



Good afternoon, everybody.

Hey great to see about to know about good afternoon.

You know, it's so good to see you all. Hopefully everybody's having a fantastic day.

Hello, Michelle.

Hey, Christina. Well hello chappie.

Oh you're muted. Hi Tom. Good to see you. I saw you wave. Yeah, there you

hello. Hello. Welcome to the call.

Always great seeing all these beautiful people jumping on the phone call and just a

quick reminder. If you're able to be on camera with us, we know there's some extenuating circumstances but not all so if

you're able to jump on camera with us, please do so. We love to see all your smiling faces. It's so much more fun to be

here in the room with people as opposed to names on blank on black screens. So so please

join us if you're able, so yay. Thank you. Yeah. Hello, Michelle.

All right. And we got some Platinum Mastermind members jumping

on right crystal because you guys just finished another call, right? He did. We just finished our power.

Hour of Power Or power. It's so much fun.

Hello. Hello, welcome to the call. If you're just joining us. Please turn on your video. We'd love to see you.

mmmm Welcome welcome.

Oh man spells where we just letting everybody know it's time to get started.

Stay would say ready to have church. That would be Jay if he were here.

That's right. We are just waiting for people to join us. We're gonna give it another minute or so while we are waiting

for people to join us. As always. We love to share stories of of

accomplishments of things that are happening in your life and in your business. So does anybody

have anything that they could share that they have accomplished since our last call or even in

the past week or so any good news any things to share any things that

you want other people other investors to know? Or as we always call this Crystal a give.



We love the good news share some good news. We all need that.

Anyone anyone anyone? Someone must have good news around here. Somebody's got something.

Oh, that's awesome Louis. share in the process of opening a Veteran's Home.

Yes some job. Congratulations Louis. I love that. Thank you.

Very nice. Very nice. It's definitely needed out in this area. Yes, it

is. Hello, Gary, Gary golay. Hey

Gary. I'm looking where are you? Oh, I don't see your camera. That must be.

So smiling face. I like it. What we're waiting. Is there a nugget

of gold from our power you can share with everybody. Oh, geez, and let's see. Let me go back to my notes.

We had oh, you know, okay. Lots of things came up, but one of the questions that was asked that I thought was was

a good one or not that they weren't all good that came out wrong, but was was maybe like a

nugget worthy moment right now is that um, we were asked hey if properties come up and they're rehab is

that a potentially a red flag or is there opportunity there? So I

had shared that because it happens all the time. It's actually where I've gotten some of my very best

deals and unfortunately many of them are individuals who maybe didn't have the training and coaching so

they didn't buy necessarily in the best way so they weren't able to really protect themselves gotten over their head.

There's so many DIY programs out there. Everybody thinks they can do it. They're like, it's great. I got

this and then they get in and they realize oh, no, I don't have this. Um, so they can be

great deals. It only takes 30 minutes to fix a house from the ground up right because that's what we're doing the

show 30 minutes. They're done,

right? That is exactly what I said. That's so funny.

Chewed you they're like, oh we're gonna replace all the floors in the house. We can get that done. I'm sure within probably a

couple hours, you know Weeks Later, they're still struggling don't know what they're doing. Everything's going on.

Yep, so those can be great and I tell I encourage everybody if you see something like that, that's usually an



awesome conversation to have with the seller to determine where you might be able to help them out get them out of the mess and then there's you know favorable opportunity for you.

Welcome, but if you are just joining the call, please turn on your video. We'd love to see you and talk to you and put a name to a face versus just seeing Barry's iPhone or you know, George's PC. Welcome Marve said

that he's from Chandler Arizona Phoenix suburbs. So

welcome first timer. Anybody else is the first time or please share that in the chat as well. We love to welcome new people.

Well, I'm a first-timer. Welcome Doug. We're glad to have you. Well, just trying to get settled here. So sorry for the Fusion of my end but

no actually papers some surrounded by thousands of papers. All deals. Well, then that's good. That's right. That's good. It there you go. Very good. All right, and then let's see

Mark take a look at the chat look like Michelle said something about having used to live there. So you might guys might be able to make a connection. Let's see John from Selma North Carolina said I closed my first deal purchase on Friday.

No rehab went to ml has not yet learned private money. So maybe next time they're looking forward to it. Absolutely private money is the way to go. So that's exciting though, John. Congratulations.

So if you know anything about Jay always says get the money first, so right be ready. If you're on this call, you know, get the money first. That's the Mantra.

Thanks for being so much easier. That it does.

So, let's see speaking of Jay. He was going to join us today. Unfortunately, he his Carol Joy's brother who's girl

was Flint. Yes Flint is having some challenges. So

Jay has asked and and I'll just read this to you. Please ask the PMA members to pray for Carol's brother clints and his wife and their kids to have peace. No matter what happens Clinton has had a very rough day today. So they don't know how much long how much more time that has and so Carol joy and Jay have had



to fly out to Dallas to go meet the family and they'll be there this week and and just to see and monitor everything. So please pray for clints and his wife and that's where Jay is. Otherwise, he would be on this call with everybody. We do have an exciting call. But and before we go through some of the submitted questions just a reminder.

