

INVESTING IN REAL ESTATE USING OTHER PEOPLE'S MONEY

A FREE WEBINAR FROM



WELCOME!

WHAT WOULD CHANGE
IN YOUR LIFE IF YOU
HAD **UNLIMITED**
FUNDING FOR DEALS?

**WHAT WE'RE
TALKING
ABOUT
TODAY:**



**3 POWERFUL
STRATEGIES FOR BUYING
REAL ESTATE WITHOUT
YOUR OWN CASH**

SERIOUSLY.



**THIS IS NOT
YOUR AVERAGE
WEBINAR.**

TODAY'S AGENDA:

TODAY'S AGENDA:

ABOUT TODAY'S WEBINAR (3 MINUTES)

ABOUT ME & BP (5 MINS)

**THREE TRUTHS ABOUT LOW MONEY DOWN
INVESTING (5 MINS)**

STRATEGY #1 (10 MINS)

STRATEGY #2 (10 MINS)

STRATEGY #3 (10 MINS)

TOOLS TO HELP YOU (7 MINS)

QUESTION/ANSWER (20 MINS)

TODAY'S AGENDA:

STRATEGIES:

WHAT IT IS

EXAMPLE OF HOW IT WORKS

BENEFITS

RISKS

3 ACTIONS STEPS YOU CAN IMPLEMENT TODAY.

**YOU ARE IN
THE RIGHT
PLACE IF:**



**YOU WORK A JOB BUT WANT TO
EVENTUALLY HAVE PURE FINANCIAL FREEDOM**

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EVENTUALLY HAVE PURE FINANCIAL FREEDOM

YOU'VE HEARD REAL ESTATE IS A GREAT
METHOD FOR **BUILDING WEALTH** BUT YOU
AREN'T SURE HOW TO **GET STARTED.**

YOU WORK A JOB BUT WANT TO
EVENTUALLY HAVE PURE FINANCIAL FREEDOM

YOU'VE HEARD REAL ESTATE IS A GREAT
METHOD FOR BUILDING WEALTH BUT YOU
AREN'T SURE HOW TO GET STARTED.

YOU ARE WILLING TO **WORK HARD**
FOR FINANCIAL FREEDOM BUT YOU
LACK THE CASH TO GET THERE.

BY THE END OF THIS WEBINAR
YOU'LL HAVE **FOUR SPECIFIC**
STRATEGIES FOR INVESTING IN
REAL ESTATE USING **OTHER**
PEOPLE'S MONEY.

**A FEW
THINGS TO
TALK ABOUT
BEFORE WE
GET STARTED:**



**FOLLOW
ALONG WITH
TODAY'S
WORKSHEET:**

www.BiggerPockets.com/1018worksheet

THREE FREE BONUSES
JUST FOR SHOWING UP!

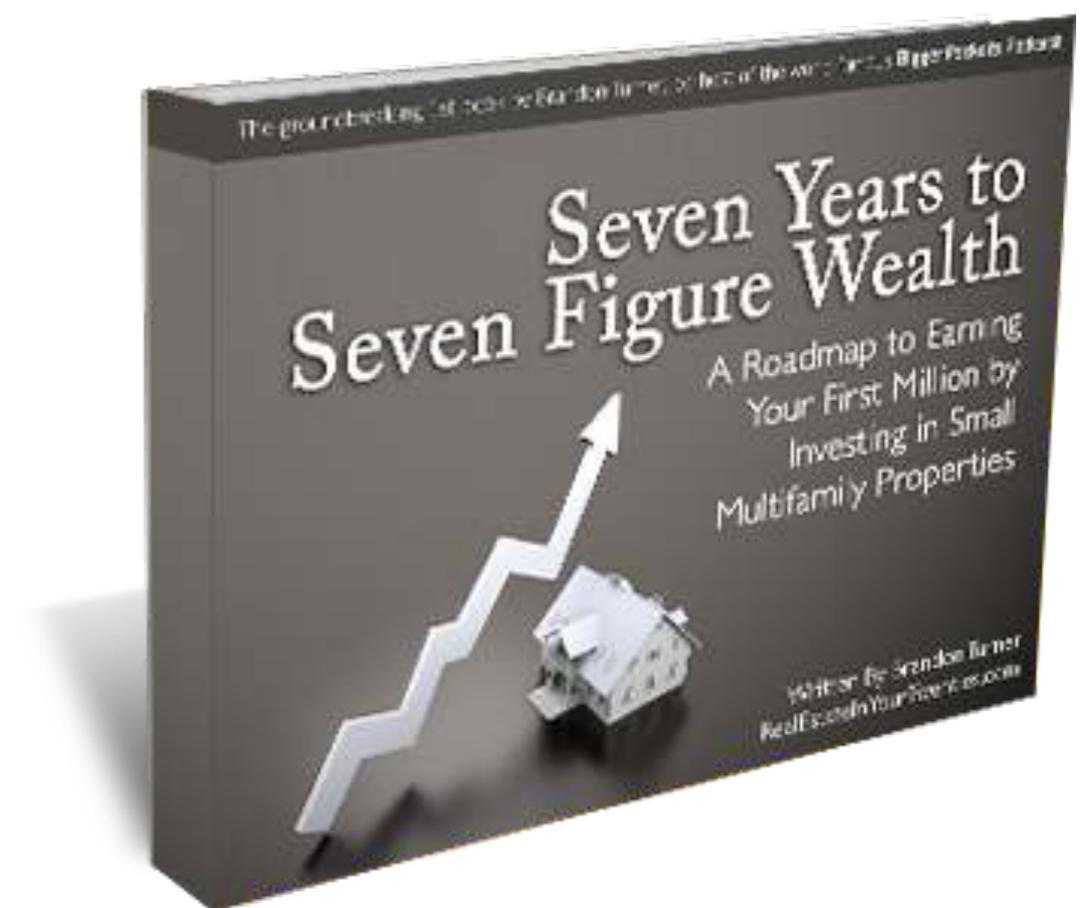
SPECIAL GIFT #1



www.BiggerPockets.com/books

SPECIAL GIFTS #2 & #3

(At the end!)



[www.BiggerPockets.com/_____](http://www.BiggerPockets.com/)

[www.BiggerPockets.com/_____](http://www.BiggerPockets.com/)

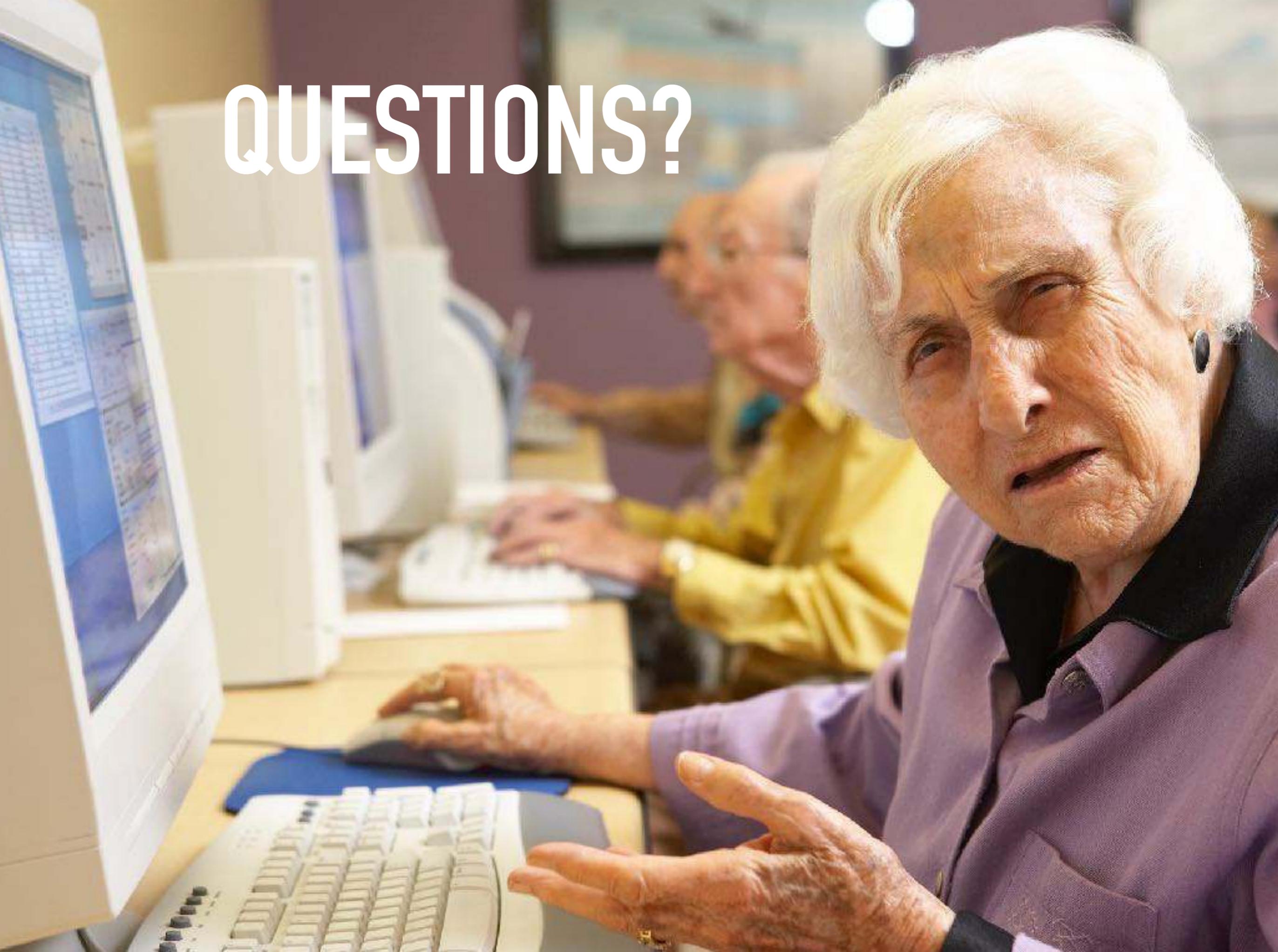
ARE YOU COMMITTED TO
LEARNING TODAY?

