How's it going? Good. Good. Right on. You're frank.

Yeah. Yeah. Cool. I, yeah,

I guess we're the full. Oh, no, there's 22 people. There's a lot of people here. Yeah, I'm sure a lot of people.

Hello. Hello everybody. How are you today? Hello. Hello. Hey, welcome. Today, Connor,

Right? I'm not. Oh, Maybe you can't, can't talk yet. There We go. There we go. Hello, crystal Baker. How are you doing?

I'm fantastic, thank you. How are you? Well, I feel great, and I'm on this video camera. I'm like,

I'm looking like a little bright. I don't know what's going on here, but, uh, You're setting set up in your Zoom camera to, to enhance.

Well, tell me how to, tell me how to do that. Oh, well, you can just set it up inside of Zoom.

I'll tell you one day when we're On a Okay. And and it's in, it's in settings. Yep.

And it's called Enhance. Um, well, now you're pushing my, my Limit. I don't,

I don't know if it's called Enhancement. It basically what it does is it just makes sure that the best they can capture your picture. So if it has to reduce the light to make you look a little better, it'll do it. If, if it has to kind of blur you a little bit, it'll do that.

It'll, it'll try to brush you up a little. I'll Look for it. I can't where to

Go though to go. I need to go to your Zoom seminar, Chris. You do. It's been, it's been years since I hosted the Zoom seminar.

Oh, mercy. Well, we've got some amazing private money. Me,

private Money Academy members coming in here at the top of the hour. We already got 32, have signed in and still coming. So, um,

crystal, tell us about Hour of Power today. What happened on the hour of Power?

We had so much fun today. We did, um, we did role playing with the lead sheet.

Ooh, okay. It was, yeah, so we did, um, what's, you know, if you're,

if they've called in from your marketing, if they've done a cold call, where to connect, how to connect, how to convert, how to, how to offer cash, how to offer, if you wanna try to get them to engage with terms.

So we had lots how to introduce yourself if you are a realtor and you have to disclose that. Just all like, so much fun. We spent,

we answered lots of questions as we went through and we just spent time going through and finding out ways to approach it.

My lands, I should have been, I should have been a fly on the wall for that hour of power. You

Would've had fun and I'm sure had thing comments as well With all. Well, but if I, if I'd showed up, you couldn't have gotten it all in.

That's true. Well, I tell you what, we have got a lot of new private Money Academy members

in here. I'm looking at these names. And by the way, if you've just signed in,

this is not a black box meeting with your name in the black box. So if you are not naked or as we say here in Eastern North Carolina, if you're not naked and you got your clothes on, turn your video camera on. There we go. That's awesome. Right there.

And hey, there's Ken Webb. Hey Ken. I had the most amazing visit with Ken this morning. Uh, crystal, um,

shared his vision statement with me and, and, um, he works in Wichita Falls, Texas, uh, Carol Joy's hometown. Can you believe?

I know. Isn't that cool? Very cool. Very cool. So, um, so as we're coming in,

so what are we gonna be doing today? Today we're gonna be talking about, and I promised y'all this on the last Private Money Academy Zoom meeting today,

we are talking about how to find the best real estate deals, also known as how to find those motivated sellers. I mean, you're definitely not finding the deals today in the multiple listing service. The deals are off market, also known as buying from for sale by owners.

Uh, but before we start into that, I would love to hear some wins that are going on among the Private Money Academy members. It could be something personally, it could be some private money you got.

It could be a deal that you got under contract. It could be a deal that you just cashed out on who would like to go first and share a win with the other members? And you don't have to raise your hand, you can just, uh,

unmute and tell us about it.

This is open to everybody. I know somebody's got a win going on. You Know, that

Wins guys. Come on. There's, Well, I, I, I guess I'm gonna have, I guess I'm gonna have to go with like, with the first win, right? I guess. So I had, um,

I had one of my private lenders, uh, call me up this past Thursday.

I just cashed them, cashed them out on a deal, paid off their $200,000 private lender loan

on this house. Um, made over $150,000 on this one deal, Ken.

That's how I know you can get to where you want to be within one year or 16 months. Anyway, so I cashed 'em out.

They got their $200,000 payoff check in the mail and they called me up and they said, um, not only,

not only did, uh, you pay us off and we got the 200,000, but I got another a hundred thousand dollars to put with it.

I got 300,000, uh, for the next deal. How soon can you put my money to work? Right?

And so what's the lesson in that? One of the very best, and I didn't even ask, right? I didn't even ask. I don't even, I don't ask for money anyway.

But one thing I will ask, not directly for private money, but you know, paying off a house that's like a really good time to be like getting extra

money. So when they pay, when they get that payoff check in the mail, they are like wanting to get that money to be put back to work just as soon as

possible. So that's a win for me. So look, Jay Conner, Jay Connor's not gonna be the only one that gets the victory bell today, right? Somebody else has gotta get the victory bell. So who wants a victory bell? But you gotta share a win to get the victory bell.

Four years ago, Jay, my wife was a, became a private lender and,

and it was a 12% interest. And recently that investment got sold.

So she got over $50,000 in interest and so has that money to now do that again.

Awesome. Way to go. That gets a victory bell right there, bill. Way to go.

I know the rest of y'all don't have the victory bell. So I do see some of y'all doing the very sophisticated p m A member golf clap

for those you brand new members, this is how it works. You take one hand, you tap it right there at the very top of your wrist, very,

very important that you get it placed. Exactly right. Right. Okay, so a few introductions and we're going to jump into how to find these deals.

So first of all, let me introduce Ashley. Some of y'all have not met Ashley. So Ashley, if you would introduce yourself.

Hey everyone, I'm Ashley. I'm here in the office with Jay and Brenda and Carol, and I'm here to answer any questions.

Y'all have help with tech support just in general, provide support for y'all.

And, uh, as you all have heard me say, we actually pick up the res. We actually still have receivers with cords attached here in North Carolina.

And we actually pick up the phone when you call. So Ashley's gonna put our office number in the chat,

2 5 2 8 0 8 2 9 2 7. And if you don't have that on the ready,

be sure you get a record of that and you need any kind of support questions about private money, et cetera. Pick up the phone and give us a call.

One of the benefits of being a member in the P m A is, uh, we have a private, uh, Facebook, uh, Facebook group.