If you have any questions that you need answers to please put it in the chat. I think it's this way or is it one of these two ways, please type it in the chat and we will make sure that we will go through the chat and get as many questions answered for you as possible. We do have some submitted questions. And before we answer that why don't we tell you who we are since some of you are brand new. So Crystal, who are you Crystal Baker and I started investing in real estate back in 1996 Super traditionally, I'd buy a house. I actually would borrow money from the bank live in the house while I it's my side hustle live in the house and work on it while I was an occupational there and Leadership and working many many hours and then after about a year, so I would sell it and then start the process over back in 2018 frame. I stepped out of the market. It not because I was brilliant but because I had decided a bit late in life to get married and have kiddos. So I thought it would be better if I wasn't doing 10 million things and when my daughter was baby, I found myself to be a single mom. So at that point, I started revisiting what had worked for me in the past. I was working a million hours oftentimes not getting home with the kids until 9 o'clock at night. And thought you know real estate had really served me and how might I be able to do something with that. So took a bunch of classes hired coaches and mentors didn't necessarily work also fantastically and then I ended up at Jay's lab event and knew at that point that I really needed to sign up. So I joined the Platinum program and worked the program. So what Jay said to do I did was able to build a business to the degree that I was able to step away from my full-time career in leadership and do this business full time and shortly thereafter. Jay came to me and asked if I would help coach the students. So I have the great pleasure of being a part of all of the student's Journeys and being here on these calls with you. So I provide hotline, I'm on every Platinum Q&A session provide all accountability calls our power General support



in every way shape for her fashion Health facilitate with the Mastermind group as well. So it has been my great pleasure to be a part of this family and Community working with Jay Carol joy, and the team is just one of

the greatest Students of my life and it's really helped me to find what I'm truly passionate about and that is giving back and working with people like yourself.

So that's me awesome happy and tell us a little bit about yourself. Well, first of

all, I just want to say that I love working with Crystal. She is a product of the product. She has

been through all the programs gone through as a student just like you guys that are here on the call and

she does run all the coaching calls the Platinum session calls and all that kind of fun stuff. So if you

have questions concerning subject to or rehab or whatever by the

way crystal is a master of communication when it comes to talking with sellers. So you definitely want to

talk to Crystal if you have a challenge negotiating or anything like that, but she is the she

is the gal the the subject to queen as we call her. So oh and somebody

you definitely want to get to know of and between her Jay and myself we are are really the coaching team. So

who am I

I started in the corporate world as an engineer and and an engineered I

guess and went through that process in Manufacturing Systems and

it processes it business analysts decided and that I never really wanted to be

there and shouldn't have been there in the first place and so I transitioned into real estate in 2002.

And my first deal was a wonderful wonderful superbly great. Wonderfully

Horror Story So if you have ever had

any challenges of real estate come talk to me. I can relate to you and I I had two

choices at that time which was either to claim bankruptcy and give up this dream of being a real estate

investor and entrepreneur or whether through it push through it to pick up a hammer work 100

plus hours a week 12 hours a day at my job and then go and and fix a

property that needed fixing because I didn't have any money to hire people and I decided to push through and

learn

that Anybody can do this business. If you're on this call, you could do this business. You just need to work



with the right people. And when I started working with the right people getting the right mentors right coaches building the right team members. I ended up investing in multiple different states across the country and doing multimillion Dollar Deals into developments and land and all that fun stuff and through that process and come back actually and so I started transitioning into coaching and as I was coaching with some of the gurus across the country I ran into this guy named Jaycar and if you know Jake Connor, you know that he has this Magnetic Personality that just attracts people to him and I was attracted to him we connected we stayed in touch for a handful of years and when Jay started teaching and mentoring and coaching he's that said Kathy come join the party help me do this thing help. Let's blow this up. Let's let's grow this coaching business. And so I've Help Jay put together some of the programs some of the mentorship programs the coaching programs. And I also work with Jay at every single live event and it helped run and moderate The Mastermind program as well. So I'm it's been a blessing and a joy working with Jay and the team and I am here if you guys need me as well and one more introduction before we dive into everything and that would be I think actually you still on the phone. Are you still here?

Hey, everyone can hear me. There you go. Yes, who are you actually and why does everybody want to know you? Well, I am Ashley and I sit here in the office with Jay and Carol when they're here as well as Brenda our office manager who was Answering phones if anyone's calling right now. That's why she's not on as well all the emails. We're here in the office to provide support for anyone and everyone who calls who emails you just reaches out and I'll put my email and our office number in the chat that way if y'all have any questions, you can reach us as well. Awesome. So anything you need in terms of this membership for the private monetary Academy or to register for the upcoming live event, which is eight weeks in eight weeks. We will be live in North Carolina Emerald Island, North Carolina. And as a private member Academy member you get to attend for free for the tickets. There's a 97 dollar registration fee and the \$3,000 fee for the event itself is waived for



private money Academy members. And that is the registration link. There you go. Thank you.

Jay's live event calm. And so make sure that you are scheduled for

that live event. I believe the dates are the main room of the dates June 25 six and seven,

I think. Yeah, 21 22 and 23.

21 22 and 23. So come join us 97 dollar

registration fee and you get to attend the event for three full days and Jay usually asked me

crystal why everyone should attend the live event and I'm gonna ask somebody else. So who do we have

Platinum Master

members that have attended and I go through and I see Angel and

Erica why should people attend the live event?