ARE YOU COMMITTED TO LEARNING TODAY?



MULTITASKING = BAD :)
CELL PHONE SILENT?
BROWSER TABS CLOSED?

QUESTIONS?



ABOUT ME

ABOUT ME

Brandon Turner



ABOUT ME

Brandon Turner
Real Estate Investor



ABOUT ME

Brandon Turner
Real Estate Investor
Cohost of BP Podcast



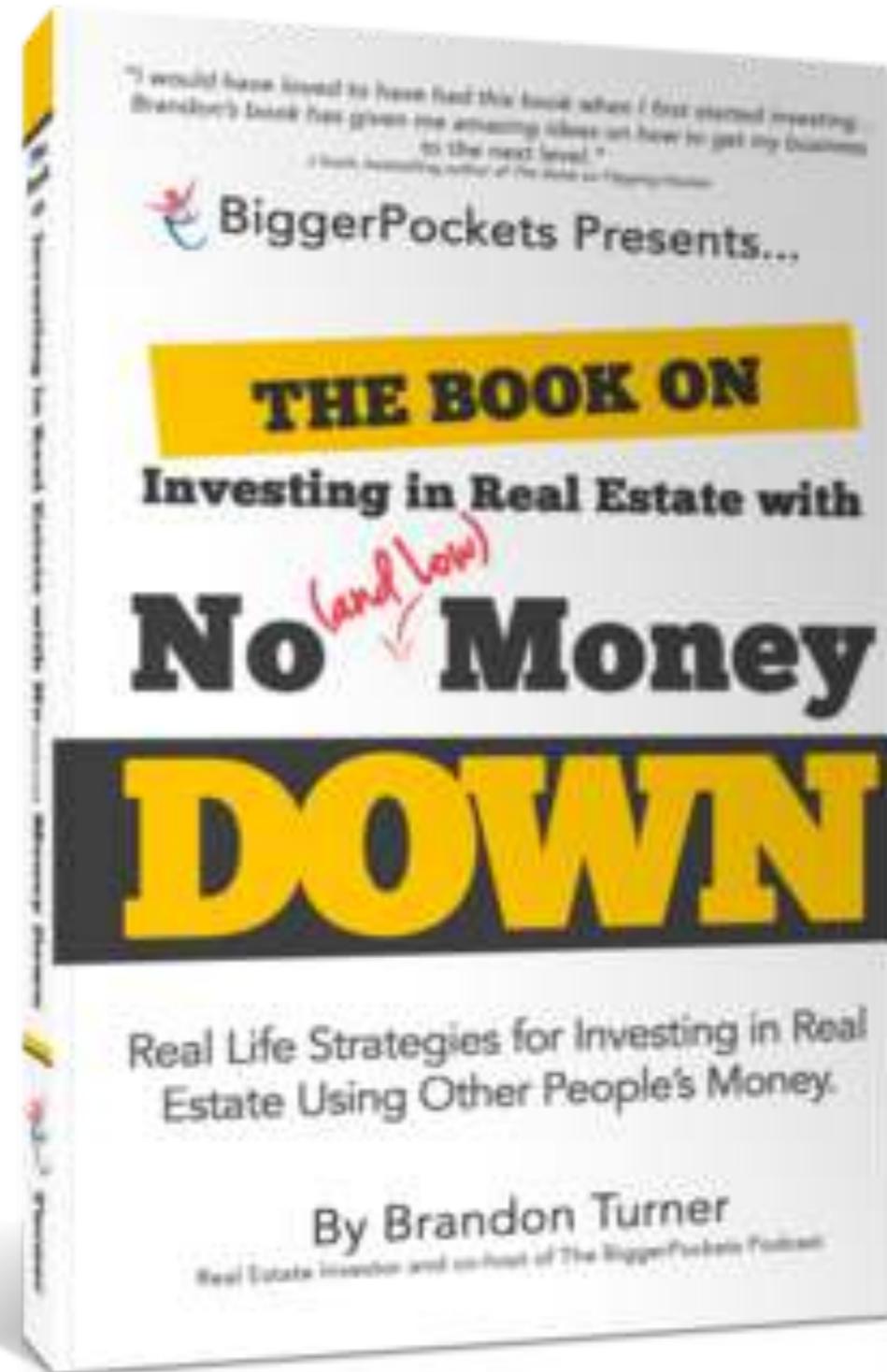
ABOUT ME

Brandon Turner
Real Estate Investor
Cohost of BP Podcast
Absolute terrible bowler



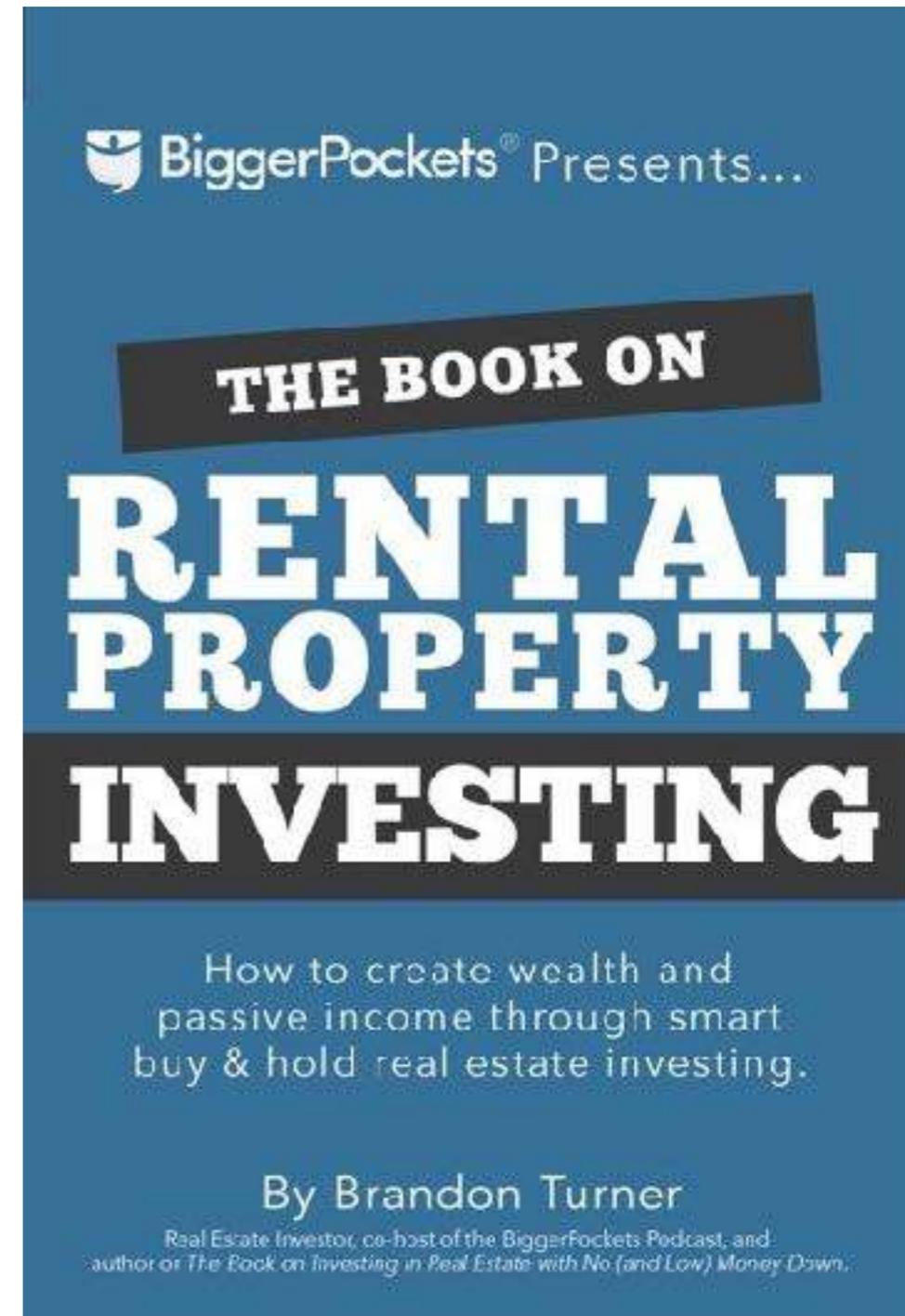
ABOUT ME

Author of:



