



I can help with that. Yeah, Crystal, right? Um,

so sorry Jay, there was just a quick question about if the hotel is full where could

they go? There is actually a nice hotel. It's a little bit off the beach. It's you know at the

end of their driveway, but it was newly built. Three years ago Jen two years how many years ago was that? It's not been that many.

two to three years You're muted hun.

There we go. Yeah, you're talking about right there sitting on Highway 58 as you turn into The Islander Resort.

Yeah, there's a new hotel. So

contact the Tell if they happen to be full you can of course ask them for the information regarding that facility.

It's right down their drive that way you're still right there at the facility. You're

not having a to hike back and forth and then you could also ask them for other recommendations. Do

you have any additional recommendations today? I know we've had several people that have stayed there said that it was clean and nice Yeah, Ashley if

you would make a note for you or Brenda to actually call The Islander Resort get the name of that hotel

because I know between now and

the next six weeks we're gonna have a ton of people calling our office wanting a referral as to where to go since

The

Islander is sold out totally. So actually let's go and do some research on what that hotel is and maybe

a couple of others so that when we get phone calls coming in here we can we can refer

folks and Ashley after you do that research email the information that

you find to Crystal. A crystal can get that email out to everybody that she needs to so personal Crystal can

email it out to everybody here in PMA or actually actually you could as well, but let's just make sure we get it out to everybody.

Are these motels within walking distance of the event? Yes, that one that crystals talking about. It's just at the end of their driveway. Okay

super and that was actually a street but I mean, it's it's very easy to walk if you drive

up to their building. So yeah, it works. It works great. And we've had like I said we had when



we had the event there in the past individuals that had to stay in that building so that it was very nice accommodations and they

were right there at the event they're able to get right back and forth. So it works out nicely. You don't feel like you're way off site and trying

to to you know, kind of career yourself back and forth it works. Well.

Do we have to wait until we get approved before we register for the event or how does that work?

You're already approved by being a PMA member. Yeah, you get to attend the events. It's

a \$3,000 event, but you get to attend for free with a 97 dollar registration fee. Yeah,

that's super. Thank you. And Ashley, if you haven't put that in the chat, you definitely want to go ahead and get registered. [www.js live.](http://www.jslive.com)

Event.com [j a y s l i v e e n t . c o m](http://jaysliveevent.com).

excellent So we were just jumping in saying hey Jay, so we're we're good to go. We're ever okay. Excellent. Um

has traffic joined the s***. I don't see him. No, I do not see him myself. I was just getting ready to text him

and I didn't get a text from him either. So I'm sending

it to you guys. All right, very good. Sounds good. Well welcome PMA members to another amazing.

Live PMA Zoom call here. We're going to be going in for the next 55 minutes. And what are we talking about today? We're talking about

what you want to talk about. Well, what do you want to talk about? I tell you what, you want to talk about you want to talk about?

What's holding you back and your real estate business in other words think about if you could wave a magic

wand? And fix that one thing in your real estate investing business that would just make you happier or

take your business, you know forward or what's that number one challenge that you

really would like to get fixed then right now is your opportunity. So I want you to type and

we'll get to as many of these as we can type in the chat right now.

If you had the magic wand, what would you fix and guess what million Crystal and your other PMA members?

We're gonna bring the magic to you, right? So

we're gonna give you a checkup from the neck up. And you're going to even sleep better tonight, right? So go

ahead and type in the chat. What would you like to discuss?



What would you like better in your business? What would you like fixed type in the chat? And that's what we're going to talk about. But before we do that while you are typing in the chat before we do that.

I would like for some of you to go ahead and share some wins. What is it that's happened good in your life or in your business that you can have all these other PMA members celebrate with you. It can be a recent deal that you did. Um, it could be something going on personally in your life a win something you've been working on that happened a deal that you closed a deal that you bought a new private lender. You got some new private money that you like to celebrate. So yes Edgars.

When is that? He just joined this team. Absolutely Edgar and we won't actually welcome you I mean, we got some PMA members in here. That's we've been hanging out together for over 10 years.

Look at Lena Craig

one of the smartest day. Are you still practice and Dentistry Lena?

Of course, I'm reading lips.

So anyway late at my last Lena, I think you came to one of my events. I probably was 10 years ago. Yeah, aren't we aging well to tell you the truth? Yes, we are. So, um who would like to share a win unmute yourself and tell us

what is exciting going on in your business? What can we help you? Celebrate?

Hey Jay, this is Becky castles. I have a win for you. I am ready to hear it. Here's Becky Platinum member Mastermind member

Becky and her husband Kelly. Fantastic doing a fantastic job. Please share Becky. So it was probably I don't know three weeks ago. We talked about our challenge with leads and we were still looking for leads and having things like that. And you mentioned about interviewing the Real Estate Investors. Who said that if they had one source, they would use bandit signs.

Right if you remember that conversation, so we ordered bandit signs. We put up bandit signs and within 24 hours. We have a lead and Kelly's walking that house with the contractor right now, and we're probably will put a

offer in either tonight or tomorrow. Yes and Becky thank you for sharing you get the very sophisticated PMA golf clamp right there way to go very much. Isn't that amazing? How bandit signs still work? So Becky, let's drill down on what you just shared right



there. Exactly. What does your Bandit sign say it says exactly what you said? It says We Buy Houses cash the S is a dollar sign and it has a phone number. That's it.