Well, you mentioned it earlier. There's nobody in this room that can't do this business as long

and you know, the birds of a feather flock together thing is true. So you link up with the right people. Look at

somebody

who's been doing the business successfully for decades and when I say look at somebody and hang

out with somebody, I mean at this live event he brings his entire team up there.

everybody from his lawyer to the to the guy swinging a hammer and putting up sheetrock and Realtors his

acquisitionist his the lady who helps them decorate the houses, but the

interior designer and and they have these intense long.

In a loving way long sessions that really dive deep into his business model. And when

I first seen Jay it was it wasn't it wasn't a three-day event. It was a short event at another a different

event, but the little bit that he shared about his business model is what really intrigued me because I like it

and then after it going into how he calls it his world and really dive and deep for those three days.

I mean that's that's why that's why we're where we are today. That's the only reason why we're even on this

video

is because we went to that three-day event. We took action and absolutely changed our lives. We're no longer

working for the man. We're full-time real estate professionals and can't thank them enough and can't thank y'all

enough because he wouldn't be able to do it without y'all as his team. So yeah make it to the live event. If you're

serious about this stuff figure it



out get out there and take action. It'll change your life. Awesome, and no one knows who you guys are. So we'll introduce you guys in a bit. Before that Crystal why don't we get started jumping in some of these questions that have been submitted. And again, if you have any questions, we want to make sure that you guys hear that live. We answer your questions as well and get those answered for you. So put them in the chat if you have any extra questions that you need answers for or need help with so Crystal.

So the first question that was submitted was and this is by Marv.

It's like could you take us through a step-by-step sequence and what the process looks like once you found it foreclosure or anything other single family home, which has been on Zillow or the MLS for 150 days or more energy decided to purchase or flip it. Um, so the real quick caveat is I know I need private money to buy the property if it were in foreclosure, but if the property was not a foreclosure couldn't I

just do a flip without the private money by a simultaneous closing with an investor friendly title company. I just have

my real estate attorney execute the closing as needed. Huh? All right wrong question you summarize that for everyone. To summarize that so and and you

can correct me if I'm wrong Mark, but I think the gist of this one is what's the process look like? If a property's in foreclosure, how do you go about the purchase? What options do you have? So do you have to use private money? Can you go a different route? What does that look like? So

do we want do you want me to answer? Do you want someone in the in the group to answer? What would you like? Would you like to answer either

way? Um, let's see does it has anybody in the group done

a foreclosure? Let's let's just start there. If you have either, please raise your hand or comments in the chat so that we know have has anybody purchased and a property through the

foreclosure process and gone through that whole process whether it's using private money or not.

anyone Yes. Yes, if so type in yes, so we know body pre foreclosure John awesome.

Yeah, that's that qualifies. anyone else

same here. We bought a couple before we went to foreclosure. A couple before awesome. Yes, Irma awesome cool. And I guess one of you three is so far that has



says yes. Does anybody want to share that process Michelle? Yes. Awesome. Does anybody want to share that process in like minutes, right? And can I give a really good quick classification a differentiation and that is oftentimes. We use the word pre-foreclosure to mean it hasn't been sold yet. But really. Brief foreclosure is before they're served to notice a default. Once you're serve the notice of default by the bank you are officially in foreclosure. It just has not yet gone to sale. So I just want to make sure that we're all on the same page because sometimes those things get a little hanky and confusing. So just for everybody's Clarity. Um, anybody want to answer that in the in the two minutes or less give the quick version of how that process works. I'll go real quick. Um, pretty much all of them was a subject to type scenario where basically took over to notes we either used private money that was collateralized by different property or private money that was collateralized by the subject property in order to catch that rears up and do whatever cosmetic repairs needed. It was a relatively quick process and that's it, you know clothes in a week and turned around at least purchased or held him for a long-term, right? Okay. Thank you very much.

Hey, um, John, Moe. Are you are you can you turn on your mic there? You said that yours a little different. Can you summarize in two minutes or less? You're muted right now, though. still muted on the beach. That's why he's enjoying the beach boy lucky guy. If you're on a phone, sometimes you can slide to the side and click that. There'll be a little button that says to have to speak. Otherwise, you can sort of double tap it and it'll bring it up on the bottom. Oh, look, there you go about that. So I bought a house that was in a retirement community. So it was a modular. And the people don't own the land. Right, they pay lot rent. So it's been foreclosure. Yes. These people were not paying a lot rent. So they were about to actually get evicted by the park. So what I did is I went in there and I bought it from them. I caught up the money they were behind. And it was trash. I cleaned it up. I did a little bit of work to it and I resold it to a guy that's



gonna flip it. So I realistically just went in there and cleaned up with disgusting mess and sold it

to him for \$30,000 more than I thought very nice. Very nice. That deserves a

little up there. That's why I got the beach. Wonderful my reward.

