

Webinar Copy

The example you are about to see is the official webinar script for the 7-day MasterClass at The Women's Real Estate Investors Network (WREIN.) The total script is 123 pages, in respect to your time, I'm only attaching day 1 and day 2.

DAY ONE

Slide #1

Hello beautiful and welcome to WOF! I don't know if you realized it yet...but you made a life-changing decision by joining me today. You took the first step to setting yourself up for significant wealth. But not just you... Your children, your grandchildren, and every generation to come after you. Give yourself a pat on the back because you committed to yourself and because today is DAY ONE of saying YES to everything you thought you couldn't before! Today is DAY ONE of taking back control of your life! If you're excited and fired up for day one of your new reality can you comment YES in the chat for me? If you're truly excited for this monumental transformation in you and your families lives comment YES in the chat right now! My name is Tresa Todd, founder of the Women's Real Estate Investors Network. But before that I'm a mom. I'm a grandmother. I'm a church goer. I'm you! And I'm here to tell you that you're in the right place at the right time! My true passion has always been empowering women, and I'm a preacher at heart so make sure to send over some hallelujahs and Amens in the chat!

Slide #2

Before we begin, I have to tell you something that could re-frame everything for you. Just the fact that you're here, shows the world that you're a hero and you're a warrior. Your race, your economic situation, even your education does not matter! You could have had any kind of a career, from corporate america to ministry! It's probably hard to believe because we've been taught a specific set of rules since we were kids, am I right?

Slide #3

Go to school, get good grades, go to college, get a job, work, retire. Parents drill that into our heads. But girl, if you're like most of us...I bet nobody has ever told you that this way of thinking is OLD SCHOOL. Sure you can work 40 to 50 hours a week for 30 years, retire, and then HOPE your 401k supports you throughout your golden years... but unfortunately, that's not the case in an economy like today. In fact, the Transamerica Center for Retirement recently released data from a study that stated 4 in 10 women say they won't retire until age 70—if at all. That means 40% of women everywhere do not know how they will be able to retire! And even worse, starting to retire at age 70 doesn't leave you much time for your golden years now does it? That's why you're here. Because you know the system is not set up for you to have time to spend with your family. You know it's not set up for you to have more than one vacation week a year. You know it's not set up for you to LIVE more than you have to WORK. You being here means you have momentum. You already knocked over the first domino and created forward motion...so, what's that say about you?

Slide #4

Well it says that thousands of women committed to be here today, but you...you committed. You blocked out the time and you actually showed up. That's the difference between you and them. This is so important for you to know because you already took the hardest step by starting. I

know some of you had to move things around just to be here. I get it, I'm a mom of 3 boys so I understand, it's not easy to take time for ourselves.

Slide #5

But not only did you reserve a spot, you were the one of the few that actually reserved a spot and you showed up, which means you do what you say you're going to do. Which means you're already a step ahead of everyone else. So go ahead and give yourself a pat on the back.

Slide #6

If you commit to yourself and show up for the next 6 days, I promise to teach you everything I know. How to find the best properties, the golden formula to calculate what to pay when purchasing properties, how to leverage other people's money, and the biggest secret to investing success...

Slide #7

What I'm about to share with you will get you out of debt, heal your financial anxieties, and truly transform your life to live without fear of your future, without fear of retirement, and without fear of unforeseen expenses ever again! So if I can promise all of that, will you show up for the gold? More importantly, will you make the promise to yourself to show up and succeed? You don't have too, it's completely up to you whether or not you do this. But if you're truly committed, write the person's name you are showing up for in the chat. Is it you? Write your name. Is it your children? Write their name. Partner? Community? Church? Make a promise to them right now that you are committed to the bountiful wealth sitting right in front of you. What's your "why"? What is the bigger reason you're doing this for? Do you want to start a non profit? Quit your job and volunteer? Spend more time with your family? Is seeing your kids a few times a year enough for you? Because it's not enough for me! One of the main, crucial distinctions between women who desire success, and those who actually achieve success is simply doing the thing you said you were going to do. And guess what? There's great news because that's already you!

Slide #8

In fact, I have a gift for you...what real estate investing has done for me, and what I know it can do for you. But before I give you this incredible gift, can we just take a moment to make this whole thing a pact between you and I?

[Tresa turns to her vibe board]

In your notebook, jot down today's date.

[Tresa writes down the current date in large black letters.]

And then somewhere on the page write, THIS IS MY SEASON!

[Tresa writes THIS IS MY SEASON!]