Isn't that brilliant? That's awesome. How many did you put out?

So I will tell you on the day that we got the call which was less than a day after that particular sign had been put out at that time. We only had eight signs up. That's it.

Well, you're right. That's not many. So it was in a really great spot. So well that was gonna be my next question. Where did you put them? So there's a main street that goes all the way through town and we have a property on that street. It's actually the easement for the city the backyard but we put in in our back property and that gets a lot of traffic there and then the other house I was telling Crystal this the other day is that it's a house. That's actually empty at somebody we tried to contact. It's a reverse mortgage that's in foreclosure. So we put a sign in their yard. It's also on 30th Street, so it gets a lot of traffic as well.

Um didn't figure anybody was gonna be mad about it. And if they were they would call us anyway, right?

That's right. That's I love it. So so you didn't put her like any particular corner or what have you?

Not a particular Corner, not yet. Now. There's one a strategic Corner that we are looking at to put one on but the other place that we were real fortunate Kelly's in a b and I group that meets at a hardware company that's actually on the highway in between to towns

here in the county gets a lot of traffic and the owner of that business since he's

in B and I let Kelly put a couple of different signs a couple signs on the corners there.

Got you. And what color is your Bandit sign? And what color is the print it is gold with or orange gold with black.

There you go. Same kind I use who did you order them from and how much did they cost? We did it with Dirt Cheap Signs and for 50 signs with the stands shipping everything it was

I think 257 dollars something like that. So that's www.dirtcheapsigns.com right cheapsigns.com. You ordered 50

of them with the with the wires, right? And is it a pretty font

ugly font handwritten fonts? What kind of font just a big bold font just one. That's

easy to read. Got you. Got you and it cost you a whopping 257 dollars. Right? Right. And

do you have any idea what's the potential profit that you have on this house that Kelly's walking right



now? well, it is a big rehab and it's it's

We don't want to do anything less than it's going to be about \$50,000 profit. But yeah, so that's what it is 50.

So if it is \$50,000, let's see. What kind of return is that on pretty good 57 dollars. Right? Right. Well, I applaud you. I applaud you Becky because you and Kelly actually took action and just didn't learn the information but you took action on it

and went out there and did something with it. So that's fantastic. Now, here's the question when you gonna get the other 42 put out.

right Well in one of the cool things Jay is that they employed something that is many investors strategy. And that is

look for vacant zombie properties. Sometimes they'll even mow the lawn and stick their own sign out there to try to

get some traffic. So you guys just did two strategies in one. Yeah.

Now, do you know somebody Crystal they would put their Bandit sign on somebody's vacant yard for making house yard. I know people yeah, I love it. I love it. Banjo and Erica. Don't don't you all still use bandit signs a lot.

Oh, yeah, we use them a lot. In fact, we just brought on a new project manager and that is his that's part of his job. Now. We're gonna just buy some signs. He's gonna probably keep about 15 of them in his truck and as he's

driving around in these different properties, I'm gonna just tell them keep your eyes open for any vacant houses.

And if you think it's baking just go stick a sign in the yard and keep on roll. And

yes, I call that the the Bandit sign hack attack.

but And says hey, what are you doing with a sign in my yard and say oh, I'm so glad

you found it. Do you want to sell your house? Right that kind of happened one time except the dude was interested actually

in him being a private lender at least the guy sticking out my sign stuck it on a private property and he called me to kind

of chew me out about it and ended up wanting to come to my private lender luncheon. Well, I'll tell you you just never know where they're going to show up do you right now?



All right, who's got one?

On me my Lance. How many lessons did we just cover right there in one short story? I've got something good.

I got one quick thing to share. Please do Sharon. Well, we got a phone call and I tell you it I

I it may have been from the Bandit sign. I don't know. I don't I think it was unfortunately. I'm not tracking it. So we're buying a house for \$20,000. It's needing we've already had the general contractor to take a look at it. He happens to also be a realtor.

And he said that the house will sell for 225 229 when it's all done.

And it's going to cost 103 though to fix it. But the numbers still work.

So that is a huge deal for me. I do not have a private lender yet. So that has lit a

fire under me to go find one. So anyway, the fear of loss is always

more of a motivation Than Hope of games. We will not lose this deal. So we're having another contract. Yes.

Absolutely all. All us give Sharon the very sophisticated. He may don't flap right there. Yes and King Keith very instrumental in that. I'm sorry. My husband Keith is very instrumental in that because he did he

does all the paperwork. Now. You said you're not tracking the where the

call came from? What phone number do you have on your bandit signs? I have the I have a phone number that does

not go to my cell phone, but we have it forwarded to Keith's cell phone and it is one of those.

I can't remember what they're called. Anyways, just one of those cheap phone numbers and but the other phone call that we have received recently was from our Google.

The same we had the same phone number and that's from our Google. You know,

how Our website but you have your address that Google verifies. It says yeah, you're really are at this address Google my somebody does a search online. They will come up with that same phone number.