Thank you for sharing John Crystal. You want to wrap this question up and put a pretty bow on it? Yeah, let me just so

everybody what everybody said is great information. And essentially it just boils down to this Marve when you look at the property and the situation before it goes to sale you

have opportunities you with whatever so you can be creative. You can take over the financing. However, you need to make sure that it meets the formula because you'll need private money to make up the back payments as well

as if there's any rehab that needs to be done. So a lot of times you can do creative financing by sub to like they were mentioning and that

process obviously looks at like finding out who the substitute trustee is finding out how much that that would be to get the property back into good standing so that it's it's then

something that you can take and work with and convey to

someone else and you can of course your disposition be whatever. You can lease option run it sell it. Whatever it is

that you want. And also Crystal you mentioned something. I think briefly there is that you you definitely when you're

working with people in foreclosure want to contact the bank and get a payoff letter right? You

have all those Things are all those components of the

financing are going to be in order to get it back in good standing. And by the way, Jay has a entire what he calls the second pillar of real estate, which is his foreclosure system, which has the entire marketing process

and strategy to connect with people that are in foreclosures. So Jay has four

pillars of real estate the first one as we said is where to get the money. Now. The second one is says foreclosure system

and the third one's how to sell properties quickly both ones automation. He covers all four of



those at the live event. So if you do want to do a deep dive or deeper dive into these processes and or pillars of real estate as Jay says make sure you get yourself to the live event or get the home study systems themselves. Awesome. So next question Crystal

So the next question that was actually submitted and then we'll work on getting ourselves over to the chat here is um, you spoke of quests as a possible. This is Jerry Carrow you spoke with Quest as a possible. Um for private money is their preferred contact that you would recommend and what do you recommendations from others you might suggest using

Um, there's kind of three questions here. So the first one is you would just honestly anybody that's on the VIP team for Jay Conner is a great resource. We have a variety of different individuals. They're working with it's just a matter of finding a good contact. So the person I work with is Derek long, but we have lots of people that are working with a variety of others in their

their all very very well versed so we find them to be very helpful. The second question was you said that loan devalue should be 65 to 75% If you need to borrow 125% of the purchase price. Explain.

So that's a good question. What is it? That's um It's Jerry on. Yes, okay, Jerry. So why would so explain to me why you'd be borrowing 125% of the purchase price? Well, I I think James mentioned that at some point that I picked up on it and it was kind of question in my mind. He said you you try to borrow a hundred twenty five percent in order to cover any possible repairs or are expenses beyond what the cost of the of the property is

Yeah, I can answer this Crystal and Taffy. So so let me just give you example of if the properties arv or after repair value is worth \$200,000. Right and you the purchase price is a hundred thousand. Okay. When you're borrowing from a private lender you want to make sure there's enough of an equity cushion in there. So the most you can borrow from a private lender is a hundred and fifty thousand. Value 125,000 that's a hundred twenty five percent of the purchase



price only you still have enough cushion in there to protect the private lender. So that's what Jay was referring to. Okay. So not only do you have a hundred percent of the purchase price. You have an extra \$25,000 as a cushion if you need to or usually what happens is that there is some kind of rehab that needs to occur whether it's carpet or or you know, fixing a bathroom or something you'll have to account for that rehab in essence though. You can borrow if the ARB is 200,000 you can borrow up to 150,000 which is 75% of the arv. And again that is basically 150% of the purchase price. But if you calculate purchase plus rehab plus a little buffer, that's usually where you end up borrowing that hundred plus percent. Does that make sense? Yes. Was there a third part to that question? I think the third part to the question. Yeah, and Chaffee did a great job of explaining that in that we always still want to maintain exactly what

Jay said what he teaches and that is that 65 to 75% loan to value just different than the percentage you were sharing. So, let's see here and

Alright, I lost my background here. The third part of the question was do you have resistance from lenders on doing a second position? So who would like to speak to that?

Do we have any students that have had to work with? People that are in second position and shell is Raising her hand Michelle go ahead and show. We we put together a really cool presentation that let's them know, you know that we add them

as an insurer. We secure them with a mortgage or so, you can depending on the state that you have. You have a promissory note, which is basically a mortgage that can be also insured. It's also going to be recorded So their secured by the real estate and then we also do what's called a performance agreement in ours. And so if we fail to perform usually we do it with a seller right, but we actually put a big cushion in there of 10 days and they can cure the notice if we fail to reform so what that

says is our promise to perform is our promise to pay them their mortgage, right? So if we're more than 60 days in our contract you can do 60 days or 90 days. Let's say we're 60 days late. We fall off the planet. We don't pay our mortgage for 60 days. Is failing to perform.

We at 60 days. Our private money lender is notified and they get a chance to cure that



which is pay those two back payments plus \$100 late fees and they can take our places owner that protects our private money lenders and they love that it also protects our sellers because if they don't then at Day 70, it goes back to the seller and in our state some states have Dean lieu of foreclosure some states have a quick claim D. But that is held by our company. We use Westar mortgage and west star. They're the ones who hold the mortgages may actually hold those performance Deeds for us and they hope that Dean Lewis foreclosure for us. And so they only do it for about five years, but in five years, you know, you already showed them that you're not gonna skip out on it and stuff but it helps people feel more secure as long as you've got like all those things in place and you know, they're We put so much out there to protect them that they're like, you know, even though you feel like you're in second place. You're really not you're actually in a really good position. You could actually take our place personally and because most of the time the person in first is that we're taking a subject too. So it's actually mortgage company. It's not another person. So our private money lender would be the first person.

