting. At that point, you adjust your strategy. This is good! You can buy *more* homes. You can get them a whole lot cheaper. There are more investors buying rental property. Either way, people are still buying, selling, renting or otherwise moving homes.

People always need homes.

The best time to get into real estate will always be NOW! Wherever you are right now, in this moment, the time is right. If you are creative and know how to adjust with the current market, then there will always be a way that you can profit regardless of the current trends.

2. You need money to get into it

This is another lie that you hear. "You need deep pockets to invest". Through this method I am revealing to you in this book, I will show you that it doesn't use dime of your money. You don't have to apply for any loan, no banks involved... no nothing (double negative. Take that grammar police). You will not be using a penny of your money. So let that go.

3. You have to have good credit

NOPE! You will never use your credit. You don't have to fill any credit application. You don't even need to know what your current credit score is. Irrelevant.

Whether you have 800 or you got a zero score, it will not affect this method at all.

You might be cheering for that right now! I know I was when I discovered this.

4. It is risky

If I am showing you a method where you are not going to use any of your money or your credit, then what exactly is the risk?

There's zero risk. If there's no money at risk, no credit at risk, then nothing will happen. Hence, this is completely risk-free.

5. It takes a long time

Traditional selling, a home can sit in the market for 6,7,8,9+ months and it will take forever before you make anything.

But what I am going to show you is, you'll have your first check in your hand in less than 60 days.

6. You Need a license

You do not need any license. I have not had a license in years and my license is only good in California. The first deal I did, was in Indiana. It is totally in another state, which has nothing to with the license I held and I immediately let that go the very next year and have never held another license since then. I did not do any deal with the license. You do not need a real estate license to make money with this method.

7. Special training needed

There's no special training needed. The only training you need, you'll get it right here by the end of this book. I'll teach you everything you need to know. You will not need any kind of training in order to understand exactly how this process works.

I am sure there are a few more excuses people use to keep them from doing what they know they really want to do - Invest in real estate. Don't let that be you.

The Most Popular Methods

Flipper

The first method that most people use is the Flipper method. That is when you find a beat up house, you get a rehab or construction loan to fix the house up and then you sell it for market value.

This method does work and people are doing this left and right. I appreciate that people are doing it because they help bring the property value up for everyone else. They help the neighborhood look better.

But the thing is, this method **does** take a long time, this method **does** take good credit as well because you have to get financing for the loan, this method **is** risky because you put all your money into the rehab and fix it up but still you sit on the market for six months. If you made a bad move then you are stuck with a property that won't sell and you have your money tied up in an asset. So, you can't apply for another loan because you got this one just sitting.

Because of all these risks, it's definitely for the more experienced investor. I would not start there if I were starting from scratch today.

Rental

Rental is when you buy a property, you put little bit of money into it, just enough to make it look pretty and then you put a renter in and collect millions.

Lots of people are teaching this strategy so it has become popular and the most common starting point for most. I get that. I also have rental properties and they do make money if you get it at a good deal. If you get the house low enough and you get the rent high enough, you can make money with rentals.

When you have a rental, it's like having another full-time job. Even if you have a property manager who is taking care of everything for you, it can be a real nightmare. There's so much that goes into the rental. I would not ever start there. I probably won't get another rental for a long time. There is a lot of headache.

Tips

If you do it, get a full team! A team you trust who can take care of everything for you. I'm talking to the point where you just sign the papers and collect the checks. Do not ever try to manage your own rental. It will drive you insane! Do not get a rental in your own neighborhood either. You will be tempted to go by there every single day. If the trash is outside or something is out of place, it will just drive you nuts.

If you get a rental, get it out of town where you won't be tempted to go by there. Let the property manager take care of it and never even look at it. Just let it go and look for your checks in the mail.