Google my business so maybe I recommend so, um, let's see

I sort of lost you there Becky but Becky what phone number or service are you using on your bandit signs?

It's it's a number what we did just for the bandit signs. It's a Google Voice number got you. So I use Pat live and I recommend you use Pat live. The

reason I use Pat live and if you don't have that pet live link



Brenda can email it to you. If you don't have it Crystal where you'll get a discount and they they waive the sign up fee. But I use Pat live it tracks you. Don't miss any phone calls, you know exactly where the call came from they'll assign you six local numbers driven behind your 800 number. And so when I'm doing my Bandit sign campaigns, I'll put just one of my Pat live numbers on the Bandit sign. It's a local number. So it looks very needy you like somebody's not never put a toll free number on any kind of your marketing always make it very me to you with a local number and And that way even if they call and hang up hat live catches and captures that phone number even if you don't have their name and that way you will call all of them back and you're not going to miss any of your leads. So I'm glad we have the Bandit sign sharing of wins. Um, so again, if you signed on before we started at the top of the hour we're talking in this PMA Zoom about what you want to talk about. What is it that's going on in your real estate investing business

type it in the chat if you could wave a magic wand and get it fixed or make it better. What would that be? What is that challenge that you really like fixed? What would you like to see happen in your business to grow your business or take your business to the next level type that in the chat right. Now, if you haven't and we'll do our best to get to all those questions and comments and silver before we die. Let's get a couple of people introduced. First of all, let me start with Ashley say hello and who you are

Hey everyone. I'm Ashley. I'm here and the authors with Jay and Carol and Brenda. That's where we all live. But I'm here to support all the members. All of Jay's students if you have any questions, I'm here via phone and email to help you out.

Awesome, and I actually also we want to remind everybody not only are we live here on PMA with with the PMA members twice a month the second Wednesday the fourth Wednesday afternoon of every month at 4pm Eastern time, just like today you also have amazing training inside the private money Academy membership site. It's hosted on good. Jobby just in case



you have lost your login information to get into the membership site to get that content Ashley. How do they get that?

To sign into the khachabi account. You can go to jayconer.com the main website and in the top right hand corner. There is a button that says PMA login and I'll take you to the kajabi page and if you don't know your login on that page where you sign in at the bottom, there's a forgot password button and it'll send you an email to reset your passwords. Perfect. And also another benefit being in the PMA is we have a closed group Facebook group just for PMA members Ashley. How do they get in? Because if you're not in the Facebook group you need to get in. Yeah, so the name of the Facebook group is Jay Connors private money Academy members. It is a private group you do have to request to join and when you request to join and you just have to put in the email address associated with your account so we can find it make sure you're active and from there. I will personally go in and approve you. And tell them again the name of the Facebook group to search for I'll also put it in the chat. It's Jake Connors private money Academy members.

Perfect. Thank you Ashley Crystal. I know we've been chatting but say hello and let everybody know who you are. Absolutely. So my name is Crystal Baker and I started investing in real estate back in 1996 Super traditionally side

hustle. So it was not my primary career. I was an occupational therapist by trade and management. and had sent out of the market in 2018 frame had decided late in life to get married have kids ended up unexpectedly when

my daughter was baby a single mom and thought what it served me in the past and I started looking back at real estate because I had

I had done well when I was investing recognize any of you things different, so I took a bunch of classes hired coaches and mentors that did not go particularly great, but I had the great pleasure of meeting Jay Conner and attending the event and it was at that point that I recognize that that was where I needed to be so I had invested

All I felt I had left to invest up to that point and but I knew I needed to do something or or I



was never gonna change my life. So I worked it out made the investment started in the Platinum program.

After nine months was able to step away from my 26 year career as an occupational therapist and Leadership and just really have an entirely different life than I'd ever expected to have shortly.

Thereafter. Jay came to me and asked if I would be willing to help coach the students which has been the greatest blessing of my life.

Um, that's where my true passion lies is just being able to work with y'all and be a part of that that journey and so

I'm on all Platinum Q&A sessions every accountability call hotline our power here on these calls helping facilitate with the Mastermind group and just truly truly blessed to be a part of everyone's journey and to be a part of this family and

working side by side with somebody that has such incredible integrity and shares their gift to a degree that I have never experienced. And that is Jake Connor and the rest of this team. So thank you for allowing me to be a part of it and I'm glad to be here with you all absolutely and Crystal will be in the upcoming private money live event as

well for you to interact with her. So yes Crystal you are amazing and a blessing to have

on the leadership team and impacting all these wonderful people's lives and Chaffee. Yes,

Sharon is giving you the golf club right there Crystal Chaffee town when you all have. Heard from him yet on

this PMA and we've got new members that have never been on here before Chaffee. By the

way, Ashley. I see notifications coming in people are already requesting to be a member of the private Facebook

group here while we're on the beach. Maybe you can check that out actually while we're here Chaffee say

hello to everybody and let him know who in the world the amazing Chaffee Tomlin is hey everyone, welcome to

the private money Academy. So glad to have new people and new faces as well as see all the returning people

as well. I'm as gay always as we love to see you or faces. So if you do have some cameras that are

not on please turn them on with other Sia with that though. My name is Chaffey time win. I have worked now

with Jay for over a decade Jay. Yes working together and it's really investing

real estate back in the early 2000s 2002 because I was working full-time job.