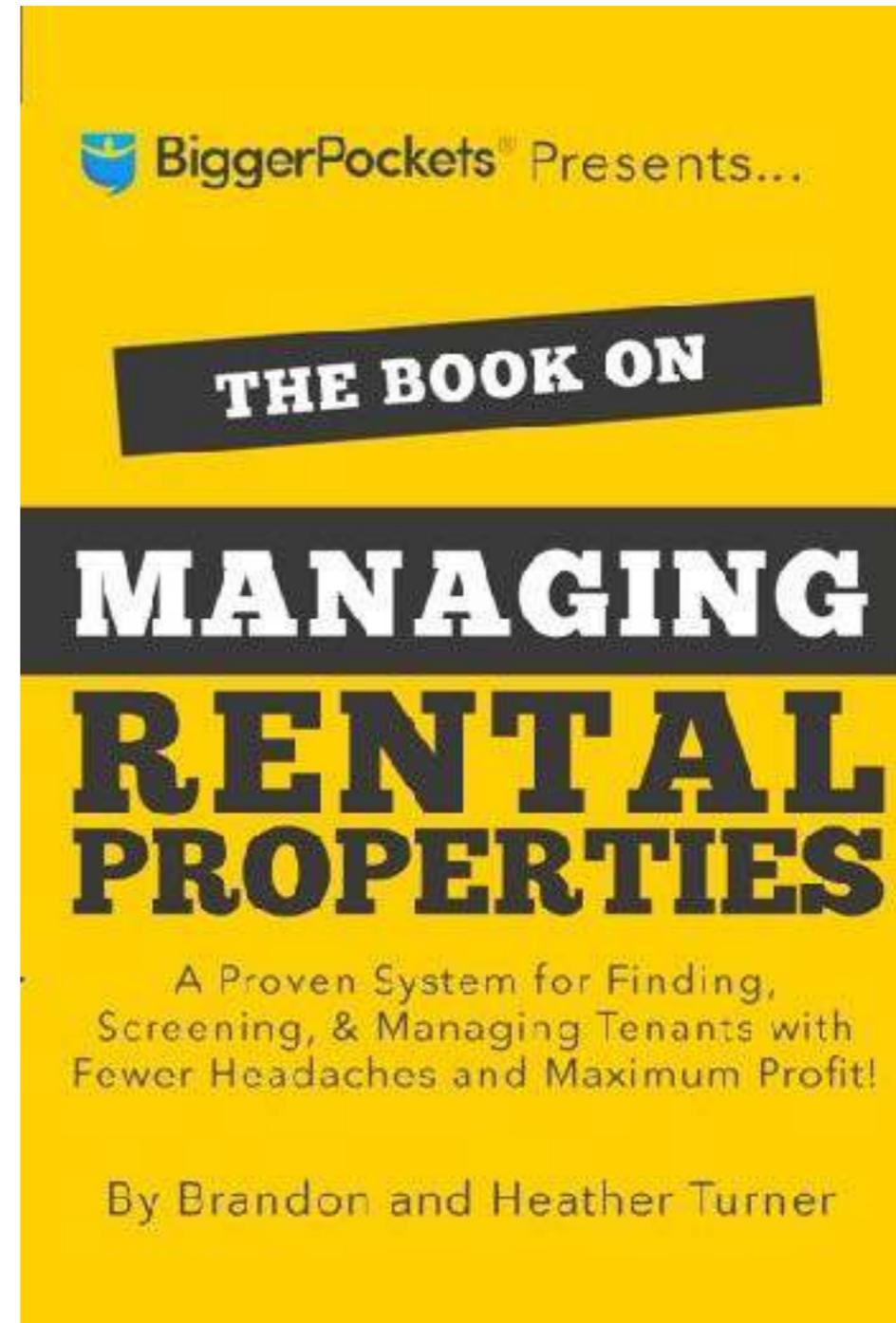
ABOUT ME

Author of:



ABOUT ME

Co-author
of:



**BUT A FEW YEARS
AGO, I WAS IN THE
SAME SPOT A LOT OF
YOU ARE.**

ABOUT ME

21 years old... I was broke but knew I wanted financial freedom.

ABOUT ME

21 years old... I was broke but knew I wanted financial freedom.

Minimum wage job, no savings, no skills.

ABOUT ME

21 years old... I was broke but knew I wanted financial freedom.

Minimum wage job, no savings, no skills.

Everyone told me it couldn't be done.

ABOUT ME

21 years old... I was broke but knew I wanted financial freedom.

Minimum wage job, no savings, no skills.

Everyone told me it couldn't be done.

And I started to listen...

ABOUT ME

Then I read *Rich Dad Poor Dad* and the author, Robert Kiyosaki, said:

"One dad had a habit of saying, 'I can't afford it.' The other dad forbade those words to be used. He insisted I say, 'How can I afford it?' One is a statement, and the other is a question. One lets you off the hook, and the other forces you to think. My soon-to-be-rich dad would explain that by automatically saying the words 'I can't afford it,' your brain stops working. By asking the question 'how can I afford it?' your brain is put to work."

ABOUT ME

Purchased over
\$3,000,000 of real estate using other
people's money and
found **financial freedom**
in the process.



Not "super rich" but I'm
living life on **my terms**.

ABOUT ME

This webinar is
about **helping**
you do the
same and more.



ABOUT



BiggerPockets[®]

**“The Real Estate
Investing **Social**
Network,
Marketplace, and
Information Hub.”**



Blogs

Forums

Networking

Social Networking

Files

Podcasts

Videos

Webinars

Books

Free Courses & Guides

Marketplace

Analysis Tools

Real world meet ups

And LOTS more

OUR GOAL AND PURPOSE:

To help **YOU** achieve your goals through real estate investing.

**LETS GET
GOING . . .**

LET'S **TEST** YOUR CREATIVE
FINANCING SKILLS...

THREE TRUTHS
ABOUT CREATIVE
INVESTING

1.
IT'S ALL
ABOUT WHAT'S
IN YOUR
TOOLBOX.



**NOT EVERY STRATEGY IS GOING TO WORK
FOR EVERY SITUATION.**

BUT THE **MORE YOU KNOW, THE MORE
DEALS YOU'LL BE ABLE TO PUT TOGETHER.**

2.

THESE ARE **NOT**
A SECRET OR
BRAND-NEW
STRATEGIES.



THESE ARE REAL LIFE STRATEGIES.

THESE ARE REAL LIFE STRATEGIES.

IT'S NOT ABOUT **KNOWING** THIS STUFF.

THESE ARE REAL LIFE STRATEGIES.

IT'S NOT ABOUT KNOWING THIS STUFF.

BUT ARE YOU **IMPLEMENTING** IT?

3.

THESE ARE **NOT**
EASY, QUICK,
OR FOR THE
100% BROKE.



STRATEGY #1:

HARD MONEY

LENDERS



WHAT ARE HARD MONEY LENDERS?

**WHERE DO I FIND HARD
MONEY LENDERS?**

HOW SHOULD I APPROACH A POTENTIAL HARD MONEY LENDER?



STRATEGY #2:

**PRIVATE
LENDERS**



WHAT ARE PRIVATE LENDERS?

WHERE DO I FIND PRIVATE LENDERS?

HOW SHOULD I APPROACH A POTENTIAL PRIVATE LENDER?

ONE SIMPLE SENTENCE:

“I’M LOOKING TO DO ‘X’ AND I NEED ‘Y’ ...

**DO YOU KNOW ANYONE WHO WOULD BE
INTERESTED IN THIS?”**

PROFIT: \$1,000 / MONTH CASH FLOW



STRATEGY #3:

PARTNERSHIPS



HOW DO PARTNERSHIPS WORK?

WHERE DO I FIND POTENTIAL PARTNERS?

HOW SHOULD I APPROACH A POTENTIAL PARTNER?

PROFIT: \$600 / MONTH CASH FLOW



STRATEGY #4:

SELLER

FINANCING

**AKA: “CARRYING THE
CONTRACT”**



HOW DOES SELLER FINANCING WORK?