Awesome. Thanks for sharing Michelle. The way Jay does it is actually 80% of his deals or more are actually purchased all with private money. So that seller is not involved in any way after the purchase or after the close of the property and whatsoever. You do have some extra extra things there for here. You'll protection of the private Learners only if you have Jay's book in his book, he provides the private lender five things that list those five things. If you know what those five things are off the top right list them in the chat. So yeah, you could share them with everybody and basically those five things are provided for everyone and so, you know using those five things and the way that Jay uses his system or for raising private money. Well, usually he doesn't have any challenge whatsoever.

So Crystal you want to dive into that a little bit. Well, I think at the end of the day Validity is as long as you know, you've worked with. The system that Jay provides you're working with people that know and trust you. So there's already that piece of it and then secondarily



the way that you buy you're protecting them and then of course all the protections Not the additional layers that Michelle had mentioned

but they do have their own separate mortgage and or deed of trust they have

a problem story note that outlines the aspects of the deal. They're additionally insured on the title insurance.

They're

also second in position, but additionally insured on the more on the insurance for the

property as the mortgage e all of those things and then having their own Security on the property and the

fact that we buy conservatively and have an equity cushion protects the private lender and again, as I said the way that we work

on identifying appropriate private lenders, they're people that are in our more Market. They're people that we already have

a level of trust with the beginning. awesome By the way, if you don't have Facebook, you can get Jay's book for free from his website. It's just www.jconnor.com/book.

So you do have to pay a small shipping fee and Jay's shipping fee is actually more

than what he charges you only you can you can definitely get and get the book for free. I think

it's like 20 bucks on Amazon if you want to go that right? I don't know why but you know get it for like 695 or something like

that on Jay's website. So [Jay conner.com/book](http://Jayconner.com/book). I don't know if you're there. Actually you can type that in that'd be

great and Crystal. Why don't you introduce a couple of our platinum and Mastermind students?

Absolutely, so Platinum Dance

Give me a second Sharon Cooper Platinum Plus Eleanor Romo day Platinum Plus Eric and

Erica Platinum Plus graduates and masterminds. Let's see here. Mark goo

Platinum Plus and Mastermind. Let's see. Give me just a minute. Um some of the some

of you if you don't happen to have your camera up. I'm not 100% sure. So I'm just gonna apologize in advance

Greg Caudill and Platinum

Plus kpeck Platinum Plus Michelle cladil Platinum Plus. Luke Carlson Platinum Plus and Mastermind

Elizabeth if that's you it's what just the way it usually shows up on mine. I believe that's



Liz Liz Corrales Platinum Plus. You're mermaida Platinum Plus a mastermind.

And I think I got everybody so if I've missed you my apologies, but I did my very best so welcome to all our current Platinum Plus semester my students and if you're wondering what the Platinum Mastermind programs are.

Those are Jay's upper level messed mentorship programs. If you'd like to find out more you can schedule call with me at [Jake hunter.com](http://Jakehunter.com) for slash schedule. If you counter.com/sch schedule be more than happy to talk to you about them. We will also briefly talk about them at the live event. And obviously you're here on this call. This call is really designed to provide you support when you ask questions. So this isn't really a mentorship program or coaching program. It is support though. So if you need additional support outside of this call, we also have the private Facebook group for you guys the private member Academy member Facebook group that where you can ask questions 24/7 and we add answer those questions for you as well. So If again, if you looking for more of an in-depth step-by-step process of what Jay doesn't how he does it, you know, come to live event or schedule call with me. Be more than happy to talk to you about it. Let's see moving on there and more questions Crystal. Let's dive into the chat. Yep. We're ready to move over to the chat.

So it's trying to get back to the place where where we had the first question.

And again, if you have more questions or more questions pop up put it in the chat. We'll make sure that we address those for

you. As many as we can get to oh, how do you purchase a foreclosure with private money when it could be a long process due to upsets.

So I mean to me the the simple answer to this is you just have to be prepared to to pay the the fee that's up front. And then you

just have to work through the process until you get it to the finish line and or recognize that you're not able to continue to upset the bid. I mean, it's really doesn't operate any differently. You just have to make your private lender aware of

the plan for your funds. So I've actually have often had people say well, but if I'm

not if I don't have the funds ready and I don't have them secured. Well, you just have to let your private lender know that they're unsecured in



your at your attorneys escrow account until such time that they're able to be secured. So you would just be letting them know that obviously you're not going to draw them and put them in your account. Your attorney's gonna obviously have paperwork that needs to happen before that occurs. And in the meantime, they would be unsecured with a guarantee that you'll secure them once you have the property in place. So a couple points you brought up there crystal is that legally anybody is able to lend money unsecured right for Jay's process or J's system. Our goal is to make sure that our private lenders are protected and that's why we secure their funds with an equity cushion. Now that said there's something called a collateralization or substitution of collateral where you can actually collateralize a different property your own property or another property and use those funds from that private lender to do it a different property. So if you want to you secured funds for a foreclosure and you need 20,000, let's just say to bring the loan currents that doesn't necessarily have to attach to that foreclosed property that can be attached or cluttered lies to a different investment property where you have equity in it, and so Multiple different ways of doing that in order to protect your private lender and the bottom line again as crystal said is that this is the relationship business. You the keys to this business is communication. And as long as you are able to communicate what you're doing and how you're doing it to your private lender and they trust you enough. You can use their funds in a manner that they're comfortable with and that's the key, right. You don't want to do anything that they're not comfortable with so. Okay question, I think. Thing is to have a good within yourself. So you need to be aware of what your inner voice is telling you if it looks good and it makes sense and you have something that you can do that's gonna be a win-win then. Yes. That's it. That's a go if it's something that you're not so sure of and you're not feeling comfortable and you're gut instinct is telling you otherwise well, then you need to listen to that as well. We really are a business like Jackie said it's a relationship business and it's



really all about making sure we create win-win scenarios. That's Jace philosophy and that's philosophy we all carry.