Take it from me. You are getting into this business for more freedom and time to do the

things you want to do, live the life you want to live, and be the person you want to be. Not to create a new job. Not to create MORE work. I promise you if you try to be a one-man-show and do it all yourself to save a few pennies you will be sour on this industry and end up old, bitter and bald. Get help with your rentals.

The New C.P.R. Method

This is the preferred method that I use and how you can start making \$10,000 checks as soon as possible. The first step is the 3'C' – Capture, Contact and Contract. This will give you a brief overview of the process.

The first thing you want to do is, capture leads. You have to find the motivated sellers. The best type of seller is a motivated seller. Why? Because they are more likely to offer their property at a discount in order to get it done quickly. They are the ones who need your help most.

Unmotivated seller is someone who may still be living in the house and don't really care if it sells or not. They can wait nine months to year and just leave it on the market. You'll also come across these people where the house is probably worth a \$100,000. They ask for \$150,000 because they think it's worth that because they are emotionally attached or because they put \$50,000 into upgrades, so they think they should get that \$50,000 back exactly.. If it sells, they are happy. If it doesn't, they are content. We don't want these people

Keep in the mindset that you are a *problem solver*. You are going to look for people you can help. Not where you can take advantage of or get over on because you'll never go far with that mentality.

Be a problem solver

You have to think of as yourself as a **problem solver, solution finder**. When you're finding motivated sellers, you are really finding people with the problem. They need the house sold and they want to sell fast. And you are going to be the one to help them do that.

Think: how can you help?

So, be the problem solver and always be thinking of the mindset "how can I help? How can I help someone with this house? Who are the sellers who most need my help?"

Capture

What most people do?

In almost every book or course on the subject of finding motivated sellers, you will find they teach everyone almost the exact same thing.

The common suggestions are:

Pre-foreclosure lists

These are one of the easiest lists to get. Which is why the competition is crazy for these properties. And usually know way to even know if they can even sell for a profit. Most of these will be a waste of time because they are upside down. Meaning they owe more on their loan than the value of the home.

90 day lates

Similar to the pre-foreclosure lists, the 90 day lates are not good. If you have ever been in a pre-foreclosure state, or 90 day late, everyone is marketing to that list because it's public record. You can go right to the county of any city and get pre-foreclosure lists or 90 days late because they have to record it.

Every investor out there has this list. And they are getting hit with 10, 20 and 30 mailers a day asking to buy their house.

Realtors

You can find some good deals going to a realtor, if they know they're doing it. I think, for most of people, they should have a good realtor that they work with all the time. It is because there will some situations where you will need them.

But to go after them and finding motivated sellers right off the bat, is not the first place I would start.

Bankruptcy and divorce

These are also a public record. So as soon as they're posted, if you are not first, your marketing will be buried and unwelcomed by the time the owner gets it.

Craigslist

A lot of people search craigslist. If you search a craigslist for properties, all the messages can work, just not **the best**. In craigslist, there is so much garbage that you have to sift through to actually find the property that it makes it not worth it unless you have an assistant or hiring someone to do all of this work for you.

Craigslist is sometimes a pain. It's even frightful to reply to any email because there is so much spam and half of them are fake. But every now and then (again, it's a numbers

game) you can find a gem on craigslist but it is not the preferred method. You can make a great deal, but not if you're just starting off.

Tax liens

You can get a great deal, but you have to have all the money at the time of closing. Not only that, you have to do all of your own due diligence and research. So, big profit margins - LOADS of risk with this strategy. Use this only if you are advanced and very well educated. Not recommended for novices.

Better Than What Most People Do

Probate lists

These are good because they are public record and are helpful for someone who just inherit property and has no idea what to do with it. They don't want the hassle of trying to list it with agent and waiting. Most of the time, they just want it gone.

I have had some success with probate lists. The reason why this doesn't make the list of BEST options is because it's a delicate situation. You are dealing with someone who just had a loss in the family and sometimes you're the hero. They are happy and love you. They are happy that you contacted them because you are saving their family from just one more extra stress.