That was not fulfilling. Whatsoever. And I knew that I had to do something different in order to move on from that.

And so I want left my it corporate job of 80 60 to 80 hours or more a week to transition than a real estate and you know back in the day. We didn't have this thing called the internet to really help us out and Define about a bunch of stuff and all these social media sites that like none of that was around. So I started with the newspaper and if you guys remember what that thing is opening up the newspaper looking up the for sale by owner ads and calling them up and talking to people and you know knocking on doors and putting out bandit signs which still work by the way 20 years later and just doing the old old tried and true methods of finding properties back in the day and did the wholesaling and short sailing and all that stuff and from there expanded and moved to multiple different states buying and selling land and doing development and pre-construction and all that fun stuff. So During that Journey though. I found out that the most powerful thing I can work on was myself and my mindset and so I fell in love with this thing called personal development and I fell in love with coaching personal coaching. And so I started transitioning into a full-time coaching business. And when I started coaching and working with Nationwide gurus and and trainers across the country and ran into this fellow named Jay Conner and Jay Conner at that time. Just again the most genuine person that you can run into the most kind individual and the Magnetic Personality that he has attracted me and we stayed in touch over the years and when you started looking and and doing these events and expanding the events, he we reconnected and Jason come join the party help me out here and I've been working with them ever since so I'm that every single Live Events. I love being there and I also work with a mastermind and Platinum Plus students and help facilitate the Mastermind events. And of course, obviously, I love working with you guys here on this call as well. So everything thank you for sharing and yes, you are amazing you Crystal the entire thing all of you have servants Hearts you're out here to make an impact in in people's lives and it's just



a blessing for me to be able to to work with you as well Crystal. Let's dive into the chat. Have we got some questions and we got some challenges have we got some comments Crystal? I'm Gonna Let You facilitate the chat and then we'll all chime in and give some feedback.

So Willie asks or said that there the biggest challenge is to know how to see the numbers on a potential deal to see if it makes sense. So basically how do you analyze a deal would be how I interpret that? So if something different than that Willie please chime in and let us know I see that you're I can't see that you're on camera, but I can see that you're here.

So there's additional we need to know but how do you analyze a deal? Well, it depends on the deal.

It actually depends on how we are funding the deal how we're buying the deal. So I'll answer it one way and then Crystal I'll get you to answer it another way and safety and any other platinum or Master my memories that want to chime in on analyzing a deal can give your thoughts. So this is a great question. It's actually a full seminar question, but we'll give the we'll give the what do you call those notes Crystal Cliff Notes? Yes. What are the cliff note answer here. So first what do I mean by? How do you analyze a deal? Well that depends on the kind of deal? Well, I'm gonna go over two kinds of yours right now, but there's more that more than two, but the basically Two of the kinds of deals that we ordinarily do and this is in the context of single-family houses just to make sure everybody understands what we're talking about. We don't focus on Commercial deals in this group, even though private money works for commercial deals just like it does single family houses. But our Focus here is on a single family houses. So two different primary kinds of deals.

That we're going to buy single family. Hey, we're going to pay all one way. We're going to pay all my all cash. Now you're playing all cash for the property using private money. All right, another kind of deal is buying the house subject to the existing note. I'll let Crystal talk about that because she's the queen of subject too. In addition to being one of the queens of private money as well.

She's only



raised over. I don't know three four million dollars now in private money anyway, so if you don't know the formula, I'm going to give you the formula right now. I know all of y'all want to formula. I got you a formula. And in fact, I made an offer on a house today on Highway 24. Well, I didn't I instructed my acquisitionist what all for me to negotiate the deal and when you get to the live event, you're gonna be Kim my accusationist. So here's the formula and actually if you don't mind or Crystal one type it in the chat. Sorry in the chat, so don't worry about typing actually awesome. So here's the formul. For when you're paying all cash. Now this formula only applies when you're paying all cash. Or a house and here it is. You're going to take the after repaired value now, that's an important number right there. Where are you going to get the after repaired value from? Well, if you like me, you're gonna get it from your realtor and I'm not going to rely on artificial intelligence or because you learn artificial intelligence, you're gonna artificial answer but I'm not gonna rely on artificial intelligence or an online resource to give me the after prepared value now, it'll get you close. A lot of those services will get you close, but my realtor knows how I'm going to rehab a house Chris Latham, you'll meet him at the event when you get there six weeks from now and Chris says all my cops So he loves doing CMAs. I think I'd almost rather have a root canal than do a CMA, but he loves it. He loves doing them. So he figures up the comparable Markle analysis since he knows how I'm going how to rehab a house. He knows that I'm gonna be using, you know, nice finishes lvp. Luxury vinyl plane all new interior paint. So the comps that he's gonna pull the sold comps that he's gonna pull and use our houses in that area of near the subject property that have been totally renovated. Like I would renovate a house someone take the after repair value. And I'm going to multiply that after repaired value times 70% So when I'm multiplying times 70% that's accounting for my profit. And the closing cost and a little bit of carrying cost right then I'm going to so I got a figure after a pair of value time 70% and then I'm going to subtract estimated repairs. So when you get to the event, we're gonna do a whole afternoon. Well three hours on estimating



repairs, right? So you need to know how to estimate repairs so that you don't have the general contractor, you know, take it to the cleaners and you can go ahead and put your offer in to the seller because time kills deals the more time that goes by between that lead coming in and you making an offer on the house the less likely that you're going to be doing business. So after repair times

70% that's gonna give you a figure now I'm going to subtract from that the estimated repairs and I always round up to the nearest 5,000. So if my estimated repairs are coming in at 37,000, my repair is a 45,000 you have my estimated repair is a 43,000. I'm rounding up to 45,000 always estimating because you see the magic is not an estimating repairs. The magic is in the offer. That's the most important thing but you got to know what the repairs are.