**WHERE DO I FIND PEOPLE
TO SELLER FINANCE?**

**HOW SHOULD I APPROACH
A POTENTIAL SELLER
ABOUT FINANCING??**

**PROFIT: \$3,000 / MONTH CASH FLOW
+ \$205,000 PROFIT**



**BUT... HOW DO I
GET SOMEONE TO
FUND MY NEXT
INVESTMENT?**

1.) YOU NEED A GREAT DEAL

1.) YOU NEED A GREAT DEAL
2.) YOU NEED TO PRESENT
THE DEAL **PROFESSIONALLY**

THE 5 C'S OF A LOAN PROPOSAL

THE 5 C'S OF A LOAN PROPOSAL

- **CONFIDENT**

THE 5 C'S OF A LOAN PROPOSAL

- CONFIDENT
- **CLARITY**

THE 5 C'S OF A LOAN PROPOSAL

- CONFIDENT
- CLARITY
- **CONCISE**

THE 5 C'S OF A LOAN PROPOSAL

- CONFIDENT
- CLARITY
- CONCISE
- **CONVENIENCE**

THE 5 C'S OF A LOAN PROPOSAL

- CONFIDENT
- CLARITY
- CONCISE
- CONVENIENCE
- **CREATIVITY**

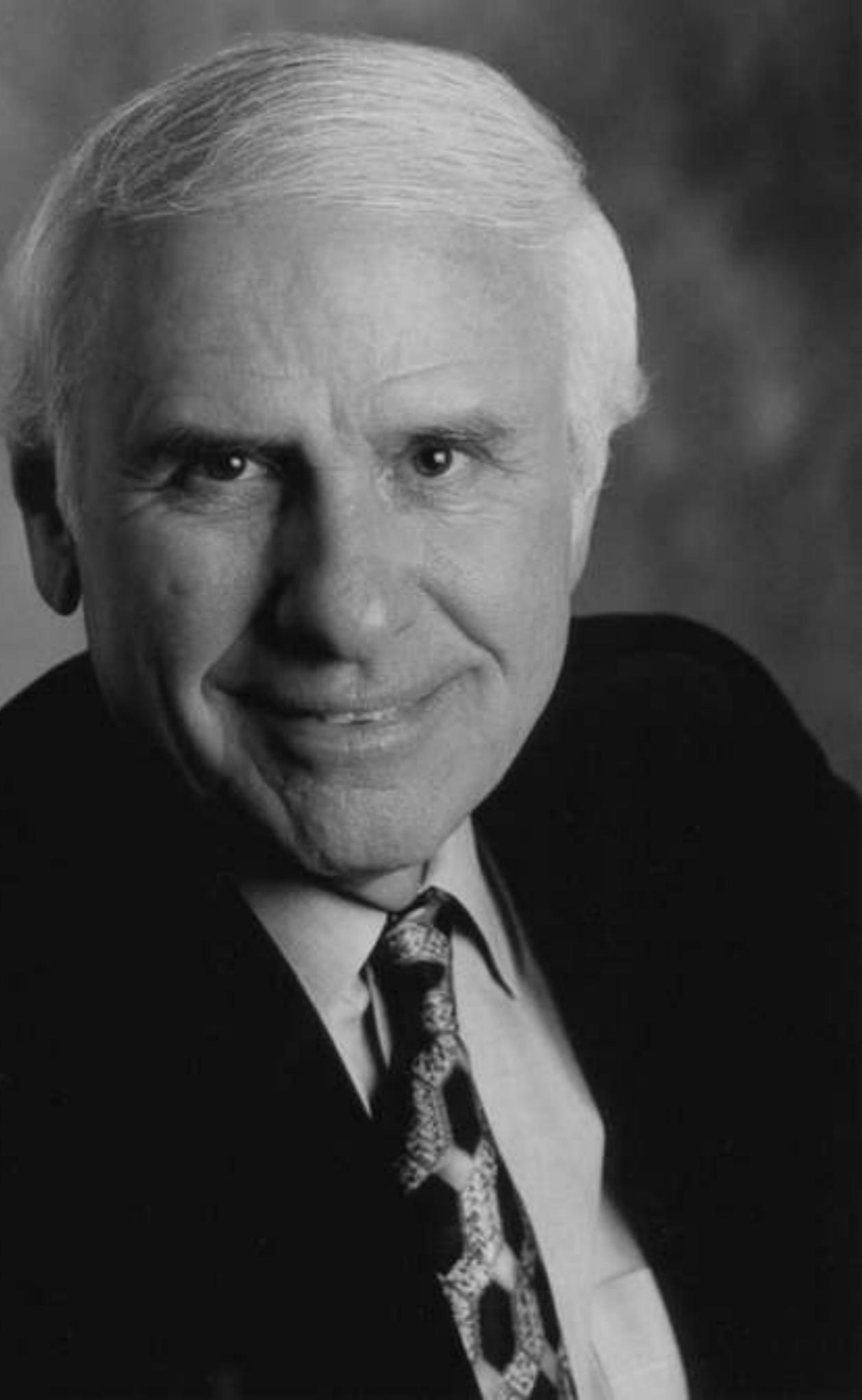
**LET'S LOOK AT A REAL
LIFE DEAL TOGETHER**

**I DON'T KNOW EXACTLY
WHY YOU CAME HERE
TODAY.**

**BUT I HOPE YOU DON'T JUST
LISTEN TO THIS INFORMATION
AND GO BACK TO THE LIFE
YOU'VE ALWAYS LIVED.**

WHAT'S THE ONE-WORD
DIFFERENCE BETWEEN
DESIRE AND **COMMITMENT**?

ACTION



**”LIFE DOESN’T
GET BETTER BY
CHANGE. IT
GETS BETTER BY
CHANGE.”**

-Jim Rohn



Dennis

to me

11:52 AM (0 minutes ago)



Hey Brandon,

Wanted to thank you and BP. After attending your webinar on how to make \$1000000 in real estate I got inspired to take action. So last week I closed on my first deal. I now have a triplex that is rented and will cash flow very well for me. I can now call myself a real estate investor. I have a plan moving forward and will make my business a success.

Thank you



**SO PLEASE ANSWER THESE
QUESTION IN THE COMMENT AREA:**

**DO YOU FEEL YOU HAVE A BETTER
IDEA OF HOW YOU'LL BE ABLE TO
INVEST WITHOUT USING YOUR OWN
CASH?**

**ARE YOU COMMITTED TO
WORKING HARD AND WORKING
SMART IN THE FUTURE?**

**ARE YOU COMMITTED TO USING
THE KNOWLEDGE LEARNED TODAY
TO ACHIEVE YOUR FINANCIAL
GOALS?**

**BEFORE WE GET TO THE Q&A, LET ME
SHARE **A FEW MORE TIPS** ON HOW YOU
CAN USE THIS KNOWLEDGE TO **GET THE
BENEFITS** FROM THESE STRATEGIES
AND **MINIMIZE THE RISKS.****



BiggerPockets[®]

PRO

TOOLS

BiggerPockets Pro

✓ Make smarter purchasing decisions with unlimited use of the BiggerPockets Property Analysis Software