You can post questions, you can share wins in this private Facebook group. Ashley, tell folks how to get in the Facebook group.

How about the name of the group in the chat? But once you go into Facebook, you can search for the name of the group.

It's j Connor's Private Money Academy members. When you request to join, just put in the email address associated with your account that you used to sign

up with. And I personally go in and approve all the requests.

Also, you need to be taking advantage of the membership site. If you have not, uh,

if you've lost your sign-in credentials for the Private Money Academy membership site,

actually tell 'em how to get in and if they've lost their password, what do they do?

So to sign in, you can go to j connor.com and the top right hand corner,

there's an option called P m A login. You'll click on that and it'll take you right to the Kajabi login page.

And if you don't know your login, there's an option actually right under where you sign in to request a new password, a password reset, reset link to be sent to you. Awesome. And of course, we record all these zooms.

So we go live twice a month, the second and fourth Wednesday afternoons at 4:00 PM Eastern time,

just like you are here today. So you wanna put that as a reoccurring meeting on your calendar. That's the second and fourth Wednesday afternoons at 4:00 PM Eastern.

We're live here on the Zoom. And for any of those you can't make, we archive all the zooms, uh,

for the p m a and we put the most recent one in there. Right? So you get into that first, Ashley tell people at the membership site,

where can they find these Zooms archived?

Um, I'll have to look and double check, but I think it's just under replays. And so,

So it's called, you said the top, it's called Zoom, right? It's called Zoom or Zooms one of the two. And

Scott, Scott was on, I saw earlier he probably could give, um, the best explanation. I where to find those, Jay?

Yeah, well, when you sign to the member to the membership site, it's at the top because we, we recently, uh, changed that over. Um,

and um, speaking of Scott, I think we still got Scott, Scott Patton, if you would introduce yourself to the members

or maybe we lost Scott, maybe you had to jump off Maybe.

Do you see Scott Patton anywhere? Uh, we may have. Yeah, there he is. Scott's here, but he is got, he is got himself muted. Okay.

So anyway, Scott, if you can hear us, he's got it. Yeah, yeah, I see him. Uh, he may not be able to talk right this second. So Crystal,

if you would go ahead and introduce yourself to all these new P m A members. Absolutely. Um, crystal Baker, I started investing in real estate, um,

back in 1996. Very, very traditionally it was my side hustle. I was an occupational therapist and leadership at the time.

So I would buy a house, live in it for a year and then sell it. And, uh, right around 2008, I stepped out of the market, sold my last house in a bidding war. And I didn't step out just 'cause I was so brilliant. 'cause I wish that was the case. Uh, but just, it was,

it was obviously a God thing. Um, and I was, had finally decided a little late in life that I was gonna get married and have kids. So felt like it was time to give up the side hustle. When my daughter was a baby, I found myself a single mom,

and I was working way too many hours. My kids were being raised by daycare. I was, we really had no quality of life. We were just existing.

And I thought what had served me the past. So I started looking back at real estate, took a bunch of courses, hired coaches and mentors. Didn't go so very hot,

but I had the great pleasure of meeting Jay and Carol Joy ended up at the live event and at that point, um, signed up to be a platinum member.

And, and, and knew that was just the right thing for me. That that, and it had to work because I was, I was out of resources. Um,

and the, the great gift is that I did the program as and did what Jay told me to do,

and was just so blessed to build a business that allowed me to step away from that 26 year career and, um,

and just raise my kids and build my business. And in the midst of all that, Jay asked if I would be willing to help with coaching the students.

So I have a coaching certification, I'm a Prism life design, uh, coach, and I am on all accountability calls, uh, platinum q and a, our power. I provide hotline. I am kind of all sorts of different levels of support,

help facilitate with the mastermind group and just, I'm super blessed to be a part of this family and thereby a part of the journey

of all of our clients and yourselves here on this call. And get to work with someone like Jay Connor on a day-to-day basis, which is just amazing. 'cause he is is really an amazing person. So thank you Jay.

Thank you Crystal. And also Chaffy to Wynn is normally on here with us, but, um, he is our, um,

lead coach at the live events and, um, and, and, and also helps, uh, run our mastermind group as well.

But he is on vacation down at Universal Studios and all that kind of good stuff, um, down in Florida this week. So we'll be missing, uh, Chaffee today.

So let's get right onto our hot topic, how to find those motivated seller leads.

How to find the best real estate deals. So I want to have this private Money Academy

session, very rich in value. So here's what I want, first of all,

everybody to do if you have done a deal. So you can't answer this question unless you have done at least one deal,

and there's a bunch of you on here that qualify. You've done at least one deal. If you've done one deal, I want you to type in the chat your favorite method, just one method. If you could only choose one method out of all the methods that you use,

what is your one favorite method in locating the very best real estate deals or, or finding those best real estate deals?

I see lease option, I see sub two, and now that's how you're buying 'em. I,

I wanna know where you're getting the lead from, right? Yeah. What, what you're marketing to. Yeah, yeah,

Yeah. Where the leads are coming from. All right, so we got the local auction company there from Cara Boyles. Uh,

Phil said D four D, I don't know what that means. Driving For Dollars, huh?

Driving for dollars. Oh, Driving for dollars. Uh, referral. R e o listing. So look, I want ever,

so all we got foreclosure mailing, a personalized letter to absentee owners owned more than 10 years. Uh,

I'm not sure what pay in newspaper ads, so not we'll probably need some clarification on that. Ads online from mert,

uh, wholesale pay per click from Carl.

Again, if you've done at least one deal, bandit signs from Banjo and Erica,

again, if you've done at least one deal, and you can only choose one method for finding those sources. Brokers from Doug,

I'm assuming that's real estate brokers is my guess.

So, uh, yes. Uh, d uh, Doug, you're fast on the draw there with respondent in the chat. Um,

uh, appraisers, that's interesting, interesting source on appraisers.

Uh, quite frankly, I've never heard of, I've been doing this 20 years and I never heard of getting, uh, referrals from appraisers,

so that's interesting. Um, okay,

so I want everybody to grab those ideas and resources out of the chat.

Crystal, what's the easiest way for all the p m a members to have this chat shared

with them? Or maybe that's an Ashley question too, but you go first, crystal. Yeah, so, so working with copying out of the chat

can be a little tricky.