So after a paired value times 70% less estimated repairs. Now that's going to give what we call the Mayo formula which stands for Mao maximum allowable offer.

But then we have this other fellow that always shows up in every house. And his things Murphy Murphy always shows up. You know who Murphy is, right? Why can't go wrong? We'll go wrong. And then all those things that you couldn't do you didn't think would go wrong can go wrong. Right? So Murphy's gonna show up and sometimes Murphy's relatives shows up as well. So I'm gonna subtract from the Mayo number maximum album offer. So that's really a misnomer. It's really not the maximum allowable offer,

but we're going to get to it. So I got that figure now, I'm going to subtract another \$10,000 off of that maximum allowable offer and that 10,000 is what we call the Murphy Factor.

That's the Murphy Factor right there. So subtract 10,000 now that's going to be the offer that I'm actually going to

put in. Now there's an exception to that rule or that formula. And that is when the after repaired value is above \$300,000 and then going to multiply times eighty percent instead of 70% Why am I going to do that because we're dealing with hot bigger numbers, right? So I don't have to have as much of a percentage spread what I'm doing with bigger numbers.



Now another thing how am I going to analyze that deal and do I want to do it? If you're just starting out, you do not want your first rehab to be a hundred thousand dollar rehab?

Right starting out. You don't want to do that. You want to have a middle of the road rehab 30, you know, 25 30 35 40 maybe at \$50,000

rehab? So that's another part of the analysis until you've got some experience rehabbing don't take on that huge major rehab. So that's if you're paying cash. There's the formula now, of course, we're going to use private money. Now. I want to borrow up to 75% of

the after-repaired value. I didn't say borrow 75% of the purchase

price because we're always going to bring home a big check when we buy because we're buying at a discount some more borrow more than I need to fund the deal. So I'm

going to borrow up to 75% of the after repair value. Okay.

And bring him a big check. So for example, if I am investing in a house that's got a 200,000 after repair value. I'll borrow up to 150,000 but

that house I'm gonna buy all day long for a hundred thousand dollars. Maybe that \$200,000 after repaired value house has got 35,000 worth of rehab. Well if

I buy it for a hundred it's got 35,000 in rehab. Well, I'm on bring home. I'm on have a hundred and fifty thousand wired to my real estate attorneys trust account for closing

\$100,000 goes to the seller. Now. I'm bringing home a \$50,000 check who wants

to get paid to buy houses right and take none of your own money to the closing table. That'll help

you sleep better at night. So I'm gonna bring them a 50,000 check 35,000 goes the rehab I got an additional 15,000

dollars left over for carrying costs Etc. So there's the first answer how

you're analyzing the deal. There's more nuances to that get to the live event. We'll dig even deeper on

that. But that's the most important pieces when you're buying cash. Crystal now, how do you analyze a deal?

When you're buying subject to the existing note, and you probably need to tell them what that means.

Absolutely.

So that's amazing. So really make sure guys when you have the opportunity go back and listen, um because there was



just so much good information in there and especially if you haven't been doing the deal analysis, you really need to dive into

that subject to subject to Simply means that there's a mortgage in place. So that's the only way you can buy subject to

because it is subject to the existing more mortgage. That means that you are not assuming the mortgage. I'm not taking on personal responsibility. It's not going to go on my credit. I am just say saying that the mortgage remains in your name and I will be responsible. I'll sign a contract to purchase the property. I will pay the payments. I'll continue to pay the ongoing payments for your mortgage the deed transfers into my name.

So I'm the official owner of the property. I just do not hold the lien that's on the property.

That being said we can buy very differently when we buy subject to the existing mortgage because we're really thinking about this differently. Now there's gonna be nuances where it's the same and you have

to keep that in mind. So we'll talk about where it's totally different and you don't have to think about it all. So if the property has an existing mortgage on

the property that's \$175,000 and the arm on the property. Let's say is 200

or 225,000. So we don't have any big huge Equity spread. There's no work that needs to

be done. And they're willing to let me buy it for the exact amount that's owed. So that 175,000 their agreeable.

Yup.

You can have it for that. I can now take that property by it subject to the existing mortgage.

Obviously, if you figure out the leveraging on that it is quote unquote considered over leverage. However, why would I want to do it now? I'm analyzing the deal based on the cash flow of the property. I'm not analyzing it based on these

male formulas. I'm solely interested in does it cash flow?

that being said if What the pit is for the property?

Is 1100 dollars and I can take it to market for 1700 dollars?