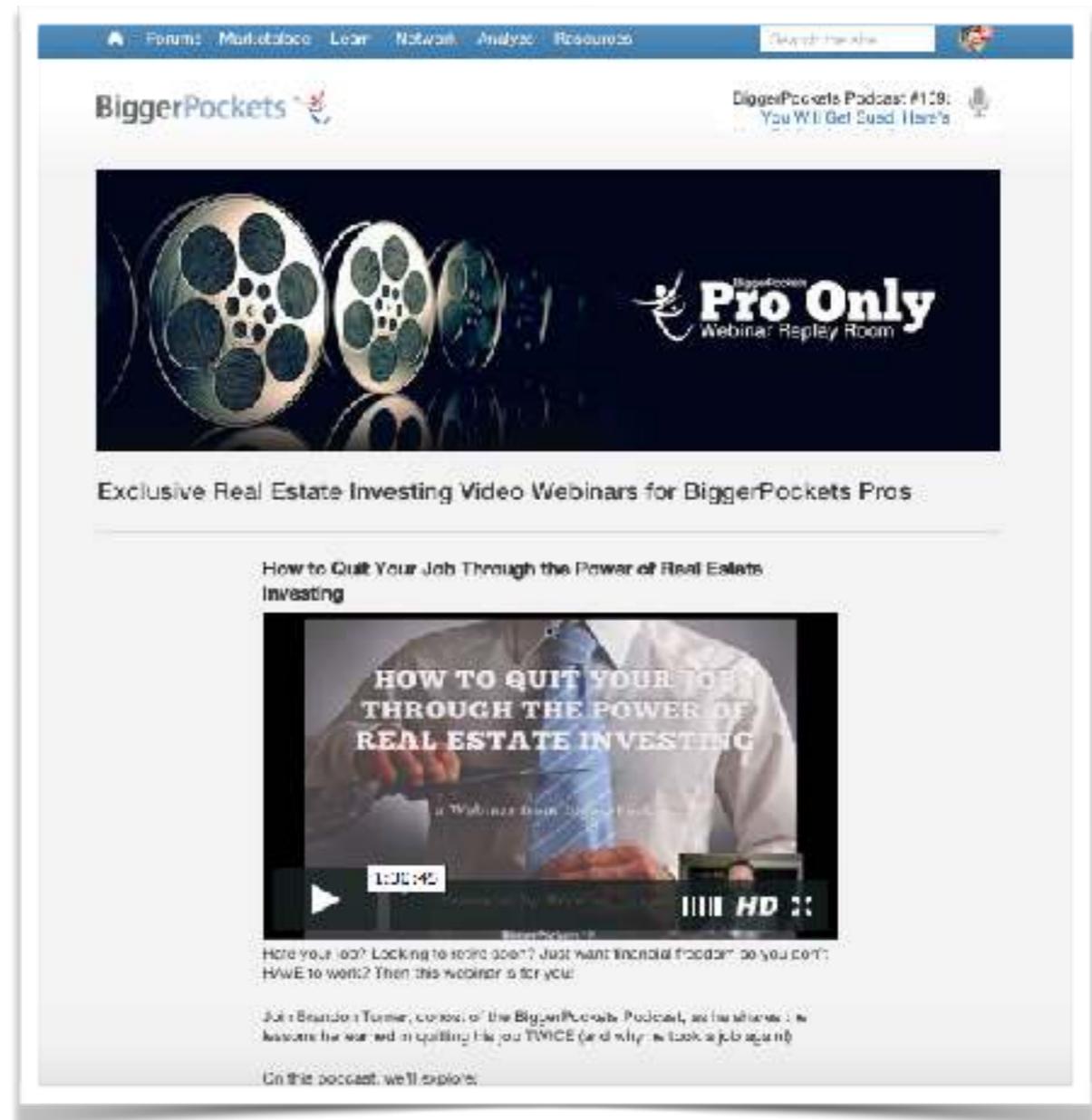


The screenshot shows the landing page for BiggerPockets Pro. The background features a smiling couple embracing in front of a brick wall. The main heading reads "The Easiest Way to Analyze Real Estate Investment Properties". Below this, a sub-headline states: "The BiggerPockets Investment Property Calculators will help you quickly and accurately estimate the potential profit of your next rental, flip, or wholesale deal." A green button with the text "Click Here to Start Your Analysis" is positioned below the sub-headline. At the bottom of the page, a section titled "How it Works" contains four steps: "Choose Your Calc" (with a question mark icon), "Enter Data" (with a pencil icon), "See Results" (with a bar chart icon), and "Share Your Results" (with a document icon).

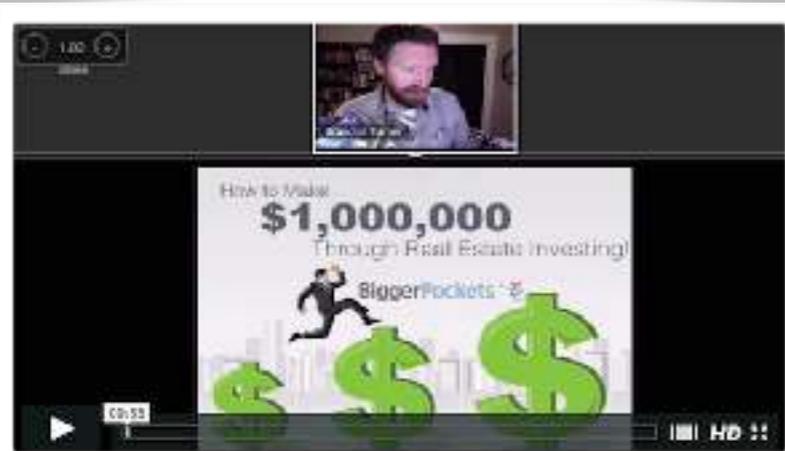
BiggerPockets Pro

Check out replays
of all the past
BiggerPockets
Webinars

More than 50
HOURS of video
and 40+ lessons



The screenshot shows the BiggerPockets Pro website interface. At the top, there is a navigation bar with links for Forums, Marketplace, Learn, Network, Analysis, and Resources, along with a search bar. The main header features the BiggerPockets logo and a podcast player for "BiggerPockets Podcast #119: You Will Get Sued Here's". Below the header is a large banner image with film reels and the text "Pro Only Webinar Replay Room". Underneath the banner, it says "Exclusive Real Estate Investing Video Webinars for BiggerPockets Pros". The main content area features a video player for a webinar titled "How to Quit Your Job Through the Power of Real Estate Investing". The video player shows a man in a white shirt and blue tie, with the text "HOW TO QUIT YOUR JOB THROUGH THE POWER OF REAL ESTATE INVESTING" overlaid. Below the video player, there is a short description: "Here you are? Looking to start over? Just want financial freedom, do you want to work? Then this webinar is for you!" and a link to "Join Brandon Turner, cohost of the BiggerPockets Podcast, as he shares the lessons he learned in quitting his job TWICE (and why he took a job again)". At the bottom, it says "On this podcast, we'll explore:".



Over 50 hours of incredible video trainings...

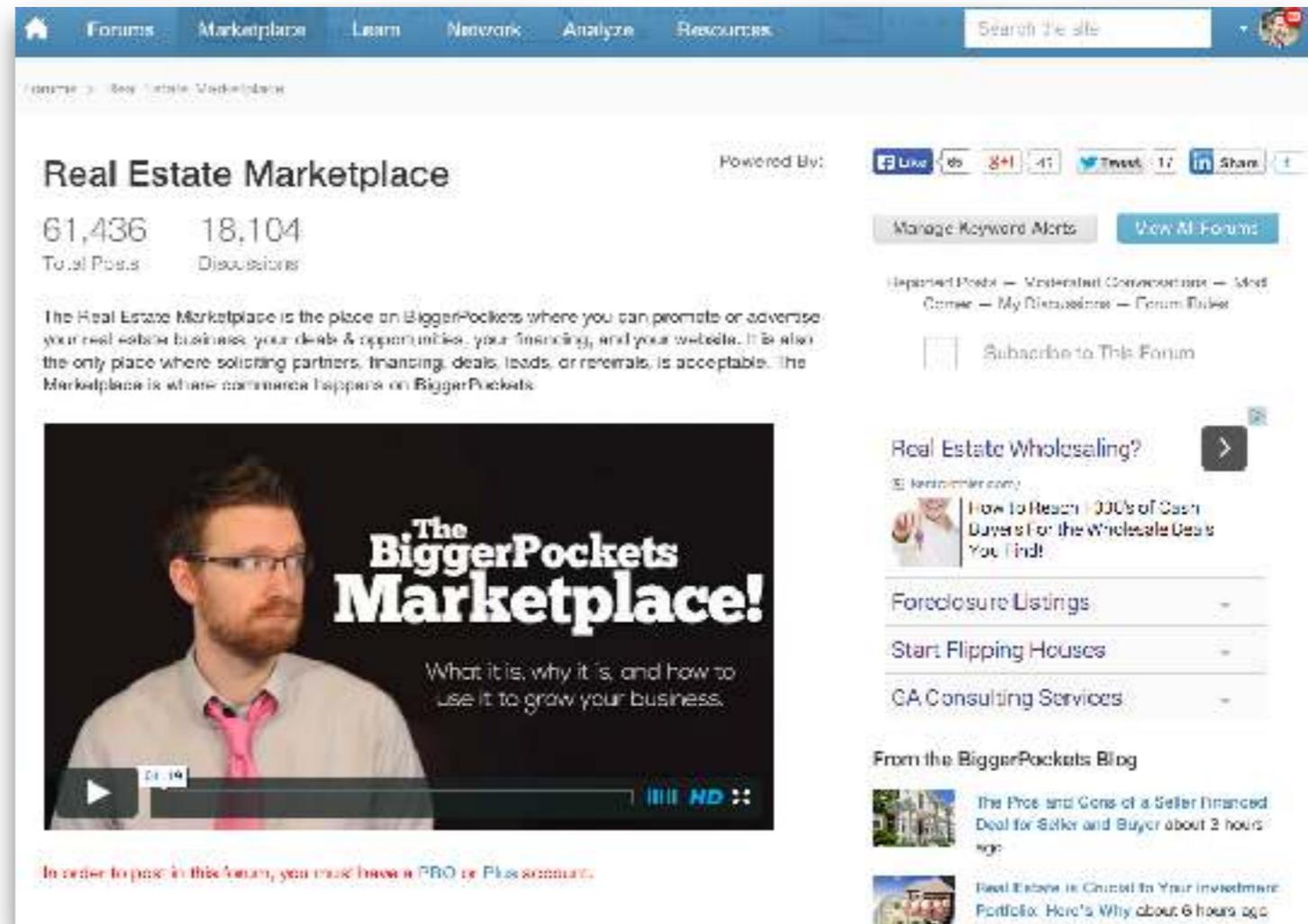


Over 50 hours of incredible video trainings...

BiggerPockets Pro

✔ Post ads in the Marketplace for your haves and wants.