I don't know if, if it allows you to copy the chat yourself, but there is a spot down in the gray box that,

that allows you. It's the, the, um, kind of the bottom of the chat that allows you to copy the chat.

If you just try to go inside of it and copy it, it will, it won't show back up. So the other option is, um, if we,

if we send out the chat, you could screenshot it, but it's a small box,

so I guess you'd have to pull the box out and do a screenshot on it. Um, but there's, it, it is relatively easy just to,

just to do a copy from the, from the box. Gotcha. If you shared your screen crystal, could you show people how to do that?

You cannot share, um, you can't share actively what you're doing. That was one of the biggest challenges I had to take a

bunch of screenshots when

I taught Zoom, is you have to have special program to show people what you're doing

in there while it's, while it's happening. So, sorry. Yeah. Yeah, no problem. Well, and there may be a way that Ashley can go in

and capture it. Um, Eric?

Oh yeah. Tell Eric's still a rookie. Ashley May, uh, I'm gonna ask Ashley. So Ashley, I'll ask you now to make a note. Um,

box next to Smiley face can save. Okay? Mm-hmm. Thank you for that tip there, jp. I'm also gonna ask,

in addition to you all being able to copy the chat yourself, by the way, don't copy the chat until we're finished because there's gonna be some more

ideas that we, uh, share here. But I'm also gonna ask you, Ashley, um, that, uh, maybe tomorrow morning, um,

to go into this chat and see if you can get, get a copy of the entire chat and email it to the p m A members. Right?

Well, Jay, what I do every time is I send it to our team that actually uploads the video

inside Kajabi. But what about the chat? I send that to 'em

Too. Okay. In other words, they would just have to go back through it and watch it again, right? No, no. I can download the chat separately

So the, so the chat will be separate. Right? Awesome. Okay. Well, there's the easiest thing to do, folks, in addition to copying it here.

Like Chris would just say, just go into the membership site after this is uploaded in there,

and it'll be in there in a couple of days, and you'll be able to see it in the membership site to go back and get all these

ideas that all the p m A members are sharing. Um, so Crystal,

um, I think we have some p m a members or platinums or masterminds that have come

prepared to talk about some of their resources. So who do we have?

So we have, um, Ben Mayo volunteered. Kara volunteered,

or were you sort of voluntold? Um, Erica volunteered, told, um, who else did I have? I, I,

I will tell you, Jay, we have some, some busy folks. I had plenty of people that were, oh,

Chris said that he'll join a little later and help, um, share. Um, and then if anybody else in here wants to raise their hand and is willing,

we're always open to hearing. But those are the, Well, what, I'm sorry, go ahead.

I just said those were the individual responses that I got. Okay. Well first, let's do this, let's go through with those that,

that we have here now that have volunteered. Let's hear the, the details of what they've got going on.

And then I want to pull up the chat and I wanna drill, drought, drill down on, uh, time permitting on some of these, uh,

other ideas that the p m A members shared. So Ben, thank you for, uh, volunteering Ben Mayo. So there's Ben, uh, in the, um,

is that a Carolina blue shirt? I'm not sure. Uh, there we go. All right. So anyway, Ben is a, um, a graduated platinum,

um, plus member, uh, has been a active member of our mastermind group for a while. So Ben,

lemme turn it over to you. Thank you for volunteering to come on. Well, thank you Jay. And, uh, I'm proud that I can do this. Uh,

my favorite way, way right now is using the foreclosure system.

Um, we've been using the foreclosure system probably about, uh, four months. And within the last three, I'll say three, two to three months,

we really been, uh, using it like we should. And we've been getting quite a few hits on it so far.

I think within the last couple of, uh, last month we got about four foreclosures that

we are working now. We have not closed any the foreclosures yet.

Uh, we have one short sale that we are making an offer on. And I went to, uh,

one yesterday that I'm working with to try to see what we can do with her. But I think this is one that's gonna be one of those that I can get some

gratification in helping her to save a house that's during the foreclosure system. That's one of the first thing that we do,

is see if we can help the individual keep their property, uh, before we try to purchase it.

That way we're doing a service to that individual and a service to the community.

But I use the foreclosure system where we go to the courthouse and get all the foreclosure for the week, uh, and all any updates, uh, on those foreclosures.

And then we, uh, try to contact those individuals or those sellers through, uh,

your marketing system through the eight letters. Excellent. And we've been getting some good, good hits so far in the last couple of three,

four weeks. Gotcha. So for those of y'all that don't know what the foreclosure system is,

what Ben's referring to is my wife Carol Joy and I, we actually developed this foreclosure system some years ago, and we've been,

uh, tracking it and tweaking it and improving it ever since. And the way the system works is, there's really two parts to it.

There's the tracking of every foreclosure in your local market that you're targeting, and then there's the marketing. There's the eight, uh,

letters that are sequential that we get a very, very high, uh, response, uh, rate from the people that we mail to.

And what makes this different is we are attempting to reach these people before the other real estate investors

in your area even know about these opportunities to serve these families that are facing foreclosure.

So this isn't about buying foreclosures at the courthouse, even though the system does track it right onto the courthouse sale,

but the intention is to offer to help these people. I mean, my average profits are $78,000 per house in this small market of 40,000 people. And I'm going, for goodness sakes, if I'm gonna average a profit of $78,000,

can I not put three or $4,000? Thank you JP, for the golf clap.

Can I not put three or $4,000 in these people's pocket and help

'em get back on their feet? Because I mean, you know, the courthouse ain't gonna give 'em no money, and if it goes to sale, they're not gonna get any more money. So, as Ben says, this is all about leading with a servant's heart,

helping these people get back on their feet. And if we give them an idea on how they can keep their house,

there's nothing in it for us. But let me ask you a question. Is there not enough abundance and enough for everybody,

everything to everybody,

you know, to go around and everybody to be taken care of? If I help them save their house, then there's nothing in it directly for me.

But through the law of reciprocity, it all works out. It all works out by serving these people. So, um, uh,

the mastermind members, the, uh, platinum members, they all get my foreclosure system.

So if you didn't know what Ben was talking about, that's sort of a, like a a 30,000 foot view.