Then it's easy math. I can cash flow \$800 a month on that property.

So one would say well still your margins are closed. I don't know if that's what you really want to do.

I would say okay great, but here's the thing. Jay teaches we teach I do Buy in terms selling terms.



So if I bought that subject too, I can sell it as a lease option. That means I now can get cash flow in my pocket by getting a non-refundable option fee. I'm cash flowing it monthly.

and I can raise the price so I can put 10 to 15% of a premium on that because I'm giving them time they get to live in that property.

They get to enjoy that property they get to treat that property like their own. Until such time that they can get a mortgage. I'm giving them the benefit of residing in the property. So that's lots of information. But I don't have to follow the formula if that's the case.

I built some equity in by selling it Leith option on cash flowing it. I'm happy camper. And I don't have to go find another mortgage. I don't have to take care of all the other process that goes along with that. I've inherited their mortgage that typically has a very low interest rate.

Plus I'm paying it down as I go. So there's lots of benefits to doing that way. Real creative the only time that you can't just make that blanket decision and say well I'm buying

it subject to I don't need to listen to the formulas. is

if One there's repairs needed or two if there's cash needed IE. Let's say that it's in pre-foreclosure or in foreclosure

and behind a payments whatever that might look like and you need to get it caught up or reinstated. You have expenses relative to that property if you're going to

use a private lender. Now I have to consider the loan to value if it needs repairs. I do want to consider if the repairs are over in my

world if the repairs are over \$5,000. Now I'm going to include the Mayo formula and think about that property a little differently. It's under 5,000. I

don't really care. That's like Penny who cares about that, but I do need to decide on that. So now I am gonna analyze that property differently whenever you are investing a private

lender's funds. You still have to respect what you've promised them as far as loan to value. There's there's nuances to this

but that's for another day and another conversation. But at the end of the day now you would potentially run Mayo considering the amount of the repairs and you're gonna look at your learn to Value because you don't want to invest people's funds



and not give them that Equity cushion and that security that you've promised them. So now it looks a little bit more like what Jay explained when we're working that way, but if it's just a straight up subject to it's really up to you pretty property. Nothing needs to be done. Then you can invest in that property. You can pay what it's worth. As long as it cash flows.

Excellent Crystal and right there is the second reason why you should go back and listen to this Zoom when you get the recorded link because Crystal just dropped about 77 very worthwhile wise bombs that you don't want to miss Chaffee anything you'd like to share on analyzing deals.

Well true I should say that first the two of you just did a whole event in like 20 minutes. let me just you know, let me point out a couple things of what you both just said first of all, is that You really didn't talk about what the seller is asking. So, you know, that's the key thing is people get caught up on the seller, you know, here's my 70% air V minus my repairs and I you know, I can only offer a hundred, you know property and they're asking 150. Well quite frankly. It doesn't really matter what they're asking because you never know what they're gonna take and and they never know what they're gonna take. And yeah, you've offered like fifty thousand less than what they're asking and still got a deal. That's what Savvy that was my offer today. I ran the formula that I just shared I'm playing. Okay. It's okay so offer and they're asking a hundred and fifty my offer is a hundred. And you know when we make the offer we just don't give them a number and don't tell them where we you know came up with that.

We tell them we actually have a bid that we've got a tear down three structures on the back of the property and that alone is gonna cost \$20,000, right? So anyway, just just to share I mean, I mean Jeff you've heard me say 200 times. What you just said no matter what the sellers asking. If you want the property make the offer I never bought a property. I never made an offer right? So if you want the property make the offer regardless of asking price back to you, Jamie.

Yeah, so the the what I found J is the people that ask how do I analyze the steel, you know their



brands make a new they don't know anything or or secondly they're stuck on the numbers and they don't make offers. Right and we call that analysis paralysis. And so if you've been listening to this call, Jay and Crystal

shared so many nuggets and also now you're like, oh my gosh, that's so much information. I don't know what to do or how I need to go listen to this again and again, and I need to look at 10 different deals. It's because either you're over analyzing things

and trust me. I know I have an engineering background. Okay, you're over analyzing you're not making offers.

Or again, you just again not making those offers for some other

reason or or whatever it is. Or you just don't have enough deals that you're spending too much time looking at the ones that you do have right and if

it takes you a week to look at the steel and analyze this deal before you make an offer that deals probably already gone,

especially in a hot market. So you should have these numbers down in your head just the way that Jay and Crystal

covered it and you should be able to look at a deal and within a few minutes, you know decide do I

want to pursue this further do I what I want to do this make a decision and then make an offer and then

Start to negotiation process because it doesn't really matter again what the number say or what it tells you or anything nothing matters until you talk to that seller and find out what their motivation is and what they're willing to

do or why they're why they're what looking or wanting to sell and so all this analysis stuff is great.

It just gives you kind of a background idea and the real magic comes when you start that conversation with that seller

and find out why they're wanting to sell and how you can help them in their process of that sales process. And so

that's the key there that don't get stuck on the numbers don't get stuck on this analysis of how do I analyze a property? Yeah.