awesome And so there's there's lots of shares in here people saying

hello people letting us know that they're signed up for the event. They've got their hotel room. So

congratulations everybody. We're super excited looking

forward to seeing everyone. The next question that showed up is Sharon Cooper. It says I have an idea to do a rotary club

presentation to a small group of Realtors good or bad idea. I'm just gonna ask clarifying question. I'm Sharon.

Are

you saying like the IRA presentation or the Civic presentation? Yes, cool

or the other. I don't know. I'm open. Well, I would assume that I have to start out with the

The short version I'm assuming well answer that for for me Sharon

because I know you know this so what what would be different if to

decide which presentation you would do. So if this in this group of Realtors,

what would make the difference if you move forward and do the Civic presentation or if you do the private

lender PowerPoint

and I'm not trying to put you on the spot, but I know you know the answer so hopefully well, I don't know if I

know the answer or not, but I'm assuming

because they're not I'm approaching them. Rather than them asking me what do

you mean or if it may develop into that and I can Spill the Beans, you know, am I allowed

to spill the beans in a presentation like that where I don't really know know them.

So for everybody's benefit, you're allowed to no matter what the difference they're not.

Done the difference is whether or not you put yourself in a position where you can only work with accredited investors

moving forward. So the reason that we move forward and we exercise caution

is because we don't want to do that, right we want to be able to work with our friends our family people that are in



our community and help them out. So we don't want to be stuck with only being able to work with accredited investors that being said.

The big factor is if you if you know this person they know you and you know, it's been brought up and they've raised their hand and said they're interested in learning about private money. No problem move forward. Tell them about your private lending program. If this is a cold group, you don't know them this Civic presentation, right? Yes and convert them to a warm Market.

Yes. Yeah, and that's why I'm wondering is that a good idea to involve Realtors? Because someone else suggested

that I would be giving them too much information and then

they would go out and do what I'm doing. You know, I don't know. Hey Chaffee. Yes, are there a lot of realtors that want to do? What we do? Is that why they're Realtors? Absolutely. Every

realtor wants to do what we do don't you know, they all want to be us. You know,

actually there's there's a ridiculous statistic out there. And I don't remember what it is only there's a a really high percentage of realtors that don't even own their own house. Hmm, and

there's obviously the ones that actually are investors that actually do Investments is is less than 10% Nationwide so it's no they don't. Okay cool.

And by the way, everyone just just so everyone's clear what Sharon and Crystal are talking about the two different presentations. Both of

those presentations are available that Jay has created and used for over a decade

now in his where to get the money now home study system. So that is his home study system,

which is it's all done for you and he's got the PowerPoint presentation and you just edit it with your company in business and and go at it. Obviously reading the book. You can probably create your own and you're

Reinventing the

wheel. So if you have the extra funds I highly recommend you look into Jay Z where

to get the money now home study system, which will give you all the documents and and transcripts and everything. You need to be doing these kind of presentations in front of the Rotary.

Absolutely, and maybe just to give one more layer to that for for people that are not in our world just



as yet to that degree. The Civic presentation is a lead generator.

It is really just giving people an idea of what self-directed IRAs about and how they might be able to use them and then it kind of gives them that little nugget at the end. Hey, there might be a different way. And so that's where we shared J 16 minute recording. And then of course the private lender PowerPoint are

it spills the beans it's Jay would say it gives all the details of your private lender program and you're discussing and sharing

with a potential private lender what that looks like and how they can become a private lender with you.

A crystal. Yeah. Yeah, this is Greg question for Sharon really this Rotary Club thing that you want to try to do is this with people with realtors that you know? when that, you know, create your own more Market that way

That's what I'm attempting to do is create a warm Market because I'm running out of people to talk to. Yeah. Okay.

So yeah, actually Jay actually recommends you join the Rotary Club and do exactly what Sharon's doing. And obviously

Sharon's in the program so she knows that but we have several groups that we recommend becoming a part of so that you can expand your warm market and and start to get to know people in your community. Good, absolutely. All right. So the next question we have is Rick

bought the property fix it and ready to market for lease option for owner financing. How you Market the property what platform and website do you use to list the property to get tenant buyers?

Awesome who can answer this for us. I know we can. Oh, okay. Yeah. Nobody wants to just hear my talking head who is

a regular lease option person. Do we have any of our Mastermind Platinum students on that have done a handful of police options?

Yes, no, no, yes. Who's done some lease options and wants to share? What platforms do you use to get them sold?

Come on, Erica what you Missed the question. I had a phone call. Um,



so in order to get them sold. We usually just put them on Facebook Marketplace and

all of the buy sell trade garage sale type groups. Love It or List It those types

And no one responds on you do that. Right? I mean you get like you maybe no zero responses,

right? What kind of response to get from that? Oh my goodness. You keep hearing ding ding ding.

I was so glad when I handed that one over to the acquisitionist.