So we actually get the records directly from the local courthouse. I say we,

you would if you're working the, the system. And, uh, thank you, Doug. Nice comment. Um, so you see,

we don't rely on any national resources or vendors to give us this foreclosure information.

You can sign up with a national service to get the information, but now every other real estate investor in the world has got it.

And we want to be able to get to these people before anybody else. So that's why we go to the courthouse literally twice a week,

tracking every open file, um, until they respond or it goes to sale or et cetera. So Ben,

thank you. Uh, thank you for sharing that. Any other comments, um, or advice you have, Ben?

Uh, just if, uh, anyone that use this system, just be sure that you make sure you go to the courthouse every week and get the updates and get the new foreclosures. Yeah. Well, and also this comes to mind, Ben,

this what I'm getting ready to say when it talks, when we talk about finding motivated sellers, finding the best real estate deals, what I'm getting ready to say is critical.

And that two thoughts right here that I want y'all to make note of, number one,

all these ideas that, that we share here, you can't do 'em all. You can't do 'em all right? You want to,

and don't do anything that you cannot measure. Do not implement any strategies unless you can measure the results

that are coming in, right? And so the, the other thought is consistency, right?

So I say it all the time, unless you've got consistent seller leads coming in

every week, then you're not in business. This is, and now we, now we teach and practice, get the money lined up first.

But with those seller leads coming in, you gotta have consist leads. So get really, really good, you know,

initially at two or three ways to have consistent leads coming in. And that's part of the magic of the success.

You just can't be all over the board all the time. You gotta be dialed in. Thank you, Ben. Crystal, uh, who do we have on our next, um,

on our next volunteer list? Tara Broyles.

Hey, Kara, I see you up there on the left hand part of my screen. Hello. How are you? First of all, Kara, uh,

introduce yourself and where you and Jonathan are. Uh, my name's Kara Royals,

my husband Jonathan and I are in Lexington, Kentucky. And we have been, um, just doing real estate for a couple of years.

And we started out, um, at Jay's live, live event two years ago, um,

in June and haven't looked back since. So, um, it's been just a fantastic journey for us. We've learned a ton,

continuing to learn a ton, um, and it's just been just a, a ride, a wild ride.

So How much of, before we get into your all's favorite ways of locating deals, uh,

how much private money have you raised so far? Um, to give you an exact number, I, I don't know, but we're,

we're right around that 1.5 million mark, 1.5 million that gets the golf,

the p m a golf clap right there that even actually gets the victory bell for one and half million dollars. I love it.

Thank you. Thank you. I Do what, You know, I said we have been blessed, um, and, um,

it's really just been with people who we have a relationship with and who trust us. So yeah,

I'm, I'm gonna share with, um, I give her a Powerball to you

That doesn't fall in the safety regulations. So I'm gonna share with y'all something before Kara shares.

I'm gonna share with y'all something about Kara and her husband, Jonathan, that they won't tell you, but I'm going to tell you.

And so this is the kind of people that we hang around. Jonathan and Kara decided when they started doing this business,

and we started working together, that they were gonna set aside a certain percentage. I'm not gonna tell you how much

that's their business,

but they decided they were gonna set aside a certain percentage of the profit of every deal to give, to give back to, uh,

support. I mean, Karen, Jonathan, they're very, very involved in their church, uh, out there in their hometown. And so, um,

that's, that's just,

that's just the kind of people, um, that Kara and Jonathan r I'm, I'm so glad that, uh, you're with us today, Kara. So lemme turn it over to you,

Kara, and we're gonna listen to what you got to share. Well, um, we have had several deals,

um, not as much as other people on, on the call today, but, um, we've had some of our deals.

I wrote down a local auction auction company earlier in the chat. We've had some good luck with that. Um,

Okay. Well, let's, let's talk about that, Kara. Mm-hmm. So what kind of auction company is it?

I mean, is it real estate only or is it they do all, um, No, they do real estate and then property also. Um,

but it's just a Lexington auction company in Kentucky,

so, um, so it's, it's, it's dialed into our area. They're helping people in need here or estates here, um,

and surrounding counties too. Um, did you have another question, Jay? Well, Yeah, do, I mean, do they do like,

like do they also do like estate sales and they're not selling the house, but they're just doing the estate sale?

I haven't seen them just doing estate sale. Um, I, they might do that.

What I've been seeing is where it's the property and then maybe pro, um,

the real estate home and then the property in the home as well, like the belongings. Um,

Okay, so they'll do the house and the belongings, correct. Yeah. Yeah. How did you, they paid to do estate too.

How long, uh, how did you find this company? We found it, we stumbled across it actually. Um,

we saw, I think we drove by the house that had a sign in the yard, actually. And so we called it,

called in and got some information and then now we're on their list. Um,

and so we, we check their website often and look at what deals are around town

and, um, and it's, a lot of times it's online only, um, absolute auctions. And so we, we figure out,

we go and see the house, 'cause there's usually an open house. Um, and then we will sometimes bring our contractor to,

or we've done enough now where we kind of have a good idea of where the numbers would be. We get with our realtor, she

gives us a after repair value,

and then we know exactly where we need to be on the bidding. And of course, they do usually a 10% buyer's premium.

So we have to factor that into our percentage as well, loan to value percentage since we're using private money. So,

And I would assume, I would assume when you win a bid at this auction company,

um, there's no financing, there's no buying sub two, you gotta have all the cash. So I would say having your private money

lined up first makes this

strategy work. Absolutely. Yeah. We couldn't do it without that, for sure. Yeah. Yeah. So, um, so here's the takeaway.

I'm hearing for everybody here research Google real estate auctions. Mm-hmm.

Or real estate auction company and your county or your city and your state

and see what comes up. Um, speaking of auctions, I have bought houses from auction.com,

auction.com, which is a, uh, nationwide, uh, auction service.

And typically all these, I say all the majority of them are bank owned properties.