I know you have been waiting for a life changing opportunity because I was you just a couple years ago. And let me tell you that this is what you have been praying for. I want to prove something to you really quick before we dive into the real reason you're here. I bet the outcome will surprise you because it does most people.

I want you to raise your hand if you believe you are a hard worker. Now raise your hand if you have financial freedom? Time freedom? How many have made millions already? Did everyone's hands go down? Okay, so evidently, hard work doesn't necessarily mean you're gonna get what you want. So how do you get what you want, if it's not hard work? The answer is specialized knowledge.

Specialized knowledge is like having the cheat sheet for gardening. Every seed you plant grows faster, stronger, and more resilient with the special knowledge obtained. Now, I'm going to tell you something that's kind of obvious. Because we all know this, right? We know that the one thing that we cannot get back is time, right? Time is the one thing we can't get back. So any good mentor is going to show and give you the things that they wish they would have known years ago. So get ready to take some notes, because most of you already know, that we've helped 1000s of women just like you reach this next level. So it's not a question whether or not this system works...there's already a proven system. The question is, how can we make it work the fastest? Because we know time is the one thing you can't get back. I'm going to give you the answer right now before we begin, one of the most important things. I started investing in real estate with no prior experience, no education, and no connections...just an average, everyday woman. Living paycheck to paycheck, always concerned about the future, worried about the kids, the bills, and the groceries. But what I'm about to share with you will get you out of debt, heal your financial anxieties, and will truly transform your life to live without fear of your future, without fear of retirement, and without fear of unforeseen expenses ever again!

Slide #9

Debt Free

Slide #10

Retirement Plan

Slide #11

Financial Security

Slide #12

Wealth Generation

Slide #13

Family Time

Slide #14

Dream Home

Slide #15

Dream Vacation

Slide #16

Before you continue to furiously write down all the gems in store for you... I want you to think about something very important. Something most of us take for granted — the purpose of your life. Something really powerful to think about is why we do what we do. How do we get to the true purpose of our lives? No one ever is laying on their deathbed thinking, "I wish I worked more hours, I wish I made more money." What do they actually think about? What they really think about is what really matters, right? Their memories, quality of time, their relationships, the things they did to give back to the world. That's what really matters. And so the question becomes, what do we want and how do we get there? How do we have better relationships? Better memories? More quality time? We all know success is choosing what you do with your time. And right now, if you're stuck doing all the dirty work, you don't have time to sit back and actually enjoy your life. You're not fully living to the best of your potential, I think we'd all agree.

Picture this: your alarm clock goes off for the day. You're well rested and eager. Are you making coffee or waking up the kids? Feeding the animals? Opening the blinds? What do you see when you look out the window? Mountains or oceans? How does it feel to finally live in your dream home and sleep with constant financial worries? What would your life look like having freedom, time, and money? Imagine actually being excited for what your day has in store. How would you spend your mornings if you didn't have to rush to work, just to fill someone else's pocket? Imagine the impact this would make not only on your life, but your families lives, imagine the generational wealth you could pass on, and all the ways you could help your community.

Slide #17

That's what really matters. And so the first question I want to ask you is, what do you want? Do you want to have better relationships? Better memories? More quality of time? An impact on the world? The next question is, how do we get there? Because we all know, success is choosing what you do with your time and right now, you don't have time to sit back and actually enjoy your life. You're not fully living to the best of your potential, so what I want to tell you now is the opportunity of how to get there. How do we get there? Through specialized knowledge. Remember the gardening metaphor from earlier? Well, here's another fun one for you: specialized knowledge is like having a trainer at the gym, you can workout alone but you'll meet your goals faster with special knowledge through your trainer. Specialized knowledge is what the wealthy know and the average person does not. And guess what? Here's the good news: the work has already been done for you. I've been to every seminar and REI training you could think of. Fortune builders, rich dad, lifestyles unlimited, even all my local REIAs! I sat there, pen in hand, furiously writing down every piece of advice successful investors shared...and you know what? It worked. But here's the unexpected part...These huge event did not have everything. They did not give you every tool you need to make fool proof real estate investments in an economy like 2023. That's when a lightbulb went off in my head. What if there was a

MasterClass that actually hand fed every single piece of information needed to do these massive deals....sound familiar, ladies?

You know how they say if you're going to kick authority in the face you might as well use two feet? Well, I used two heels sister! I took it upon myself to go all in and find a mentor that knew every piece from a to z. And that first mentor was my sons, Kelton and Justin. I'm going to share every piece of gold I collected from my sons, billionaires, fortune 500 owners, and real estate elites with you over the next 6 days. I found the shortcuts and secrets that will save you time, money, and years of mistakes straight from the horses mouth! If you're ready for the gold comment I'M READY in the chat! If you're ready for the life-changing secrets nobody has ever told you before comment I'M READY in the chat and let me know!!