So Facebook Marketplace is one of the places. Okay. Yeah and you can you know what you can

use the variety of other ones you can toss the stuff up on Zillow and all the other platforms, but I will just tell

you that with

after having done so many of these hands down Facebook Marketplace performs

the best. You get the most leads and they're most they're the most qualified leads. So you can toss it

on Craigslist or Zillow or whatever and I promise you 99.9% of the time the most qualified leads

still gonna come from Facebook Marketplace. This is what it is. There's not a lack of people that are struggling

with their

credit that do not qualify for a mortgage. Who want to own a house? Right? And so if

you have a property that is a nice property and you stick it up there for rent Zone and actually sometimes

it's not even a nice property Crystal right? Because you have some work for Equity people as well, right? That's

right,

and people are hungry to do work for Equity. People want the opportunity. Listen the American

dream homeownership. End of story and so there's so many people out there

that want it but can't achieve it. And so you're giving them an opportunity. They otherwise would not have

available to

them. And so absolutely there's just so many people that are hungry for it. And even if the house needs work,

there's a great place for that as well Joyce you had your hands up hands hand up hand race.

Yes, I did. Um going back a couple minutes ago based on what was the

about some real estate agents out there down on their own property. That's very true. I'm a

realtor and I know that there are real estate agents out there who live in apartments and I had posted that a few

minutes ago,

and I just wanted to say too and not everybody knows this but The term realtor and real estate agents agent



is not synonymous. And some people use it interchangeably, but all Realtors are real estate agents. They've done they've gotten a license to sell real estate, but not all But not all agents are realtors because Realtors are members of nard the National Association Realtors. And there they are held at a higher standard. So everybody keep that in mind when you go to higher somebody higher higher realtor instead of just a real estate agent.

Thank you Joyce. You're welcome. And actually Joyce's question is next.

We ready to move in the next one chappie. Yeah, absolutely. All right, perfect capital gains tax if a ho no homeowner

investor puts rent to own person in his investment property. Does the investor pay capital gains tax on the sale of it to the rent to own occupant. If so. What does the investor pay the capital gains tax? Is it after the sale occurs? You know, I can ask the group this only Crystal you've

done like over a hundred of them and your account actually told you to stop selling some of these so what you answer this. Yeah, so when you rent to

own the the property, even though we've treated as a sale is not officially sold. So it is still a held property right? It's more it's now long-term depending on how long you hold it. So you will pay

short-term capital gains, even if you sell it rent to own and it gets to the Finish Line IE. They get their own mortgage

and it cashes out if it happens in less than a year. However that goes longer than a year. Then it is long-term capital

gains. So it does not occur until after the official sale of the property and the deed transfers two year tenant buyer.

So I think there's a oftentimes a lot of confusion when we talk about rent to

own in that there's lots of different ways to do it. So I don't want to I'm not gonna muddy the

water for everyone on that just know that there's lots of different ways to do it. But the way that we teach it is they

get a an option to purchase and they're in a residential rental

agreement while they're doing this process. They give a non-refundable option fee that allows



them the opportunity to option on the property. I eat Seoul right to purchase during X period so if you said that's a year or whatever that looks like, it can be six months. It can be three years. That's really up to you. We treat it like a sale with the tenant buyer. But for all legality purposes the property is still in your possession. You're still responsible for all the taxes insurance, but not maintenance and repairs Etc. And of course, we build taxes and insurance into what they're paying. What were the responsible party we have to carry the insurance. And it is sold when they go get their own mortgage when they qualify. Which is what we work them toward? Awesome. So just just keep in mind that as long as you hold title. The sale has not occurred. So if you're doing you know, if you're selling the property and then doing owner finance or you're doing a land contract where you you know, you're transferring the title, those are taxable events, when we do at least option you maintain title so that sale has not occurred yet. Okay, and obviously you can please consult your professional accountant see if it's we are not licensed professionals that's disclaimer there. Okay. I have not stayed in a Holiday Inn Express recently. So Right. That's I know we have more questions customer will run out of time. So let's move on. I apologies. You have two choices. Just want to make sure we give this heads up. You can go over to the Facebook group put it in there and work on getting your question answered there. We also can potentially bring it to the next one. So just keep that in mind. We're doing our best Sharon Cooper as well. We are going over views. I seem overviewing things. Can you touch on probate? I don't know what you want us to touch on Sharon hun. Just move on that's not important. I mean, it's I will get it answered in the just kind. I was just kind of an overview of probate what to expect. Okay. Yeah. Yeah bring yeah. Okay, and then you also said when someone's divorcing and the attorney says they must sell the property. Can they sell it sub 2 I'm gonna say that depends. Okay. Yeah, so it here's the thing Sharon, you



know, they have the right to do whatever they they can as long as they agree. It depends on who's name is on the mortgage and

whose names on the deed and there's just there's several factors relative to that you'd have to go through the scenarios to determine what their opportunity is in terms of what they can do to convey the property.

Okay. Thanks. Absolutely. And then Michelle I nearly fell for. A private money lender scammer this week. My attorney helped me out and we turned them into the FTC now. I'm

scared. You're gonna the got to close next week. Okay. So are you looking Michelle? It looks like looking it looks like maybe private you're looking for a private lender Michelle. I'm sorry. I thought that was question.