They are res, uh, at auction.com. If you win the bid, uh, you immediately have to, um,

well actually you have to give 'em your credit card first, and if you win, they automatically gonna charge your credit card 5%

of your

bidPrice@auction.com. So you can go to auction.com and put in your target area,

and you can just get on their list and they will send you automatic, uh, leads, right? You don't have to do anything with 'em,

but they'll show you what's going on in your area. And also, speaking of estates on this, um, uh, Cara,

I have bought houses because I, um, because we would see an estate sale advertised in the

classified ad section. So then we attend the estates sale, not attend the, we go look ahead because they'll,

they'll let you look ahead typically. Um, but we go there and many times if the personal belongings are, are for sale, then someone's deceased. There's a good idea the house is gonna be for sale and it might not just be

listed yet. So just a estate sales where the house is not even being promoted yet,

you could have a house there for sale as well. So that's great. Kara, um, anything else on anything else on the auctions there,

Kara?

No, I was just gonna say that is true. We just, um, in our neighborhood there was an estate sale going on and I talked to the

auction company and asked if they were listing the house with them, and they said, no, we don't do that. Um,

and so I got the people's information. In fact, we already had their information because we had seen that they were in the

probate list, um, that we had gotten. Um, and so we reached out to them and said, Hey, if you are looking to sell,

you know, your parents' home, you know, again, we offered our condolences, um, but that we buying cash and we closed

quickly.

And so let us know. Sorry about the noise, um, let us know,

know if, you know, you'd like to get in touch and talk about it. So that was a great lead to. Um, but yeah.

And then our other deals we've gotten from wholesalers, um, which I think probably a lot of other people have done.

And then we actually just got a house, um, that was listed on the m l s, which was a big shock to us, um, because we

typically have to go,

always go off market, but our realtor, um, has been wonderful and she always keeps her eyes out for us. And,

um, she had been noticing that this house keeps dropping its price and had been on

the market for a couple months, which is pretty rare these days, um,

here at least. And so, uh, we went and looked at it and we're like, what's the catch here? Well, the catch was,

is that their house had mold all in it, and they were in financial distress and couldn't make house payments

and needed to get out of there, um, quickly. And so, By the way, I love mold. I love mold.

This, this, you would've loved this house then. Uh, it was moldy big time.

Um, but anyway, so we of course did the numbers.

We did our due diligence, made sure we brought in companies to check out, you know, what does this entail? Um,

and crunched our numbers and offered them

a number and they took it and we're closing on it on Friday. So,

um, and they're grateful. They're like, we, they could not handle this anymore. And so we,

So this was not a bank owned property. The people were still living in the, in the moldy house. And, uh, so they just had it

listed.

So your realtor just saw that it was a low priced listing. Correct. And that it had been sat sit on the market. Yep. Mm-hmm.

Um, how long had it been on the market? Two months. Okay. And what are the numbers? Uh, after repaired value, uh,

renovations. And what'd you buy it for? You're put me on the spot now. Um, so

I mean, right. Just round figures. Round figures, Okay. I, I think the after repair value is about 4 75

Woo. 4 75. Right. Um, we got it for three oh one.

Okay. So call it 300 for easy figuring. Yes. And I can't, it, we are somewhere in the neighborhood of 70

To get, okay, so about a 70,000 innovation. So that's a hundred thousand gross profits.

Subtract your realtor fee out of that. Your realtor gets probably around 5%.

So that's going to be about a $25,000 realtor fee. A little bit of carrying costs.

So you're still gonna make somewhere around $60,000, uh, or so. Right,

Right. Woo. Yeah. And, and you bought with private money, right? Correct.

Yes. Well, that gets the p m A golf clap right there and the victory

bell. Woo. Mercy. I love. Wow. Let's, let's hold off until the mold's fixed.

That's awesome. Kara did, did you have anything else to share, Kara? Nope. That'll, I think that'll do it.

Thank you so much for sharing. Thank you. Uh, who's our next volunteer? Crystal? Uh, Erica And Erica.

All right. Erica and Erica, uh, y'all, um, do the 32nd intro. Where are you? How much private money have you raised?

My lovely wife would love to give us a second intro. So we're Eric and Erica are Eric Banjo. And Erica, we're from Poplarville, Mississippi, which is small town in South Mississippi. And, um,

we recently crunched numbers on private lending. I think we're around like the two and a half million mark in private lending.

Two and a half million. That gets the p m a clap right there for the two and a half million. I won't ruin you with the victory bill, uh, a victory bill right now.

So that's amazing. Um, okay, well lemme, let's go ahead and, and dive into what you have to share.

I like bandit signs. Um, 'cause so you said favorite. And so Bandit signs are my favorite because, uh,

a lot of people seem to not put a lot of faith in them, but I, I find that the people who call a Bandit sign, they're, they're really, um,

good buyers. I mean sellers for the most part. And they, they tend to have good deals. And it's not like we're buying a million of 'em from Bandit signs,

but the one that's ones that do come through, they're really, really good deals and they're motivated. They get straight to the point.

You don't have to, you know, they're not beating around the bush. They're like, come by my house. Yes, it's cheap. And, uh,

I guess the only thing that I can think of is like, you don't have anybody driving to a pawn shop to pawn something and expecting

full price or anywhere near full price. They know they're driving to a pawn shop. And I guess it's kind of the same, um,

mentality when somebody calls a Bandit sign. I guess they, they know they're not calling a realtor,

they're not calling anybody that has an ad online that, you know, uh, so I don't know. I don't know why it is, but it seems like they're really motivated and they're, they're good leads. So Banjo and Erica,

some people have success with Bandit signs and some people don't. Why do you, what is it about your Bandit sign strategy that works?

I'm not sure if there's any sort of strategy other than put Bandit signs out. Like, well, I

Mean, you know, are you putting out one a week, one a month, 10 a week? No, we try to put out about 50 per quarter ish.

And what I've been doing lately is I, I haven't, uh, our, our guy who does our project management and manages all our projects,

I just give him 10 signs. And as he's riding around taking care of projects, if he stops at a stop sign, he'll set one out. And, um, same thing with my Acquisitionist and us. Um, and, and if I'm not doing that, see, because like, usually like you're the bottleneck if, um,

if you have Bandit signs sitting on your front porch forever and ever and ever, it's, it's like you gotta hire that out some way.

And I'm, I'm the, I'm,

I know that because I did the same thing, but I finally just found somebody paid them a couple bucks per sign to hand it out, uh, pay their gas money and high school kids or even college students or somebody's

looking for an extra couple hundred bucks cash to um, throw some bandit signs out for you.

So you're saying you didn't buy any houses with your Bandit sign on your front porch? That's correct. It did not.