Other times you'll get cussed out! They are going through a tough time and they don't want to hear it. They will be completely offended that you even contacted them. So this one is tricky. But it is a good method when you're finding the people that you can help. You just need to learn to brush off the bad ones that you will get.

Garbage man

Any service man - garbage man, mail man, surveyors, contractors, painters, utility workers or anyone you can find who walks around the neighborhood. GOLD. Introduce yourself to all of them. Give them a business card that says "I'm a real estate investor". If you come across anyone who is selling a house, any vacant houses please let me know.

Service workers are the ones who walk around all through the city. they start seeing papers and trash piling up and they are going to know. So give them your business card or you tell them, "**Look, I'm an investor. If you just send me the address, if I buy or make a deal on it, I will give you \$500 cash.**" Most of them will love you. Most will say absolutely! All they have to do is send you an address. And it's a win-win for them. You'll find a property that you would have never found. They get an extra \$500. Good times had by all.

So have business cards, put them around everywhere, find servicemen and introduce yourself. Ask them to call you for any leads they come across.

Bail Bondsmen

This one is a really good source. You have to go down and talk to them but it will be totally worth your time. Bail bondsmen get property all the time because people will put their house up as the bond. Then they fail to make bond and the bail bondsmen gets to keep the house.

It happens all the time. Sometimes you'll find one with so many properties that he doesn't know what to do with them. Most of them may have to go to an agent and list the properties. Just introduce yourself. Tell him you are a cash buyer. You will take those properties off their hand quickly without having listed. Start to get to know them and they'll start calling you as soon as they have a property for sale.

Expired listings

This is another one of my favorite secret weapons. If you have access to partner with an agent, this is worth exploring. You find properties that were on the MLS, that just expired. This means someone listed the property on MLS, they had a contract with a realtor for so long that the contract expired. So the property is no longer listed with that agent and you can contact these expired listing because you already know they're motivated. They want to sell. They have been waiting. They have been trying to sell their house for usually six months or more and it didn't sell.

So, usually they are pretty motivated and they just want to get rid of it. They tried the MLS and it didn't work. In such case, you can be hero for them if you can buy their property firm.

Old REO's

Old REO's are not as complicated as people think. Old REO's is another word for bank-owned property. Banks are being way more lenient because they have so much inventory that they need to get rid of. For big banks that have all these properties, they're losing money every minute they have the property on their books.

A lot of them just want to offload it and they will discount them for cash buyers. Coming up I will be showing you a way you can combine this with the CPR method and bypass your requirement of coming up with the cash at closing and show you how to cash out the equity right at escrow with no banks ever involved on your part.

About to expire listings

This is also a same deal. Their properties have been in the market for 90 days to six months and they are about to expire. You can contact the agents like it did in my awful previous example. Agents are little more willing to work with you and discount their commission or something to help get it done if they know they're about to lose the listing. I mean, why not? They would've made nothing anyway. It's the win-win for them.

Quit-Claim Deeds

It's a public record that states someone just gave their property to someone else for free. Usually means they own it free and clear. Find the leads, contact them and see if they are interested in selling. Sometimes they are, sometimes they are not.

Property managers

You can go to property managers as they are the one who handles all the rentals working directly with investors in your area. They'll know first when a renter or an owner/ landlord is about to sell his property before anyone else. Owners will usually tell the property manager that they are listing it for sale. You can get leads firsthand from property managers if you go to them.

There are tons of more ways you can find motivated sellers. The idea is to always have new leads coming in. This is a numbers game. Coming up I am going to show you how to keep leads coming in almost hands free and effortlessly. They will be the ones calling YOU.

Keep reading....

VIDEO TWO – WHAT MOST PEOPLE DO. [Click here to watch now!](#)

Which one is better than all of them?