No what I'm Everything yeah, we're still reaching out. We're going through Jay's private money lending group. So we've been we sent out a letters and on the letters everything is going through our email. So like if feels like everything that's coming back in our emails feels

like it's another scam like it's so scary and then but we've had a couple people come through to help us because we posted I don't think I posted in your group but I posted another couple of groups that I was in and now people are even offering um, you know, we'll give you our private money lender for five percent and I was like, Huh, and I've never heard of that and so like everything feels like a scam now.

I am scared to death because we were right about to close and literally the something was in there and I I called my attorney and I said this looks like they're gonna take money out of this before we get their money and and then I said it sent it to her and she goes you're right and she goes scam don't touch it. So I sent it all over and I said look at this website and everything that they had for this private money lender and she was so this is crazy. I don't I want to speak to that Michelle real quickly before you know, before we have to do kind of our our sign off and that is that stuff is out there. But that



is one of the reasons that Jay teaches private money the way that he does right when you're working with individuals that are in your warm Market. You're not gonna encounter things like that. Right? So so everything we sent out was in that group like that was the only reach out that we did was in there but get this then I went through and I made like an Excel spreadsheet to go through the addresses and the email ones and stuff that we got back and everything matched. So someone in there is fishing, you know what I mean? Like there's do you understand what I'm saying? Like there's because that's the only group that we touched I do and and so for clarification really quickly Michelle are you talking about going into the private lender data feed? Yeah. Yeah. So also understand folks that that's not Jay's private lenders. And still that's it. That is a pool of existing private lenders that they've simply sourced and determined that they've lent on a property and they're not a mortgage company. So so again, right I do respect that Michelle and unfortunately Jay is is not you know, it's not saying oh this is, you know, we know like we're never thought it was them personally that what they did but you can tell yeah, but scammer I but I think that that's that much more support for everyone to be as as much as you can and and so nothing against sourcing existing lender, but as much as you can that's why I really want to be working in your warm market so that you just not having to deal with that and then obviously thank you for also the heads up that's important for everybody else to know that when you're dealing with an existing private lender. You do have the potential that you could get involved with someone who's not necessarily on the up and up. So again the way Jay teaches private money. His big focus and his emphasis says work your warm Market work with those people that you know and trust and no and trust you and your you're gonna have, you know, good rest at night less stress and opportunity about there. So hopefully that all works out for you Michelle, but thanks for the heads up. Awesome. So let me just add to that so we can wrap this up. I know we're all almost out of time here is that anybody if you're working with a lender or private lender or institutional letter



anybody a mortgage broker and they ask for your money up front? They're most likely a scam right? Yes. So if people are asking oh, you know, I need \$5,000 in order to do an appraisal on the property and inspection on the property. Make sure it's okay in order for me to lend you 100,000. Well, that's a scam right? They're gonna take your five grand they're gonna run with it. So anybody that asks you for money right away from them because the legitimate lenders and private lenders that we work with how we work with nobody asked for any kind of money up front to do this. They will do their own research. I'm at their expense and if they find that the property is good enough to lend upon they will lend you that money. Okay?

So with that, I know we do have a lot of more questions. We will make sure to get those questions so that we can get those answered for you on the next call which will be when is the next call we know May 10th the second and fourth Wednesday of every month. So May 10th is our next live call. You don't have to wait that long though. You can ask that question in the private Facebook group for the private member Academy. All you have to do is go to Facebook go to groups and do a search for Jay Conner private member Academy. Usually I think Ashley had to jump off on a phone call, but she would normally posted in here for you. So just do a search for Jay Conner private money Academy. There is a private member group just request to join and tell what email you signed up with when you sign up for the private member Academy and Ashley will verify that and add you to the group and there is also private money Academy membership site So make sure that you go in there all these calls. This concluded are recorded and uploaded usually takes a couple days for it to be uploaded only all of our past calls are in there. There's additional training in there as well. I think there's like two or three different modules of training Jay's a marketing guy Jason drone. I actually uploaded a course. There's a previous training that we did online, and there's a couple udemy courses that are Podcast manager Scott Patton. They actually recorded for Jay that's up there as



well. So lots of lots of good information in the membership site itself, and what else am I missing Crystal? I think nothing, but that's really important to go and and view the materials take action really utilize all the resources available to you. These calls are fantastic, and we love that you're here live with us, but also make sure and take advantage of that and then the other piece that we just want to reiterate it, please please make sure that you get your It's for the live event IE get your seats reserved. Make sure that you have your hotel ready. It's gonna be amazing. It's the most fantastic three-day life event I've ever been to my life. Jay pulls back to curtain as banjo shared and really shares everything that's going on in this business so you can afford to miss it but take action for what you've learned here. Take action for what you learn on the on the private money Academy site get involved in that Facebook group. So you're communicating with other like-minded people and we'll look forward to seeing you at the event go ahead and wrap us up Chaffee. Awesome. And thank you so much again for coming on this call as crystal said take action take what you learned here and implement it. That's what we want. That's our goal and the final thoughts is that our prayers and wishes go out to Carol joy, and her brother Clint Clint is a having some medical challenges and may not be around us any longer. So, please please well wishes and prayers for And her family, and we will see you guys on the next call. So thank you very much, and we'll see you soon. Bye for now. It's Jay says.