Yeah, just talk to the seller and start building that relationship. And once you get that step all



this other stuff can fall fall into place. Jennifer you know how long it took me to analyze my offer today and come up with the hundred thousand dollar offer and and send that to my acquisitionist through our software. On a 30 seconds about a minute. Okay, and that's because I had to add up the estimation of repairs. I got the estimation repair sent to me and they weren't totaled up. So I had to like go to my calculator and out of the repair. So I had the repairs and so yeah, I'm about a minute. Thank you Chaffee. Awesome comments

Crystal. What's next in the chat? So Willie just made a remark that was just that they were able to make this meeting as

far as something to celebrate because we're on the subject. They needed to talk about regarding making the first deal. So absolutely we're excited to have you. Um, let's see.

I don't know because this looks like you kind of may have abbreviated. I'm not sure but our polony funding and best approach to connect with prefer closures.

Um, so I get there so say that again, I guess they were looking for some direction regarding finding funding and the best approach to connect with pre-foreclosures. Oh, yes. Well, it's a run, right?

Ronald yeah, there we go. And anyway, um, that's a great question. And what's the best way to approach people and pre-foreclosure? Well number one use my foreclosure system which you can read about inkajabi and I'll teach it at the live event. So my wife Carol joy, and I developed our foreclosure system that actually started all the way back in 2004 and we have continued to tweak it and even make it better since then in essence. Here's the way it works. There's two moving parts to the way we do foreclosures number one the window of time that we want to reach out to these people are from the time that the foreclosure process has started meaning a notice of default or a summons has been delivered to the house the property and the substitute trustee, which is the law firm that the mortgage company. Has hired to oversee the foreclosure process has opened up a file at the courthouse. So the file is open and now we're going to track every open foreclosure file until it's



sold or dismissed. So the window that we want to communicate with these people in foreclosure is from the time the files open

and track it all the way up to the sale. Now we can buy it at the sale, but that's not my intention. My intention is to buy these properties directly from the people that are facing foreclosure. So not only do we track that's one part of it. But the second thing we do is how do we communicate with them? We've got eight letters

eight sequential letters that are mailed to these people in foreclosure now how often you mail the letters depends on what state that

the property is in here in North Carolina. We mail the letters three days apart. So it takes 24 days to go through the cycle because here in North Carolina from the file is open until the sale is about a 12-week window. So the letters is

our initial. The way that we communicate with the people in foreclosure, but if they have more than one layer of motivation, let's say that it's an estate that's being foreclosed on right then we will actually go

door knocking and we will skip Trace outbound call outbound text a lot of the times when it isn't a state the house is going to be vacant. So we'll be skip tracing relatives numbers to reach out to them.

When we

doorknock if the house is vacant. We actually go knock on the door next door letting people know that we specialize in

helping people that are facing foreclosure We know by public record that this particular property is in foreclosure and we want to help these people out can they tell us where the people are located? So initially in answer the question, we're initially reaching out to them by the eight letter

sequence now the funding for foreclosures guess what and less you're needing

money to bring payments current you can use private money for Out but you're going to buy all these foreclosures subject to the existing note.

Obviously, they wouldn't be in foreclosure unless they had a mortgage. And of course it would mean foreclosure was behind so you buy it subject to the existing note directly from

the owner and then as an option, you can use private money a small amount of private money and second



position below that first mortgage and use the private money to bring the payments. Correct. Great question.

Yeah, and I personally any other comments on that.

I just want to add a comment and that is oftentimes people will say but you know do people

feel targeted or is this the the wrong thing right? We're reaching out to foreclosures and we know there's pivot laws

and States because they feel like they're targeted but I really just want to point out what Jay said is really important. He

said we want to buy from them before it goes to the sale. Let me just explain why

that's so incredibly important. It is absolutely the gift that keeps on giving when they

go through a foreclosure. It is an awful process. It affects their credit dramatically and they just extended the time period over the last

few years as to how long that sits on their record. So those people that you can help get out

of that situation. Not only do you help them avoid foreclosure which is horrible. Yes, they may have to leave their house, but they don't have that

going on for years and years. But in addition you can help improve their credit. Once you take

over that mortgage every on-time monthly payment helps to start to build their credit back this puts them

in a position where they could potentially become a homeowner again in a time and space that they would not have available to them not to mention all of the other pieces, but

just from that financial and stress standpoint. It's really important that you're helping these people. I mean, it really is a

major win-win for both parties. So I just want to point that out Jay. I'm glad you did Crystal Jeff you got any

comments on that? Yeah. I just want you know reader reiterate. What crystal said is that when it comes to foreclosure always lead with a servant's heart.

Always see how you can help them first and it's not about the analysis of the property or how much money you can make or anything like that because that's all gonna come

and and you know, Jay and and Crystal are most successful students in The

Mastermind and Platinum Plus programs that have used the Foreclosure system. Usually it's because



they're knocking on people's doors and they're saying, how can I help you? Right and that's what they lead with this is

what can I do help you either situation and it's not about you know, not going on the door and saying I want to buy your house and here's an offer right? It's it's not going on people's doors and saying hey, you know, I just truly want to see how

I can help you and and see you know, what you're looking for other situation so door knocking it. Absolutely is is the the best method because you're right there you're in front of them and it's always because you're leading with the servant's heart

and seeing how you can help people. Thank you for bringing that out Chaffee. We talk about that all the time at the live event. So Crystal, here's what I want you to do. If you would go grab the rest of the comments and questions that are in the chat. We will lead with those questions at the next PMA Zoom. Okay, so for the remainder, so I apologize for those of you that we didn't get to your questions.