I didn't get any calls when they were sitting in the box. Um, another thing is like,

you can't just put one out per city or like five per city. Like we,

um, just put a ton out in the same area. Like every single corner will have abandoned sign. People need to see this, uh,

the same sign multiple times. Some tips, I guess if I would say, um,

is like a lot of people complain about, well, my city doesn't allow bandit signs and we get in trouble if we put Bandit signs out. And there's a couple of different, um, strategies to do that with. So if you live in one of those cities,

those people who get in who call and pick up signs typically don't work during the weekends. So Friday evening your guy will go or you will go put 'em all out,

and then Sunday after church you go pick 'em all up. So, but you gotta be consistent with it and you probably gotta put a ton out for

that strategy to work 'cause they're not just sitting out there. And another strategy that I use, I use, I live out in the country, so city limits,

we have little bitty city limits and we got lots of county area where it doesn't matter. And, um, we use, uh, I call it a sign slapper.

It's just a basically a a a hammer type, um, staple gun that I slid into the end of a P V C pipe.

And you can kind of hang them high and you could put 'em on, uh, telephone poles all over the place. And another thing is if you living in the, if you are living in a city that the ordinances don't allow you to do that,

it doesn't take anything to go into your local grocery store, especially if it's like a small town grocery store and say, Hey,

I'm a real estate investor in the area, I'm looking to upgrade these houses and beautify the area.

These signs that I put out tremendously help me do that. And I'm able to, to help people, um, you know, better their neighborhoods and stuff like that.

Do you mind if I stick a sign out in y'all's parking on right outside on the edge of y'all parking lot? Right there? Most of the time the manager or whoever's working is gonna say absolutely no

problem. And even if the owner of the company don't like it, you, you got permission from the manager or whoever's working there at the time.

So you can go and put the sign in and most of the time those signs stay there. The people cut the grass around it.

I've been having two signs out at this cigarette shop, little cigarette shop thing on the corner for probably a year now.

I got a sign on each side of it and all I did was walk up there. Well, I didn't do it. A guy that I was paying just walked up there and asked them if they minded you

said no. And so we like everybody that pulls into that shopping center, if they have a house for sale, they're gonna see them signs over and over again.

What does your sign say? It just says we buy houses. Um, any condition,

uh, any price, any place or something like that. I don't know exactly. Nothing, nothing crazy. I don't, I honestly,

I did a little bit of studying on the wording. I had like a foreclosure type sign. I had a, we buy houses now type sign.

I had one that was scribbly, one that was typed up, and they all get the same type of attention. It seems like to me. I would,

I I tend to stick to like a yellow sign with red lettering just because we all know like red is like an action type color and it's hideous emotional color or

whatever. Yeah. Uglier is better, I guess. He Is like, what do you think about this when he is designing it? And I was like, what? Well, it doesn't look good, but it serves the purpose. I'm like, perfect. That's what I need to hear.

Absolute ugly, ugly sales. Ugly, ugly. Works it the I And what, and are you sending,

are you putting a phone number? Uh, are you sending them to Pat Live or were you sending them No, we got it going to our Acquisitionist.

Okay. So you've got the number going to your, directly to your Acquisitionist. Yes Sir. Yep.

Is that your acquisition, his cell phone number? Yes sir, it is. Gotcha. It's not his actual cell phone number. It's routed through Twilio.

A Twilio number I got That's, well if you route it through Twilio, it captures all the call. It captures all the numbers. Yeah.

And that's how I knew that I put a different number on the foreclosure sign, a different number on the other sign and, uh, just to make,

just to track and see who's calling, what signs and how often and stuff. And they, they all seems like they don't care if they, the main thing is it's gotta be huge letters. Gotta gotta get a number that's kind of easily, uh,

that they can remember kind of easy. Um, and that's about it. Just make sure they know you're selling houses and,

and make sure they can read the number. Yeah. So is it a handwritten font? Does it look like it's handwritten?

Um, a couple of them, yeah. Some of 'em look like it's handwritten. Some of 'em looks just like printed.

Gotcha. Who do you order your signs from? Dirt cheap signs. So, um, if you don't mind Erica, put that in the chat.

So that's www dot dirt cheap signs. How dirt cheap are they? Mm-hmm.

Ooh, not dirt cheap. A couple hundred dollars or a hundred of them. Maybe two or three. I can't, I don't really remember off the top of my head.

My guess at Dirt Cheap Signs, they probably already have templates with the, you can pick the sign you want.

They do, they do have that. And um, the thing is, it's like the signs are cheap, but then the stakes are not so cheap.

So they got all kind of different types of stakes. And, and I, I guess another little kind of insider thing is if you're gonna buy signs that

you're gonna be stapling onto telephone poles or stakes, get the horizontal flute, get the ones with the holes going sideways.

That way when the wind blows, it kind of holds it steady. If you get the ones that you put in the H stakes,

they tend to just fold right around whatever you're stapling it to. Okay, well that's a good tip. Uh, anything else to share on that banjo, Erica,

Gotta be ready to answer the phone when they call. So I also have a text message that texts me when anybody calls my,

any of my bandit signs number, any of my bandit sign numbers, it texts me and say somebody just called a Bandit sign.

So I immediately text my acquisitionist, make sure he got that call. If not, then I'm calling 'em,

You know, you just, I don't want you all to miss what Banjo just said.

What banjo just said is critically important. So here's the, here's the principle. The older, the colder,

the more time that goes by from the time you have a lead come in until you or somebody on your team is talking to them,

the less likely you'll ever talk to 'em or do business, right? So I mean, that's critical.

I mean particularly if you're investing money in Google Pay per Click or Google Pay per lead or Facebook ads or you know, a the long list, right? It's gonna be paramount to respond to those people like

right away. And you know, with you, with your, um, acquisitionist with the phone going straight to them, you know,

since you have a full-time acquisitionist and you all don't have the nine to five job, that's per, that's a perfect workaround on the pat live, right?

But even when that, when that, I'm so glad to hear you're doing that banjo, even with all of your all's success, you're texting your acquisitionist.

If you don't get an immediate reply, you, you know, you're, you're talking to 'em. Um, so great point on that. Uh, crystal, did we have any other volunteers that wanted to share before I look at the chat? Chris Cornett

And is Chris with us? I saw him just A few minutes ago. I'm here. Hey, there's Chris. How you doing Chris?