Decent leads take a long time, but the number 1 best way if you are going to start out and you want to do this really fast, the CPR where the very best method is, you have to find **homes that already have equity in it and which is out of state or absentee owners** which means, their home has the equity and they do not still live in the property. Then you email them directly.

Direct mail

Direct mail still works better than anything whatever tried out there. Sending a letter or postcard directly in the mouth to the homeowners who have equity that live out of state is the criteria to make it work. They have equity in the home. They did not live in the property and sending them a direct mail piece, is the best highest response, highest converting because no one else is doing it.

Chances are, you will be the only letter they got because the house is not listed. But what you'll find is, landlord, who didn't know if they want to sell but fear price and they can intrigue with the fast cash. You'll see people who are just tired of the property who had it for a while. And they are happy that you got them letter and willing to sell.

How do you find these homes with equity and out of state owners?

You got to go to my favorite site which is **listsources.com**, you can also go to **realquest.com** or **sitexdata.com**.

I am just going to show you a super fast way to find homes with equity, out-of-state owners. You know they're not upside down, you know there is money to be made in selling. So we are going to listsources. I am going to walk through the process and in five minutes, you can have more leads, you know what to do with (motivated sellers).

Listsources.com

This has to be my current favorite site on the web for real estate research. I use this for everything. The possibilities of what it can be used for are endless.

I use it to verify investors are buying in a new area I am thinking of investing in. I use it to see what the current homes are being sold for. But most importantly, I use it to find a goldmine of OFF-MARKET, motivated sellers with a crapload of equity so I know I have plenty of room to negotiate for big profits.

When you visit the site you will need to create an account in order for your data to be saved so you can refer to it later. Highly recommended. Then you are going to do a search to find your buyers.

Here is the criteria I put in when I am looking for properties to market to:

1. **Absentee owned.** In state and out of state. Why? This is crucial. This tells you that it is an investor purchase. Investors are more likely to be interested in selling because they are not living in the home and they will have no impact on themselves personally to sell. So the idea of a big cash out usually gets most of them drooling. Out of state are even better because they are usually using a property manager and have more expenses with maintaining the property and it may be a headache for them at the time. Being out of state also makes it harder for the owner to handle any issue that may arise with the property. So your offer of a quick-fast sale is very intriguing, to say the least.
2. **50-100% equity.** This should be an obvious one. If they owe more than it is worth then it usually makes the deal impossible for them to lower the price so that we can “buy equity”. Being able to have your pick of only homes with loads of equity saves you much wasted time when dealing with other sources like Craigslist where homeowners are typically asking far more than the property is worth in order to pay off their loan. You won't have that problem with these leads.
3. **Purchased over 10 years ago.** This makes sure we are not contacting people who just bought the property yesterday. Sure they may have equity, but chances are they have no interest in selling yet if the ink isn't even dry on the title. With ListSource, we can make sure we only contact “seasoned” homeowners who have had plenty of time to reap the benefits of their purchase... or feel the strain of a bad investment.
4. **Single Family Residence.** If you do not select this option you will pull up commercial properties and land. Although these can also be very profitable, those are not the type of properties we like to focus on with this strategy.
5. **Your Target Area.** This allows you to select a certain state, county, city, zip code(s) or even a radius for the homes you want to market to. Picking the wrong area could be a total waste. That is why this is so important.

Now, while there are a plethora of different options and criteria you can select on that site, you will just further complicate things and end up getting lost in there. Use these 5 only when first starting out and only go deeper AFTER you have completed your first \$10k deal.

TO SEE A VIDEO WALKTHROUGH OF THIS PROCESS IN GREATER DETAIL AND EXPLANATION, [GO HERE](#) (Highly Recommended).

Contact

Now it is time for you to make contact with your home sellers. This is the step where people tend to freak out. Did you know that almost everyone, at some point, had a fear of public speaking? But not you! No contact. No deal. So please don't work so hard to get to this point only to freeze. If you need help, contact me and we can set up a call to help you get through this.