Slide #18

Specalized Knowledge

Slide #19

Confidence

Slide #20

Success

Slide #21

Hope

Slide #22

Freedom

Slide #23

Regardless of your background, or what you came here looking for, if you are ready for drastic change, real estate investing is the vehicle to pursue the passions you have always dreamed about. We have a proven system here that I and WREIN students have used to become wealthy without any prior experience. Thousands of women all over the nation are finding wild success through investing in real estate with exactly what you're about to hear tonight. And later this week I'm going to show you how to buy and own real estate without ANY of your own money down! That's exciting isnt it? Being able to invest without any of your own money? I bet that would make investing a whole lot easier now wouldn't it? I know it did for me!

Slide #24

Here's the truth: I see women coming through this MasterClass all the time and achieving substantial wealth in less than 30,60, and even 90 days. The truth is hundreds of thousands of women in the WREIN Network were in the same place as you, spent the same \$17, and now live life on their own terms. And here's the good news: you can follow in their exact footsteps to achieve the same results. Here's hard proof you can do the same:

Slide #25

With just one of the many strategies I am giving you this week, a past MasterClass student named Sandra partnered another woman and they were able to split a profit of 63,000 dollars... Sandra pocketed over 30,000 dollars with the exact strategy you're getting tonight. That's some people's annual salary! In ONE deal! Did that make the hairs on your arms stand up? This is exciting stuff. I will teach you this strategy tonight, it's going to blow your mind just how simple it is. Here's more proof:

Slide #26

Cecilia \$32,000

Slide #27

Beth profited 50,000 dollars

Slide #28

Tracey \$56,000 Does this excite you?

Slide #29

Susie profiting 54,000 dollars. Wow. Let me pause for a moment to put this into perspective. It's not a question of whether or not you can get profits like this, the question is, what's the fastest path? And over the next 6 days, you're riding shotgun in a ferrari, girl!

Slide #30

2 months into the year and Kathy has profited over 6 figures

Slide #31

Fernanda, 190,000 in just 6 months. These are just a few of the thousands of women that completely changed their lives with what you're going to hear this evening. There are only 2 things standing between you and your dream life...

#1 is Fear and #2 is Finances. I'm helping you overcome the fear and I'm helping you make the money. Now I'm about to give you the one thing that if I knew 5 years ago, it would have absolutely changed everything for me. Saved me time, money, and stress.

Slide #32

We all know this information works, But really, the question is, how can we make it work the fastest? Because we know time is the one thing you can't get back. I'm going to give you guys the answer right now before we begin, TWO of the most important things.

Slide #33

You can fast track your goals exponentially if you simply show up, that's number one. It may seem simple but it's true. Mother Tresa once said, "Just show up and things will happen." I believe that wholeheartedly. If you commit to yourself and show up to get what you need to succeed great things will follow. Number two is engage in the process. If you engage in the

process, you're just much more likely to get results. I'll tell you right now, so many studies have proven over and over again, that on average, most people only retain about 20-25% of what they hear even if they're taking a couple notes.

Slide #34

But you can actually learn up to 90%. If you're fully engaged, meaning you're commenting, you're writing things down, you're actively engaging in the Facebook group, on Zoom. So if you're ready to start changing your life and if you're ready to start getting results can you comment I'M READY in the chat for me? Get excited because this is the turning point for you to change your life and your families lives forever!

Slide #35

But before we go any further, I have to remind you that changing your life means entering a period of growth. But if it meant being able to create financial freedom for you and your family, do you give me permission to talk about some of the things that might make you a little bit uncomfortable? Let me know in the chat if it's too much! I understand. The first thing starts with an M...it may have been a sticky topic in your household growing up or even now. It's money. What does the word "money" make you feel? What feelings come to the surface when you think of the word "money"? Type some one worded feelings in the chat for me.

Slide #36

When I think of the word money today, I'm proud. I'm thankful. But when I was growing up, it was a much different feeling. Did anybody else grow up without much money in the house? I came from a family of alcoholics and drug abusers. When you grow up without money, you focus on what you lack instead of what you have. It's kind of ingrained in you from a young age. Insecurity and fear were my best friends. We bounced around from house to house, and my mama used to always joke that we would move every time rent was due. And you know what? That still sticks with me as a women in her mid fifties. But I just did the best I could until I knew better! That reminds me — Maya Angelou once said, "Do the best you can until you know better. Then when you know better, do better." And that's exactly what I did. Adulthood hit me like a train, I mean doesn't it for everyone? And I found myself working 9 to 5 as an ophthalmologist assistant, which is just a fancy word for assisting an eye doctor. But I was making \$29,000 a year and I was so thankful. I thought I had really made it out!