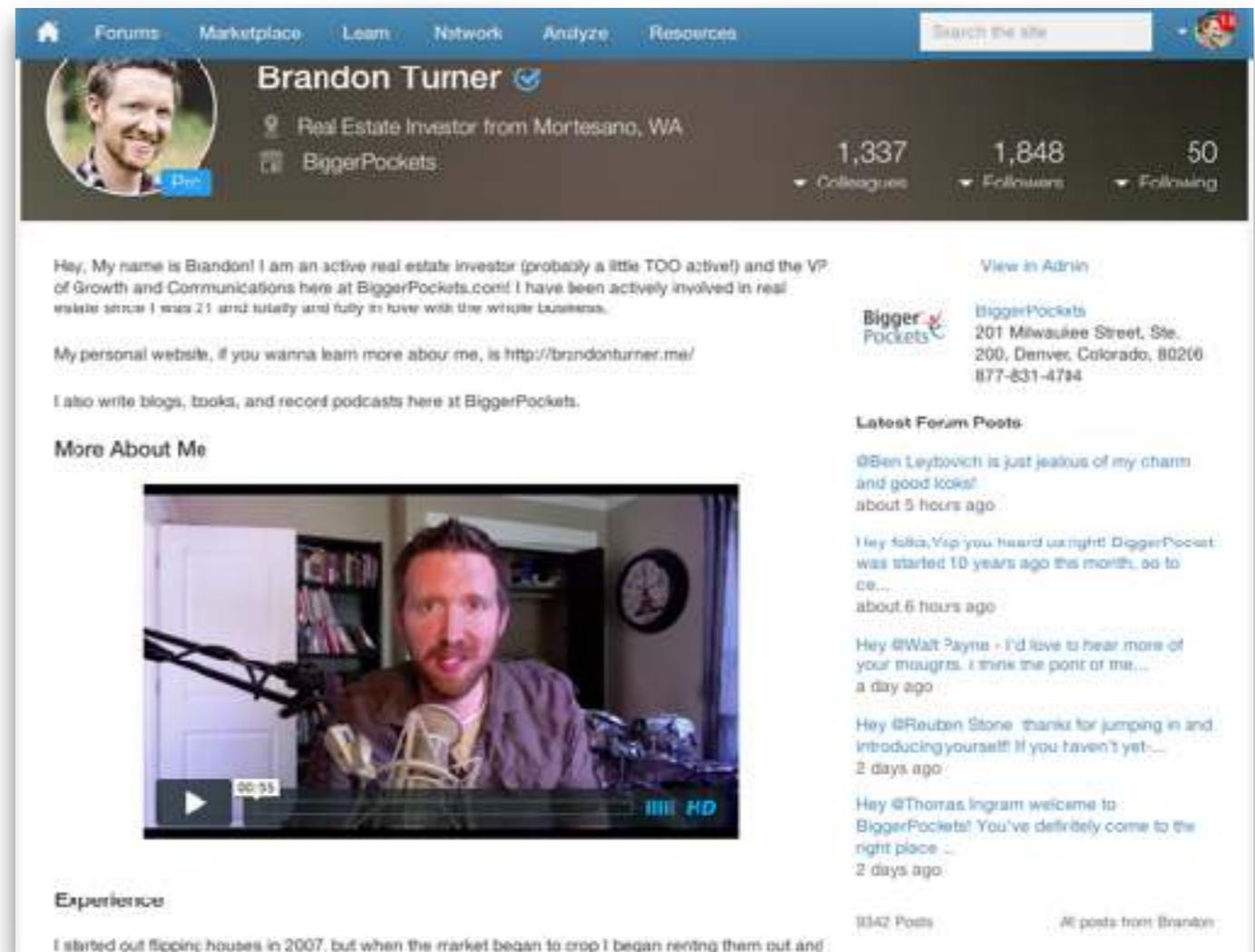
What do YOU need right now?



The screenshot shows the 'Real Estate Marketplace' forum page on BiggerPockets. The page features a navigation bar with links for Forums, Marketplace, Learn, Network, Analyze, and Resources. A search bar is located in the top right corner. The main content area displays the forum title 'Real Estate Marketplace' with statistics: 61,436 Total Posts and 18,104 Discussions. Below this, a video player is embedded, showing a man speaking with the text 'The BiggerPockets Marketplace! What it is, why it is, and how to use it to grow your business.' To the right of the video, there are social media sharing options (Facebook, Google+, Twitter, LinkedIn) and a 'Manage Keyword Alerts' button. Below the video, a red text box states: 'In order to post in this forum, you must have a PRO or Plus account.' The right sidebar contains a 'Subscribe to This Forum' button, a 'Real Estate Wholesaling?' link, and a list of related topics: 'Foreclosure Listings', 'Start Flipping Houses', and 'CA Consulting Services'. At the bottom, there is a 'From the BiggerPockets Blog' section with two article teasers.

BiggerPockets Pro

✓ Help your Profile stand out with an enhanced forum signature, profile video, and Pro badge.



The screenshot shows a user profile for Brandon Turner on the BiggerPockets platform. The profile is enhanced with a 'Pro' badge and a video signature. The header includes navigation links for Forums, Marketplace, Learn, Network, Analyze, and Resources, along with a search bar. The profile information includes a profile picture, name, location (Mortemano, WA), and statistics: 1,337 Colleagues, 1,848 Followers, and 50 Following. The bio states: 'Hey, My name is Brandon! I am an active real estate investor (probably a little TOO active!) and the VP of Growth and Communications here at BiggerPockets.com! I have been actively involved in real estate since I was 21 and totally and fully in love with the whole business.' Below the bio, there is a link to his personal website (http://brndonturner.me/) and a mention of his blog, books, and podcasts. A 'More About Me' section features a video player showing Brandon Turner speaking into a microphone. The 'Experience' section begins with 'I started out flipping houses in 2007, but when the market began to crop I began renting them out and...'. On the right side, there is a 'View in Admin' link, a BiggerPockets logo with address (201 Milwaukee Street, Ste. 200, Denver, Colorado, 80206) and phone number (877-831-4794), and a 'Latest Forum Posts' section with several recent posts and their timestamps.

BiggerPockets Pro



Increased networking abilities, through [BiggerPockets.com/meet](https://www.biggerpockets.com/meet)

Meet BiggerPockets Members

Click the search members button to find members in your area or in other zip codes. You can also filter members by occupation, focus and other criteria.

Showing latest members from near you

| | | |
|--|---|--------------------------------|
| Heather Stoffle Real Estate Investor Shelton, WA | Fernando Sanchez Contractor Mazonia, Sinaka | Bradley Mullin FPQ, AP |
| Pawel Lakota Hustler, Franchise Rhoi Khai | Raul Orvedo Real Estate Investor Santiago, RM | Henry Gallagher Moulton, WA |
| Eric Blagov Insurance Agent Olympia, WA | Ava G. Singapore Singapore | Loretta Allen Olympia, WA |
| Tracy Sparks Aberdeen, WA | David Stone Lumpkin Investor Olympia, WA | Scott Kelley Aberdeen, WA |
| ELIAS DRIEDO OLYMPIA, WA | Jason Atwood Aberdeen, WA | Bob Schweiter Olympia, WA |

1 2 3 Next

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- ✓ **See Who's Checking You Out**
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BiggerPockets Pro

**Help support the site
that is changing how
people build wealth in
America.**

Why BiggerPockets Pro?

Why BiggerPockets Pro?

You are **worried** about buying a **bad deal**

Why BiggerPockets Pro?

You are **worried** about buying a **bad deal**

You **need bank suggestions, partners, or properties**

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You are **worried** about buying a **bad deal**

You **need bank suggestions, partners, or properties**

You need to **connect** with investors who can help you

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You need to **connect** with investors who can help you

You are looking to **get noticed** by the community

Why BiggerPockets Pro?

You are **worried** about buying a **bad deal**

You **need bank suggestions, partners, or properties**

You need to **connect** with investors who can help you

You are looking to **get noticed** by the community

You want to **support** BiggerPockets



Just wanted to say thank you for the webinar. It was very informative and gave me several good ideas. I signed up for pro and used the calculator you demonstrated to evaluate and make offers on 2 deals I found. 1 was accepted (currently listed on Marketplace) the other the seller was unyielding in price even after I showed them the numbers (oh well their loss). So again I just wanted to say hello and thanks.

So... how much is
BiggerPockets Pro?

BiggerPockets PRO

How much is BiggerPockets Pro?