Your phone will ring like crazy!

Be prepared. Once you start your marketing, these leads will be contacting YOU! Not the other way around. There are a few things I recommend to prepare for all the motivated sellers that are going to be fighting for your attention.

Get a dedicated voicemail

Do NOT give out your personal phone number. Just trust me on this. Not until you are at closing and money is involved. They will do nothing but waste your time and ask a ton of irrelevant questions. Do not speak to anyone without having some sort of way to pre-filter the leads. One of those ways is a dedicated voicemail which states that you are an investor and therefore are not planning to pay retail because you want to make a profit on the property, not live in it. Of course you would word it better than that, but make sure they know that upfront before you speak to them. Anyone that knows that and still leaves a voicemail for you to call them back is a red HOT lead!

Setup a Capture website (optional)

If you are advanced, you can setup a website where you send all of your motivated sellers to where they can fill out a form and all the details about their property. Things like size, estimated repairs, asking price, etc. This saves you from having to ask all of these things on the phone and helps expedite how fast you can evaluate whether or not this is a good deal and get an offer out to them.

Example

You can view one of my websites on the video to see an example

Contract

Once you have all the information you need you are going to need to get the property under contract. Here are the steps.

Explain you are a cash buyer. This assures them that the deal has no chance of falling through due to not getting a bank approval. Something we know happens all the time. This also means they will save on costs because there will be no inspections or appraisals needed as with a traditional transaction

Close fast! Because this is an all cash offer, you will tell them you have the ability to get them there money fast. No inspections. No approvals. No Banks. All of those things are what keeps properties in escrow for 60+ days in some cases. They are also saving on commissions because you will not be using an agent. And if the property is vacant, they are saving even more on operating costs of the house just sitting for 6 months to a year to sell, which happens to be the average for selling a home in the current market. Explain this to them.

Pay all closing costs. You will also save the seller even more money because you will write all your offers with you paying all closing costs. No splitting the costs like everyone else is doing.

All of this means that you should get the house at a discount. And if you have explained all of the above properly, this will all be understood and appreciated. At this point they should be ready to sell.

Make an offer. Now all that is left is for you to make an offer. Be sure that your offer is 70% or more (preferably 50%) below the current ARV. ARV, in simple terms, means what the house would sell for in pristine condition in the current market. Similar to appraised value. But more closer to FUTURE POTENTIAL appraised value.

Example: If similar houses to the one you are thinking of buying are selling for \$100,000 in perfect condition, then you would want to offer no more than \$70,000 at best. But if it needs \$10,000 in repairs to get it to that value, now we are looking at \$60,000. Now if you want to profit \$10,000, you are going to want to offer \$50,000.

Now I can probably hear you asking “do people really sell a \$100,000 house for \$50,000?”

ALL DAY LONG! There could be multiple reasons why. Maybe they are tired of it and just want it gone. Maybe they need the money for an emergency that came up and don't want to risk waiting 6 months by putting the house on the market. Maybe they don't think it will really sell for \$100,000. Maybe they don't care at all. Maybe they just really like you. Happens to me all the time. They say that someone else made a better offer but I got the deal because they liked me better. None of that

matters. All you need to do is make your offer and collect your check. Why they sold is irrelevant.

Special Contract.

Now it is time to send them the special contract. You must have it written in a way that makes this type of deal work for what we are going to do. This is extremely important. Make your contract simple as possible. Most of the state approved contracts are 8+ pages. All of that jargon just confuses sellers and gives them more things to raise eyebrows. I use a simple 1-page contract written in a way where everything is in the buyer's (YOU) favor. The contract also MUST be assignable. This is how you will make your money without ever risking a dime. Special provisions must be written in that allow you to exit the contract without consequence if you need to. (samples are given in the training videos for clearer explanation)

Promote

Now that you got the seller has agreed to your price and you now have the property under contract, it is now time sell (assign) the contract. What that means is you will be paid when someone purchases this killer deal you made from you.