Slide #37

Even though I had a stable job, three beautiful boys, and a roof over my head I still wanted more for my family. Do you ever feel a sense of guilt for wanting more? Like you don't deserve to make any more or have any more because you should just be grateful you aren't back in that time of your life when you were barely scraping by? I struggled with that a lot.

Slide #38

Even as I became an adult I still carried all of that fear, this poverty mindset. And I held on to all of my money really tight, still terrified thinking at any moment it would all go away. Never really imagining my life would be anything more than just wishes I'd dream. Meanwhile my three sons

became REIs and were killing it here in Dallas. When your kids go into business together, become crazy successful and are not killing each other, that's a miracle right, moms? Can I get a hallelujah in the chat!

Slide #39

I mean...100 Transactions in 2 years? Top 2% in the nation? I was one happy mom. They had found their calling! Of course they asked me to join them! They'd say, "Mom, come watch us do this deal." or "Mom, I really want to get you into investing because it can change everything for you!" And of course I didn't listen. I'm a woman in my mid-fifties with a stable career, sure I desire more but taking a chance to invest in real estate was not something I ever saw myself doing. But one thing my sons learned and shared with me is the power of growth. There's always that next level. And you guys already know this, right? If a plant isn't growing, what is it doing? That's right, it's dying. We don't always feel fully alive unless we're progressing. And progressing means following people who have already achieved what you want to achieve.

Slide #40

They always say smart people learn from their...What? Their mistakes. But the smartest people learn from other people's mistakes. They take other people's mistakes and avoid them to save time and money.

Slide #41

That's a golden nugget right there! Smart people learn from their mistakes, but the smartest people learn from other people's mistakes. Just think of it this way: you can take 20 years of someone else's mistakes, 20 years of someone else's experience, learn from them, gain the specialized knowledge, and BOOM! There you have it, now you don't have to waste 20 years your time making the same mistakes!

Slide #42

I used to tell my sons growing up, if you're ever going to cross a frozen lake cross where there's footprints. You know, I think my son Kelton took that to heart because he was the first of my boys to search for mentors to take him to that next level.

Slide #43

George Ross, Millionaire REI JT Foxx, worlds #1 wealth coach

Slide #44

Mark Wahlberg, Hugh Hilton, Grant Cardone...

Slide #45

Even Vanilla Ice! And Kelton kept saying, "Mom, come do this with us!" I was not thinking about it, changing careers at 50 yrs old was a no go for me.

Slide #46

So, I told him I would think about it, but ya'll I was not thinking about it. I'm guilty and admit that! Then one night my phone rings and I look at my phone and see Kelton calling me out of the blue. He immediately starts going on about my finances and says he looked at my savings, retirement, 401k, and everything in between. That's when he got silent...And I sat there on the other side of the phone eagerly waiting for the conclusion to this tangent he was on. That's when he cleared his throat and said, "Mom, you'll only have 7 years of retirement until you will have to go back to work to survive." I heard what my youngest son was saying but I didn't know how to react in the moment. I mean, my whole life I thought I was set. You know how you have a stable 40 hours a week job and you think that it will keep you afloat until you're ready to settle down and retire? The point here is that's not true in today's economy. Remember the Transamerica study from earlier we talked about? 40% of women are saying TODAY that they can not retire comfortably!

Slide #47

When I went to bed that night after his call my mind was racing, I was tossing and turning all night. So when I woke up the next morning, I made a drastic decision. I decided to take a week off work, to tag along and watch my sons, and to truly see if I could invest in real estate too. Before I left I sat on the edge of my bed and I prayed that after spending a week with them I would have full clarity.

Slide #48

Have you ever seen those videos online when there's someone colorblind and they are gifted those special glasses, they put them on, and they see colors they didn't even know existed? Their eyes light up, they smile from ear to ear, sometimes they squeal with joy! Can you imagine seeing colors that had never been a part of your reality before? Well, that's what you're about to feel like. The way the wealthy looks at deals and leverages money will soon be your eye site too. Soon you will see new opportunities all around you all thanks to what I like to call your special glasses. More on that in a moment. During that week off work I had to make a decision....