We will start off

with your questions on the next one Speaking of this put this on your calendar the next private money Academy Zoom is

May 24th, May 24th. Go ahead and put that on your calendar May 24th at 4pm

Eastern time. I will email you the zoom link just like I did this time and I'll give you a phone call

and send you a text remind you of it, but make sure you got it on your calendar right now. We're gonna pick up right here where we left

off. But before we go don't go anywhere yet because Jeff he's gonna tell you right now. Can you

believe the upcoming live event private money event is six weeks. 76 weeks from today

Six weeks from today in Emerald Isle North Carolina talk about a reunion and a networking

event. Chaffee will actually have already left Crystal. If you've talked there in the chat one more time

the URL to get registered www.jsliveevent.com all spelled out j a y s l i

v e the ent.com Chaffee tell them why they need to clear their calendar and get registered if they have not yet.

Well, just reading the comments Jay and Lynette says so looking forward to this next event.

And that is so correct. We're all looking forward to this next event first or foremost, you know from a real estate perspective. You got to get to this event.



If you're serious about your business J from A to Z shows you how he does its business and gives you so much information that you could take what he gives you at the event itself and go duplicated in your Market. Obviously if you want to work with us, there's an opportunity for you to work with us. And when you work with us, our goal is to one obviously you're gonna be successful and two just help you speed up that process only this is not an event where you go to and you get one or two golden nuggets of information and you're wanting so much more because they don't give you anything. They opens up the book and says, this is how I do it like this is here and he brings in his team. So his acquisitionist is there his attorney. Is there spoon out nuggets of information his project manager and and rehab or Actor is there his team is there that you can ask questions to he has private lenders come and they do a whole panel and you say hey, how did Jay find you as a private lender? Like what made you want to work with Jay as a private lender? That's all there at the event. So you got to get to this event. If you want to know how to do this business the way Jay does this business he does a deep dive on how to raise private money. Obviously, that's what you're attracted to Jay in the first place and he also covers his other three pillars of real estate, which is foreclosure system is how to sell a property quick system and then his automation system which helps you automate your entire business. So again from a real estate side, you got to get there. It's gonna show you how to do this business the right way and not just to make a bunch of money. It's gonna show you how to do it with a servants heart so that you're helping people and all aspects of your business. And that's the second reason why you want to get here because this event get come to this event. There's an energy and a feeling that's different than any other event. Question for most like I said, it's us wanting to help people and surrounding yourself with a group of individuals like 100 people in a room that all are focused on not just making money and doing business changing people's lives. And that's



what it's really about changing people's lives and helping them for the better and Jay has attracted all these people into

this room the entire teams there and it's really just like a big family event. As

you said Jay. It's like a reunion, you know, we do this event multiple times a year two or three times Well, actually

it's been about three times a year and every single time. It's like a big Be family reunion party. So not only do we get to learn a lot. Not only do we get

to change people's lives and help people's lives. We also have a lot of fun and it's a it's a real bonding experience

and and you get that feeling when you come to this event. And so you definitely have to make the time get yourself out there do it for your business do it for yourself do for

your soul do it for whatever it is only again. Enjoy the moment and and

that's what this event is about. Thank you Chaffee. So again get right on over to www.jsliveevent.com and

get registered Crystal. Let's recognize our platinums and masterminds before we sign off. Absolutely

Luke Carlson Platinum Mastermind, Sharon Cooper Platinum Plus

Let's see here, Eric and Erica graduated Platinum Plus and Mastermind Eleanor more

day Platinum Plus. Bill McCoy Platinum Plus Ben Mayo Platinum Plus The Mastermind

Thank you guys for for waving it. It's a feel-good moment. I'm still

looking. I've got a lot of just writing on screens here Liz Corrales Platinum Plus

Um Theresa tow car, but plus a mastermind. I know that Greg and Michelle cradle Platinum Plus.

And I apologize if I've missed anybody if I don't see your faces, it's a little bit. Obviously, you're not Theresa's business partner. Irma I didn't see your mess but there she is Irma Erma. Hi Platinum Plus and Mastermind.

Thank you Jay. I appreciate the assist Eleanor today Platinum Plus.

Awesome. All right, very good. Well another amazing PMA Zoom.

Look forward to seeing you the event. We're gonna be back here two weeks from today on the next PMA zoom and Chaffee bring

us home. Bless always our goal again is not to



just share a bunch of information with you. By the way. This call was just jam-packed with information. So you want to go listen to the recording which will be in the private money Academy membership site that you have access to and our goal is to make sure that you take this information and take action and implement it with everything you do. And so whatever those nuggets are one or two or ten nuggets that you got from this call. Take it and plan on applying it in your business some way somehow and while you're doing that make sure you plan on attending on the live event and joining us. We'll see you there take action change your life change other people's lives and enjoy every moment. We'll see you there. Thank you. Bye for now lots of love from Morehead City. Bye for now, bye-bye.