What most people do

Craigslist

It works. But you just get a ton of time wasters. You will get people who will want to talk your ear off, lookie-loos who will want to view the property 13 times and not to mention all the spam emails you will get in replies and other marketing messages. So if you have the patience to sift through all of that, craigslist CAN work to help you sell the property

Realtor

Ahh the good ol' traditional way. This is obviously the worst option. Most agents know how to do nothing for marketing other than put your house on the MLS and wait. If they are REALLY ambitious, they may even hold an open house and bring cookies. But this tends to just attract primary home buyers with loans. This is NOT our market. You want to avoid any potential buyers that need a loan, approval, inspection and 60 days to waste your time.

Newspaper ad

Not bad. Just slow if you do not know what you are doing. Can also get expensive.

Better Than What Most People Do

Bandit Signs

These are the cardboard signs you see on telephone poles or in yards. Says something like “must sell fast. All cash offers only”. You can get some pretty good prospects this way. And, it will usually generate enough interest where you can save the contacts who call and contact them next time you have another property. So you are building your contact list of buyers to sell even faster next time

Business cards everywhere

Keep a stack on you at all times. Just like the bandit signs, it should say something simple like “investor has cheap properties at wholesale costs. Cash buyers only”. Leave them everywhere. Put them in the bill when you leave a restaurant. Leave them on the counter when you check out at the grocery store. Leave them at the gas pump. Give them to all your friends and family. Put them on windshields. EVERYWHERE! I should see a trail of business cards at the end of the day where I should be able to follow it and see everywhere you have been. They are cheap, give them away generously.

Call "We Buy Houses" Signs

Most of the people putting up these signs are also other investors. Call them, your property might be exactly what they are looking for and you may get lucky and have an offer that same day.

Find We buy houses investors on craigslist

Same as the signs. These are investors with money. Contact them all. Save their numbers. Use them for next time as well.

Find we buy houses websites

There are tons and tons of websites that you can submit your property to online and get an offer usually within 24-72 hours. Submit to all of them and start a bidding war.

Contact other sellers

People who are selling a similar house to yours could very well be investors as well. They might be looking to replace that asset. They could be rehabbers who buy, fix and flip properties. So call the “for sale by owner” ads you see as well.

Property managers

Property managers are fantastic. They usually have a personal relationship with the property owner and know exactly what they are looking for. Most will be able to tell you if their owner is in the market for another property at the time. Call them.

Landlords in the area

Same as other sellers. Someone who is renting in the area may also want another rental.

VIDEO FOUR – TRADITIONAL SELLING METHODS. [Click here to watch now!](#)

Which One Is Better Than All Of Them?

Recent Cash Investor Buyer – These are your goldmine. Someone who just recently purchased an investment property in the same area you currently have yours under contract in is a prime suspect! These are the best buyers on the market.

Direct mail

You are going to send them a postcard that says something along the lines of “I have a property near [insert his recent purchase address] that I desperately need to sell. Please contact me asap. Willing to let it go cheap”. Investors love a desperate seller. This triggers their instinct to want to jump on this fast.

Back to good ol' Listsource.com

Here you will do a search for buyers in your area who just recently purchased within the last 3-6 months and who are absentee owners (investors). This is super important. Remember, we don't want to contact Bob and Sue, with 4 kids and a dog who just bought the new house for their growing family. They are in no way our target. But absentee owners, someone who purchased a home that they are not living in... now that is what we are looking for.

VIDEO FIVE – CPR METHOD FOR SELLING ANY HOME FAST. [Click here to watch now!](#)

Partner

Now we make the deal. This is where you make your money and the last important step in the process.

Raise the price by your fee.

Using the same example: The house is worth \$100,000. You have got a contract where the seller agreed to sell for \$50,000, leaving \$50,000 potential equity in this property. Now, you will then immediately turn around and sell the contract for \$10,000, still leaving your new buyer with \$40,000 profit. Everyone is happy.