\$100,000

\$50,000

\$20,000

\$10,000

BiggerPockets PRO

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

BiggerPockets PRO

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

\$290 per **year**

~~\$20,000~~

~~\$10,000~~

BiggerPockets PRO

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

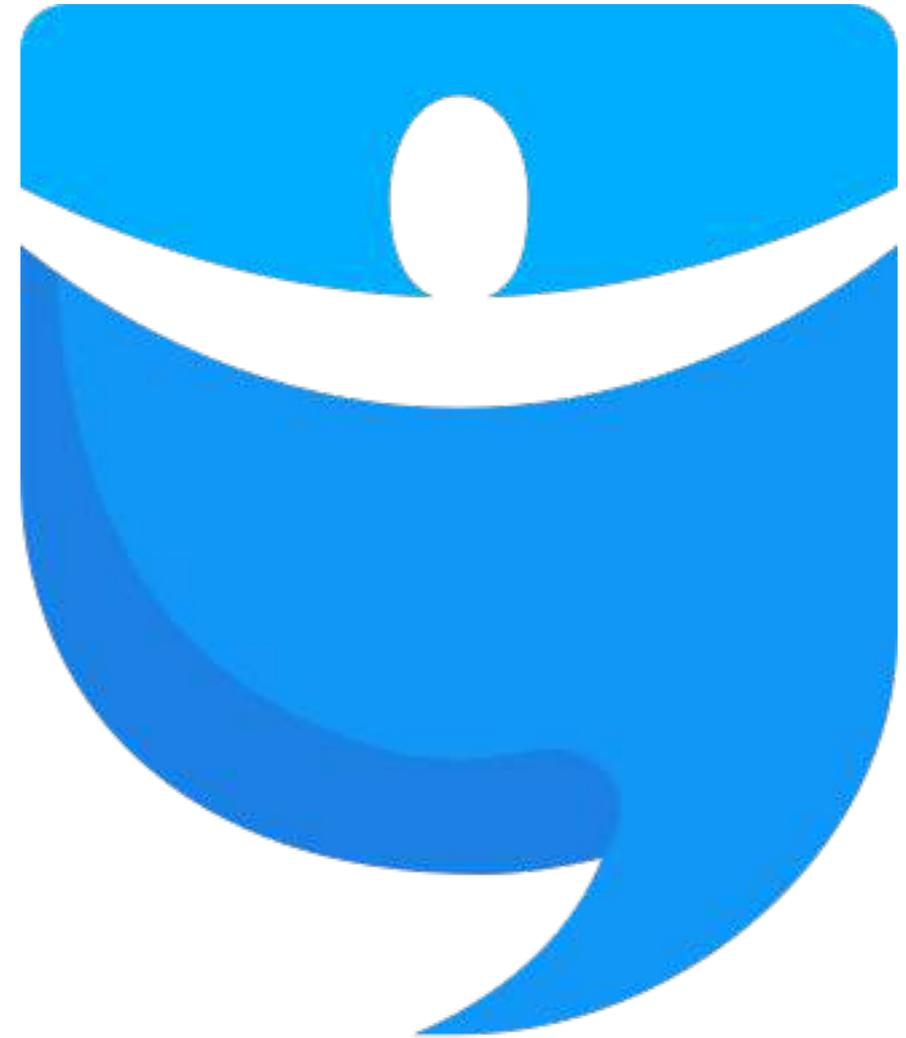
~~\$10,000~~

\$290 per **year**

but...

Bonus #1

**Get 20% off by using
code "1018"
on the checkout page**
(A \$58 Value)



Bonus #2

The 2012
BiggerPockets
Conference Audio
(over 25 hours of
real estate audio
training) for **FREE**.

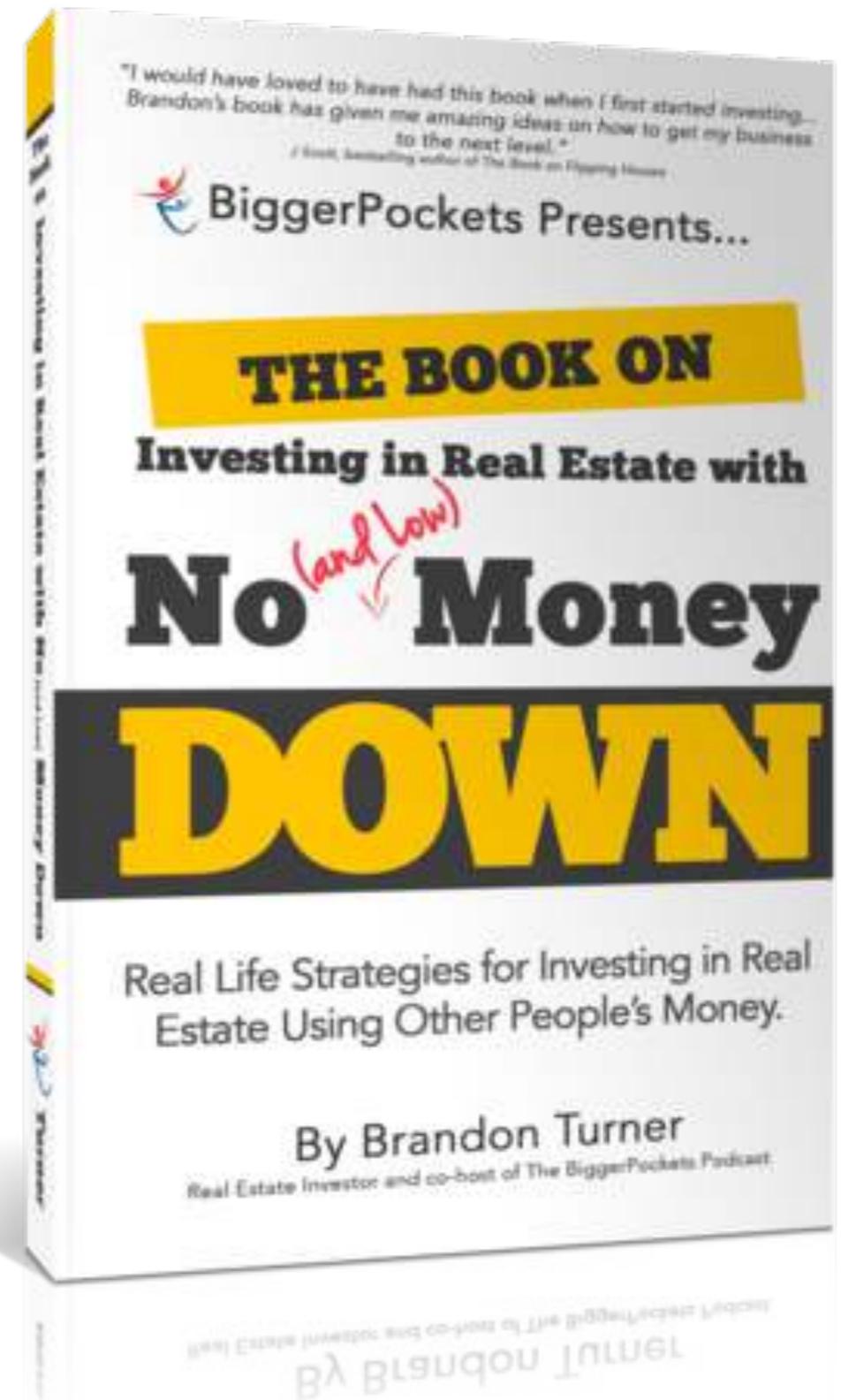
(A \$300 Value)



Use code "**1018**" to get all these bonuses with your Pro Annual Membership!