I'm well. How's everybody today? Fantastic. Fantastic. Uh, so Chris, if you would, um,

give us a 32nd introduction on who you are and where you are and then, uh, you can share away on finding these motivated sellers.

Yeah, Chris Cornett, I've been in the program since February. Um, I live in Winston-Salem, North Carolina, more specifically Clemons. Um,

so just outside Winston-Salem, Forsyth County. Um, uh, I work,

uh, with my wife and we have my oldest son who's going to college has been a part-time employee this summer. He's really been working full-time for us. Um,

but uh, we are at 450,000 in private money right now, so we're still

How, how much you got so far, Chris? Four 50. Alright, that gets the p m a clap right there. 450,000 in private money.

And that's just since coming in, I mean, you, you really didn't start get wound up and going good till like March or April,

so that's fantastic. Yes. And, and we actually have somebody else on the hook who just said they're interested.

They haven't given us a number yet, so. Awesome. Um, I think we're pretty close to a, a significant amount more,

hoping to be another 150 or so. But anyway, um, we have closed on two private money deals so far. Uh, one is on the market, uh, still, um, hoping it'll sell soon, but it's been on the market for just under three weeks now. Um,

confident my mar uh, agent and I've been talking back and forth, we're confident it's gonna go soon. Um, lots of showings, um,

very confident in our price point. So, um, and then we just started another project last week.

We closed a couple weeks ago, got renovation started last week. Um, so far honestly, um,

I have been finding my deals through my agent and people I know who I have relationships with, who know what we're doing. Um, and I've,

I've also found success in people I know that know what I'm doing and I'm able to work it into the deal. I say, look,

I'll pay you a finder's fee if you tell me about x, y, Z deal. You know, I'm happy to pay you $500 after we, you know, unload the property or, um,

you know, get it sold. So, you know, just little incentives like that with people only that I trust. Right. And, and it has to be a deal that pencils out and that we buy.

It's not just for any lead. Um, so I, I have a a a couple of deals that have come in that way and I have very good relationship with my real estate agent as far as my team goes. He's probably the number one person, um, who I'm working very closely with.

So, um, I haven't done bandit signs yet. I haven't done Pat live yet. I haven't done, uh, some of the other things that I've heard that I, uh,

need to start getting into. I also still have a day job. And so, um, still navigating all of that as well. But, um, uh,

the deals are out there. They're, they're, you've gotta, they're out there. It takes work to find 'em. But, um, I, I think, uh, what Kara said is key,

right? People that you trust working with people that you trust. And if you just get the word out too, how many times do you talk with Jay about,

just get the word out, you know, and the next thing you know, you people are, Hey, I see this rundown house over here. Hey, this might be a house Chris would buy. And you know, that that's, I'm not saying that that's probably a way to run,

operate your business full-time when you're doing this full-time, but, um, that's how my leads have come through so far.

So I'd like to drill down a little bit, Chris, on, um, on one of the ways, and you said, and that is just people that you know, um, in other words, you know, referrals or whatever. So tell us more about that. Other words, what are you, what do you say? I mean, are these,

are these people you like, you know, you know, from work, I mean people you go to church with? I mean, what's your,

what's your practice of exactly? Give us more details on how you let other people know what you're doing.

Like have you posted it on Facebook when you're first on Facebook? Yeah, so pretty much, uh, e everybody in our social circles, um, from,

from our workout groups to, you know, church to family, my wife and I both come from huge southern families.

Like everybody has four kids, right? So that brings, there's a lot of, um, bloodline that, you know, we, we are connected to. Um, so, uh, you know, I,

my brother-in-law and sister live in Danville, Virginia, uh, and he's my, he's a handyman and she's my bookkeeper and they just know Danville like the

back of their hand. And I've had a lot of success up there, uh, lower price points and, and being able to work with that. Um, but it's,

it's just, you know, changing how you introduce yourself, you know, letting people know what you're up to. Um, you know, when people ask, you know,

what are you up to these days? I'm on it with what I'm doing, right? It's not, uh, anything about my current day job. It's, you know, I'm,

I'm honored with ch changing my, the perception of what, or not perception, but the reality of what I am doing and what I expect to be doing full-time and hopefully six more months. So, So you, Yeah, just, just talking about it, right? I mean, talking to people, you know,

and, and, um, you know, between all the people in your phone, like you said, right? All the contacts you have and, and your,

my wife has even more 'cause she's, she's the extroverted one, so, um,

she's got, you know, we just, we talk about what we're doing. We have, uh, Instagram and Facebook and all of that where

we're putting up stuff and under

our business, but then we share it on our personal names. So we're trying to get the word out that way as well. Um, so yeah.

What

Would be, what would be an example of a, uh, Facebook post that you would do and say,

My wife put, uh, put one up yesterday that was a couple of pictures of this new project. We just started, um, you know,

excited to share what we're doing, um,

you know, help helping, um, uh, help helping rejuvenate this, this street in, in this one is in Chatham, Virginia,

helping rejuvenate this street with the, you know, it's a picture of a rundown house. It's in looks really bad and said this,

this will be trans transformed here soon. So I'm, other ones are just like mid,

mid construction, right? Walk in, you know, maybe down to the studs and then, you know, slowly weekly posts on how it's

progressing towards a finished product.

And then of course, when it's done and finished, we're taking all kinds of photos and trying to get those up too. So I want

everybody to capture what Chris just shared. Very, very important.

So of course, you gotta have that first deal to do what Chris is just sharing there.

But you're just sharing with people with what you're doing, right? I mean, they're doing the, they're doing this project. They got

this house under,

under contract and, and you know, I mean, goodnight, we know from H G T V, people love seeing that stuff,

right? They love seeing that stuff. And look, when you get one that's like really, really ugly,

be sure and take a picture of the ugly pictures because again, ugly sales people want to see that stuff.

And then wait until you come along and show the after, you know, the, the after effect. Um, Chris, and

I think it's also Jay, really important to, to just kind of stress that we are revitalizing areas, right?