Use another special Contract.

Simple, well written assignment contract that protects you and makes sure you get paid on time. Must be written with the correct verbiage to ensure everything goes smoothly.

Package

Gather all the documents. All that is needed now are those 2 one-page contracts signed and you are ready to go.

Give them to the title company. Mail, fax or deliver them to the title or escrow company that was decided and you are pretty much done

Relax, Receive, Repeat, Repeat...

That is it. You are done. All that is left is to wait for your check and start on the next one. Well done. Pat yourself on the back. Was not as complicated as you thought it was, right?

Common Mistakes and Final Notes

Lets wrap up by covering a few of the things I see done wrong all that time. Avoid these and you should have many smooth transactions

Offering too much

Most of the time the first offer is going to be way too high. If there is no profit right out of the gate, then that deal is just a waste of time. Make sure you know what you can sell the property for quickly and easily in today's market before you make your offers.

Not giving yourself enough time

In the beginning, you should be writing your contracts with AT LEAST 21 days to close. That should give you plenty of time to get a buyer if it is contracted at the right price. Once you get going you will be able to offer 7 days or less.

Blabber mouth

Talking to much is bad. Let the seller do most of the talking when negotiating. Many times you can talk yourself right out of a good deal.

Picking a dead neighborhood

Can't stress this enough. Do you research. Only jump into HOT markets where there is a ton of investor activity already happening like I described in earlier chapters and in the video. If no one is buying in that area, then all your efforts are for nothing. But pick the right area and you can sell your contracts in 15 minutes with a single email.

Falling in love with the property

This is a numbers game. You have to be ready to make lots of calls and send lots of offers out there. What I see happen to often is a person gets one single deal under contract, then stops everything else. Celebrating too early. And now just waiting for that one deal to close. And then if something happens and it does not close, they are totally crushed and devastated and want to give up because they had already spent the money they were planning to make on that deal. Don't do this. Always be prospecting. Always sending offers. Always keeping the pipeline full. There is always something to do. Don't get one under contract and let that be your only focus.

Spending too much time on one deal

Similar to what I just said above. In the beginning you are going to want to go look at the property, call the owner several times with more questions, spend days analyzing the comps and trying to determine value and on and on. You should spend no more than 15 minutes on a property, the phone call and sending your offer. Nothing happens until you have a signed contract. So resist the urge to do a bunch of research before you have a contract. Because if they say no, all wasted research and that can be very time consuming and frustrating.

Not collecting a deposit

ALWAYS get a non-refundable deposit upfront from your buyers. This is key. That way, if they back out for whatever reason, you still get paid.

Getting cut out of the deal

If you do not write your contract properly, the buyer can go around you and talk to the seller directly and cut you out of the deal. You MUST secure the property properly before you start marketing the deal or you are just giving money away.

Giving up too soon

Listen, you can do this! This is nothing new. People have been doing this for decades (with the slight variations and tweaks I have made to make this system more efficient). This isn't something you have to "give a try". I hate the word try. You already KNOW this works. There is no need to try. Try is just another way to say you gave up before you closed your first deal. If one or two contracts get signed and nothing comes of it.... So what! You risked zero money. You lost nothing but time. Now go get two or three more signed. Chances are ONE of them will be a deal. The one that changes everything...

VIDEO SIX – COMMON MISTAKES. [Click here to watch now!](#)

About the Author

P. James Holland, also known as Coach Comeback, is an author, teacher, trainer, lover not a fighter, devout husband and dog lover. He enjoys long walks on the beach....in Nicholas Sparks movies. Eats pizza on days that have both an AM and a PM. And just flat out enjoys helping people make their own life comeback.

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Skype ID – [here.to.inspire](#)

[Quora Page](#)



Resources

Here are the links to all of the videos again for quick reference. Save these links. Be sure to also register to get your username and password and be added to the newsletter for special offers and to be notified early for new releases and discounts.