Bonus #3

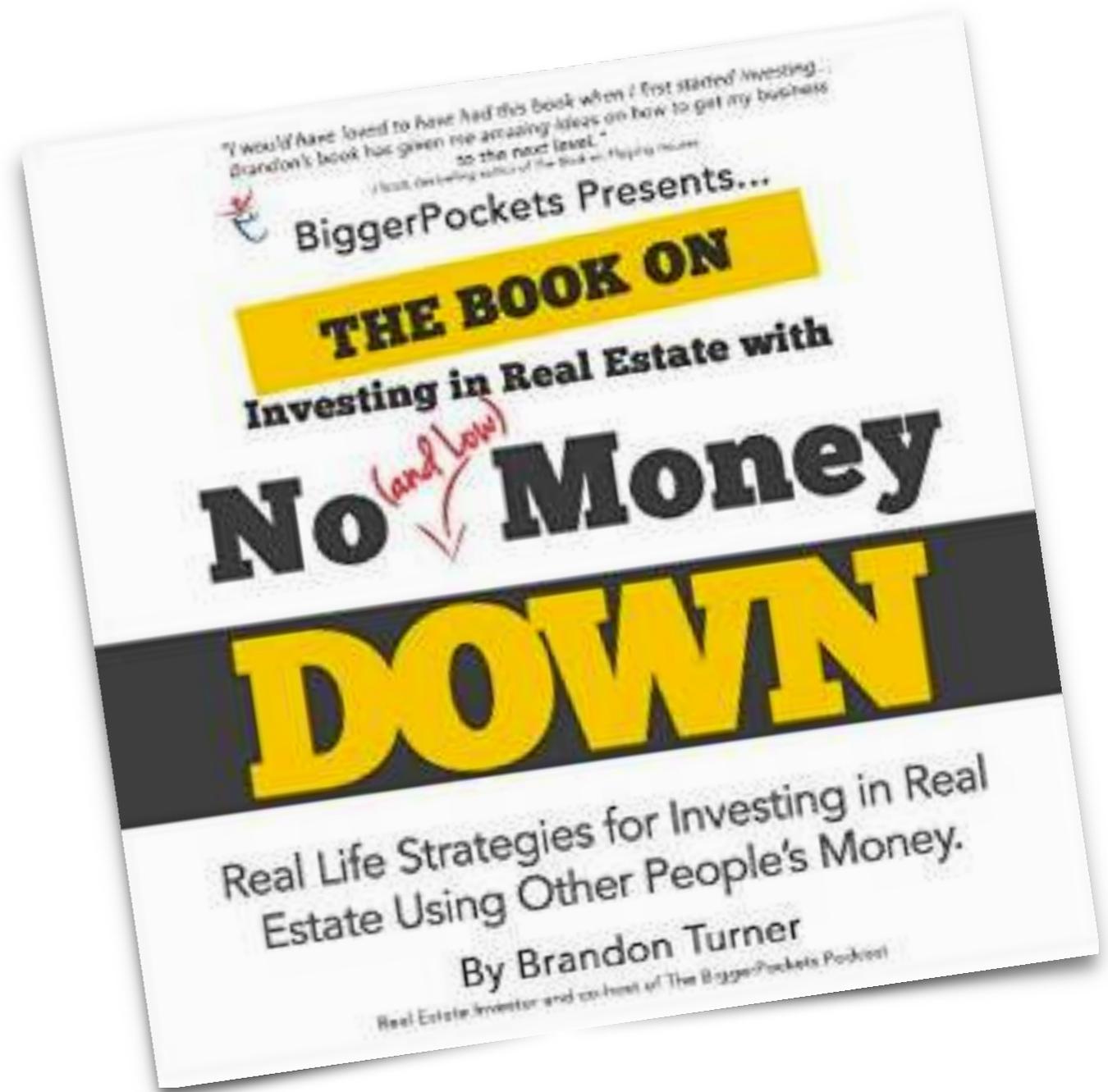
✓ Get a digital copy
of "The Book on
Investing in Real
Estate with No (and
Low) Money Down
FREE
(A \$19 Value)



Use code "**1018**" to get all these bonuses with your Pro Annual Membership!

Bonus #4

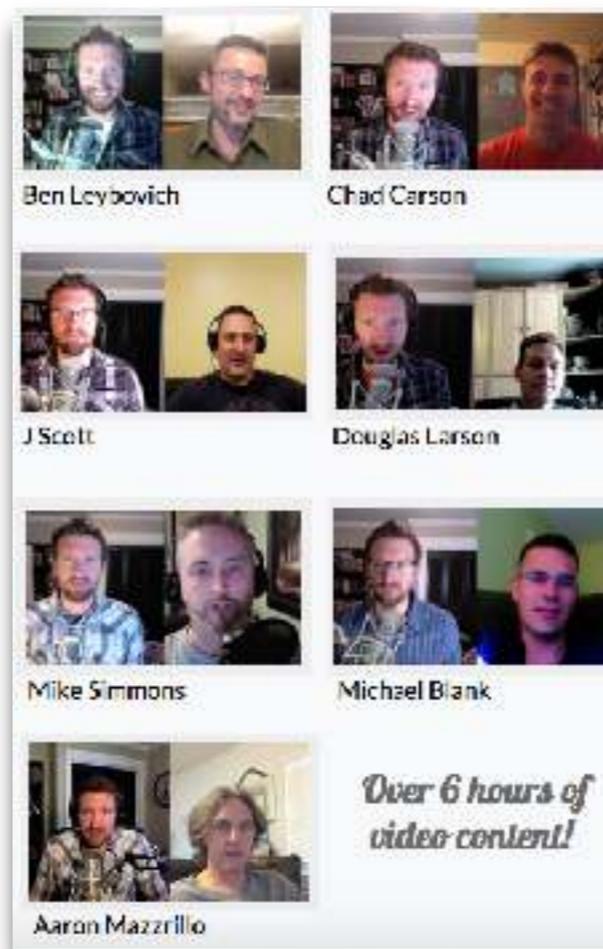
✓ Get the digital audiobook of "The Book on Investing in Real Estate with No (and Low) Money Down **FREE** (A \$19 Value)



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Bonus #5 & 6

Get the digital bonus book "How to Find Incredible Real Estate Deals" Plus seven mp3/video interviews with creative investors!
(A \$50 Value)



Use code "**1018**" to get all these bonuses with your Pro Annual Membership!

Bonus #7

Get a 2-hour video recording of “**How to Invest in RE with No (and Low) Money Down**”
- FREE

\$200 Value



Use code “**1018**” to get all these bonuses with your Pro Annual Membership!

Pro vs. Plus

Annual vs. Monthly?

Annual vs. Monthly?

20% Off +

20% Off

2012 Conference Audio

No & Low Money PDF

No & Low Money Audio

7 One-on-One Interviews

How to Find Deals PDF

2-hour Video

What You'll See:

What if you are
already a Pro?

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- All Webinar **Replays**
- Digital "No (low) Money" **Book**
- Digital "No (low) Money" **Audiobook**
- Mp3/Video **Interviews** with creative investors
- **How to Find Incredible Deals** digital bonus book
- 2 hour video - "Investing with No Money" webinar replay

SPECIAL GIFT #1

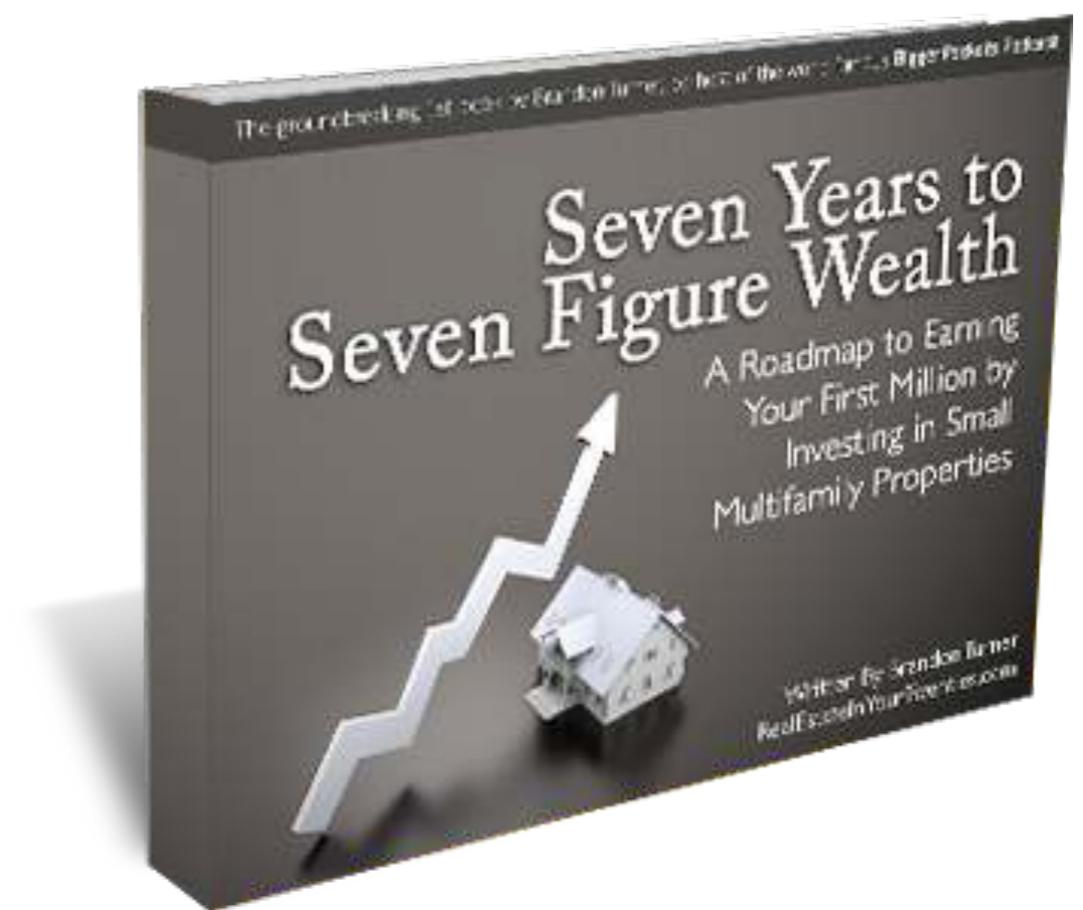


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Q & A

I am not a lawyer, accountant, doctor, or your mother. This is for educational purposes only.

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- All Webinar **Replays**
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- Digital "No (low) Money" **Audiobook**
- Mp3/Video **Interviews** with creative investors
- **How to Find Incredible Deals** digital bonus book
- 2 hour video - "Investing with No Money" webinar replay