

INVEST DIGEST© WORDS YOU CAN EAT

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Monthly Notice

This is no fools' day! In March I purchase fifteen houses for close to \$100,000. You heard this correct. With the price, it included all the necessary paperwork and documents to deliver these houses with deeds, title, fees paid. This also includes having the homes



prepped for selling with signs and photos. My plan for this profitable investment is to have all homes occupied within weeks and start collecting an income stream. This system allows me to offer these homes to buyers for less than rent received in that area. No money is placed in the homes for repairs. I will not be responsible for taxes, insurance and maintenance of homes. They are placed in a management program already operating for thousands of other homes. In order to successfully accomplish the task at hand, there are several exit options in place. As an example, if I were to hold a mortgage on each of these homes for \$400, this will gross \$6,000 for my original cost above.

Less management fees of \$60 per house. If I were to only receive \$300 a month, could net over \$3500. I hope to duplicate this method in the near future. I am here in Tampa at the time of this publication furthering my education and future. I believe an education passes all monetary gains acquired. Learning and understanding information is an important skill. Attention to details makes the difference to knowing your direction. It allows you to place confidence in everything you do. Each move becomes smoother and is done without worry or question. You begin to feel power. This new found knowledge you may have acquired is searched by many and several have paid quite a bit for it. Now you possess it for free. The more you learn the more you gain by compounding your brain power. When you hit a bump in the road and are sent a few steps backwards, you can always be well-off and bounce back to the desired position you once accomplished. Just remember to always share the wealth, weather it be knowledge or cash. Greed kills.



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HAVE NO FEAR-HELP IS HERE!



DID YOU KNOW...?

Average life expectancy in the 1000s is 30. In 1997, it rises to 79 and 73 for females and males. Today it is reaching towards 90. Soon, we'll be fools for 100 years, lol. **Used in a previous issue, I felt it appropriate to put this in again.** Julius Caesar creates a calendar with April 1st as the first day of the year. In 1582, a new calendar is devised with January 1 as New Year's Day. Those who continue to celebrate New Year's Day on April 1 are considered fools, hence April Fool's Day.

Here is a helpful hint: As a strong negotiator, it is important to have confidence and conviction in your words or statement. You may be able to have great eye contact, as explained in the last issue. But the inflection in the voice is just as important. If you have doubt with what you're speaking of, this will transfer to the other party. You will sound, not sure of yourself and the prospect will not become convinced. In 1986, I was taught a valuable lesson. A marketing expert, who had 25 years experience, presented valuable points. When speaking on the phone, if you wear any type of glasses, they should be worn. The recipient on the other end will notice in your voice that you are not wearing your glasses. Have you ever been on the phone when the other party has said to you, "what is wrong"? You say, "there is nothing wrong", the other side responds, "yes there is". You repeat, "there is nothing wrong" and the other side says, "yes there is, I can tell". It is so prevalent to someone over the phone of the inflection in your voice, than what are they noticing in person, think about it.

Looking Forward

I am continuing the "Free Advice Seminar" with an April 17 date at the same location as before. It was a treat to have an unsolicited live testimonial present her success since the first seminar. She informed everyone, because of her actions to this advice; her one expense alone is 83% lower, what a savings. This information is so valuable that most feel it is not worth attending. In fact, she admitted to wondering what she was getting herself into, the first time she decided to attend. This information will help you; unfortunately there is not enough room for everyone.



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