[Welcome video and important message – START HERE](#)

[\\$10k Case Study – Introduction](#)

[1 – \\$10k Case Study – Where I was](#)

[2 – \\$10k Case Study – What Most People Do](#)

[3 – \\$10k Case Study – The CPR For Real Estate Method – Finding homes for pennies](#)

[4 – \\$10k Case Study – Traditional Selling Methods](#)

[5 – \\$10k Case Study – The CPR Method for selling ANY house FAST](#)

[6 – \\$10k Case Study – Common Mistakes](#)

[7 – Scale Up and Streamline The Process](#)

Websites used

[Listsource.com](#) – Market research. Buying leads cheap.

[City-Data.com](#) – Market Research

[Property Shark.com](#) – Market research. Property Analysis. For those that can't get MLS access

[Grasshopper.com](#) – Toll Free Phone numbers with multiple lines

[Google Voice](#) – Free Local phone number

[K7](#) – Free voicemail number

[Craigslist](#) – For Sale by owner homes (change link to your target area)

[Owners.com](#) – For Sale by owner homes

[Zillow.com](#) – Market research and Comps

[Realquest](#) – Market research. Comps. Leads.

Other Titles You Might Enjoy
[How I Made \\$2991 in 4.5 Days](#)
[Mirror Mirror On the Wall, What Must I Do To Have It all](#)

FINAL NOTE

I want to thank you for reading this far. If you have read this entire book and watched the accompanying video course, then you are well on your way to taking action to make this work. You can do this.

I ask that you please take the time to visit Amazon and leave a fair and honest review. Please leave the review based on the content. If you learned something new, or found some resources that maybe you have not used before, then let others know. That is the best way to say thank you. That will motivate me even more to continue creating trainings and coaching. Knowing that I have made a difference to one. Then it is all worth it for me.

Thank you. I appreciate you.

LISTEN UP!

IT'S TIME YOU KNEW THE TRUTH,
YOU ARE *NOT* A F***ING *AVERAGE JOE.*

YOU ARE SURE, YOUR LIFE MAY FEEL
MORE THAN 
YOU KNOW. **FLAT-LINED**

...

BUT YOU ALREADY HAVE THE CURE:

C L A R I T Y
P E R S E V E R A N C E
R E V I V A L

ARE ALL ALREADY IN YOU, WAITING TO SHOW UP & SHINE.

MONEY HAND-TO-MOUTH
T O O L O N G ?

RE-INVENT
YOURSELF

THINGS FEELING TENSE
WITH **FAMILY**?

LOVE FROM
A DISTANCE

IS YOUR **HEALTH** HOLDING
Y O U B A C K ?

TAKE STEPS
TO HEAL

AND REMEMBER!

YOU ARE NOT ALONE.

YOU'RE WORTHY OF A **HELPING HAND** & YOU'RE **BADASS** ENOUGH TO REACH OUT FOR IT.

AND EVEN IF YOU AIN'T FEELIN' IT LATELY...

RECOMMENDED READING

Here are a few books that have had a big impact on me

[Mini Habits](#) - Stephen Guise

[Choose Yourself](#) - James Altucher

[The Science Of Getting Rich](#) – Wallace D. Wattles

[Who Moved My Cheese](#) - Spencer Johnson

[The Miracle Morning](#) – Hal Elrod

[Infinite Possibilities](#) – Mike Dooley

[Shining Rock](#) – Blake Crouch (fiction. Just a fantastic short story. Thriller Suspense)

[The 4 Hour Workweek](#) – Tim Ferriss

[The Lazy Man's Way To Riches](#) – Joe Karbo (this is the kindle version that has been updated. The reviews are awful and I have a copy of the original so I cannot vouch for this one. Do some digging and find the original)

[E-Squared](#) – Pam Grout