We're revitalizing a property that otherwise is falling apart, possibly. I mean, that, that we're doing good in the community

providing, you know,

quality housing. You know, somebody can't go get a loan on a lot of these properties when we're done with

it. They can, they can, they can, you know, it's a, it's gonna be a family's gonna be able to move in and it's gonna, you know,

rejuvenate the street. So, Krista, what did you hear Chris share that you don't want people to miss?

Y you know, one of the things, and, and you, you really touched on this and that is you really just need to be telling people what you do. Like I oftentimes have people that say, I just don't know, and I'm not finding the, the kind of leads you're talking about.

And he said, everybody in your community, anybody that you know, that might be like, people drive around.

And so really making sure you're doing that. And then I wanted to sort of pull out of that, not only 'cause you said, well, you know, he has his first deal to share or, and or of course multiple now, but you don't have to have a first deal to make your first post to tell people

what you're doing. Absolutely. That, That literally would just post like once a week,

once every other week and just say, Hey, not sure if you all know what I'm doing, but I'm interested in buying a couple houses this month and blah, blah blah.

Like, just really put it out there. And she was a wholesaler and always had enough leads

just from putting it out there. So what Chris said, what I thought was interesting was you said, well, it's not necessarily a way you'd wanna do business if you were doing this.

I, I would say you'd be surprised. 'cause once you're really invested in the community and once you're really out

there networking, like I don't have to go search deals like I did in the beginning.

As long as you're getting the word out there, people wanna help you. And if there are people that are in your network. So, you know,

never underestimate how much people wanna work to help other people. I have a guy who won't let me pay him anything. He's a pastor,

he just loves driving around and doing it. If he sees stuff like I'm out. Anyway, it's fun for me. That's

Great. Awesome. Awesome. Uh, crystal, uh, Chris, thank you so much for, uh, coming on to share, uh, everybody give Chris the, uh,

sophisticated p m a golf clap right there. Awesome Chris, thank you so much, Krista. Did we have anybody else, um, uh, volunteer to share before the P M A? We didn't have any other volunteers before the P M A.

All right. Uh, Lee Greer has got his hand raised. Go ahead Lee. Unmute. Yeah. Little short. You were asking, uh, where you find people.

I found him at the Rea Real Estate investment and uh, I joined it 12 years ago and I'm now the president, um,

COVID helped with that 'cause no one would take up president during that time. But since I've been president, um, a little story. I picked up three houses, uh,

November and we closed on the last one. Yesterday. Uh, two of 'em were, uh, wholesales and one was, uh, a flip. So, and I guess, uh,

and I add to that, I got, uh, $200,000 from the, the people that were the sellers. So I used their money to, uh, purchase their houses. Uh, 'cause they gave me a couple years to pay it off. And we actually finished it all within about nine months

and paid 'em off and made about, uh, I think about $90,000 on the whole deal. I had to split it though. Those, uh,

I didn't give it all. In other words, we don't do private money like that anymore since we started working together,

right, Lee? Well, No. Well, so you know, it, this is all new. I just joined Lee.

I know it. I know it. Yeah. Lee just enrolled in, um, mastermind and, um, and, uh, platinum plus last week. Oh, thank you Doug. Uh,

you've got the other half of your mold sandwich left over from lunch. If you wanna share that with me, I appreciate that.

We have got a lot here in the chat, a lot in the chat that I want us to drill down on Crystal

myself. You'll be able to join us in two weeks. So like, you know, someone put here in the chat, uh, they use appraisals,

I mean appraiser for, um, for, uh,

referral sources. So look, I need everybody that's here in the P m A back here

again, uh, two weeks from today because we've just skimmed the surface crystal.

We need a part two Yep. To how to find the very best real estate deal.

So for all of y'all that have typed here in the chat, I need you back here in two weeks. What is that date? Crystal?

When's our next p m a? Um, two weeks. 23rd. I need the 23rd. Yep.

Yeah, the 23rd. That's the next, uh, look, put it on your calendar.

Be back here everybody, because like, um, you know, here's, here's jp, right? Uh, you've got an idea, uh, uh,

win, uh, Winfred has got an idea. I'm gonna be asking you all some questions about these ideas that I really want

to drill down on. And if you ain't here two weeks from today, you can't answer the question, right? So I really wanna drill down on this.

So we're gonna capture this chat. We're gonna pick up with this chat, uh, on the next P m a two weeks from today. Mark that on your calendar.

I'll send out another Zoom link by email, uh, the day before and also the day of on the P m a. Um,

and just real quick, a lot of your new p m a members probably don't remember this, but as a P M A member,

you're getting two free tickets to the private Money live event, which is October 25, 26, and 27,

October 25, 26, and 27, right here in Morehead City, Atlantic Beach. Uh, you can now register,

registration is open and you want to get registered before your receipt is gone. So, um, crystal, if you don't mind putting it in the chat,

that's www dot js live event all spelled out. J A Y S L I V E e V e N t.com.

Jays live event.com. Go ahead and get registered. There is a $97 registration fee. I ain't doing that to make the money.

I'm doing it to hold your seat because I'm letting other people not in once we are full. So, um, that's why the $97 registration fee.

Um, so again, very important. Be back two weeks from today. Um, and Crystal, we're gonna start out with you because I didn't get to you.

I mean, you got over a hundred houses in, in your portfolio. Um,

you've raised kus millions of dollars in, in, in private money, and of course to get all those deals. We want to hear from you.

And then of course, we didn't even get to me, I didn't even get to share what I'm doing to,

to get all these deals on automatic my lands. I mean, we haven't talked about pay per click. We haven't talked about pay per lead.

We haven't talked about Facebook ads. We haven't talked about my outbound full-time caller that I'm outbound

calling, right? I mean, all this stuff we still gotta cover Crystal, you got the final comment and bring us home.

Well, we're just so excited that you guys shared this time with us. Thank you for sharing your information, the chat. Thank you so much to those of you who volunteered to share your best ways and

all that information, because that was awesome. That's just, that's where like the rubber meets the road, is. You guys are out there,

you're doing the business just like we are and sharing that information. So thank you for letting people into your world and being willing to do that.

We thank you all for sharing your time with us. Time is our greatest commodity, and so we feel truly blessed that you're allowing us to be a part of your

journey. Get out there, take action, as Chaffee would say. Have fun and we look forward to seeing you on the next P m A.

God bless, lots of love from Morehead City, North Carolina. Bye for now. Bye for now.