Slide #49

To stay living in fear or embrace abundance. After watching my sons do deals for a week I decided that I was going to try too. So I put in my 2 week notice, put my house on the market, and moved to Dallas to be a full time REI. And guess what? Just 2 weeks after quitting my job I made my first deal. Let me pause for a moment and ask you an important question — Is anyone brave enough to admit that you have been living in scarcity? That you have been living in less than your means for a long time? If that's you can you just comment "yes" in the chat for me and for all the other women here tonight. This week I am putting your special glasses ON your beautiful face. You are about to see things you previously wouldn't be able to imagine. Are you ready to see what your mind has been hiding from you? If so, type in that chat 20/20 for some 20/20 vision!

Slide #50

If you take anything away from this class I want you to know nothing is impossible if you set your mind to it and believe in it. It doesn't matter your childhood, or this past year, even yesterday. This week I am giving you the glasses to see things you previously wouldn't be able to imagine. But YOU have to be the one to decide to change your future forever, you have to decide that you are worthy of MORE! Who here is deciding right now that they are worthy of more? Deciding you are worthy will give you hope, allow you to create impact, and change the trajectory of your life and your families lives forever!

Slide #51

You are destined for more than working your hiney off in a 9-5. And now is the moment you fulfill that destiny. The simple process to create crazy wealth through investing in real estate is about to be yours.

Slide #52

But the very first thing you need to understand before using this system is that there are people out there in desperate need of help. Maybe they're going through a divorce, behind on their payments, about to go into foreclosure, in a medical emergency, lost their job. Whatever it is, it all leads back to the fact that they can't afford to stay in their home. And they definitely can't afford to spend all the time needed to go through the selling process with a realtor and pray it sells. These people are called distressed or motivated sellers. Write that down because it's important to know. This golden system I am giving you will help distressed sellers become motivated sellers. Meaning you can close on a house in less than a few days while helping them out from under the burden they are experiencing. And guess what? You don't even have to use your own money to do it! They get a fresh start, you get a fresh stack of money. It's a win, win!

Slide #53

So how do you reach out to these people that need your help? There are a few expert ways and we will talk about all of them but for some crazy reason, I decided that I was going to start out the hard way. You know how when you want something so bad that you'll do anything to get it? Even if that means walking on hard pavement in heels for miles on end until your feet bleed? Door knocking is something I don't recommend to anyone! And you never have to do that!

Slide #54

It was just the thing that I chose to do in the beginning because I had been watching my sons for 30 days and I had that panic attack because I wasn't actually taking any action yet after quitting my job. I didn't have a paycheck coming in! So I knew I had to get myself a deal no matter what it took. It was the most simple kind of marketing and it was the most aggressive thing I could do. I would get everything ready to leave at five o'clock so that I was at the first door at 5:30pm because I was trying to give people time to get home from work.

Slide #55

And I would keep door knocking all the way up until it got dark. As your mentor, I am not going to hold anything back, I'm going to tell you the good, the bad, and the ugly. So I went and knocked on 27 doors, and had not gotten one deal.

Slide #56

I was feeling pretty defeated. I was embarrassed. I was losing my confidence. I was like, "Oh my gosh, obviously I don't have the magical touch. My sons are really good at this. I obviously suck at this." I remember, I was freaking out on the inside, but I kept going. 37 doors down and still nothing. You know when you get that sick feeling in your stomach that you made a big mistake? This felt like the biggest mistake of my life. I was thinking, I've quit my job. I've left everything behind. My house is on the market. And I have nothing.

Slide #57

But I had no other choice but to just kept going. Just like the bible says, "In order to get to the good...we have to endure the bad and the ugly!" and that's exactly what I did. Over about a 2 week span I reached about 60 to 70 doors. That was 60 to 70 failures in my mind.

Slide #58

Now I want to give you the one thing that if I knew this when I started, if I had known this at door #1, it would have saved me weeks of mistakes and anxiety. And I probably missed out on tens of thousands of dollars not having this in place from the beginning..This is Gold right here, so make sure you are writing this down.. Here is the exact script I use when I would talk to sellers.

Slide #59

"Hi there, my name is Tresa, I know that your home is going into foreclosure in about 13 days and I would love to talk to you about how I could put some cash in your pocket, eep that foreclosure off of your credit record, and help you to get a fresh start." That script works 9/10 times ladies. Now who here would love a PDF of my very own script I use myself? So that way you know exactly what to say and when to say it! Stick around until the end today and I'll tell you how you can get a PDF of the exact script I use. Now I'm going to tell you why I say those exact words.

Slide #60

During my trial and error period, I learned that number one, say exactly how many days it is until the auction. Some people think they have more time than they actually do to figure it out. So before I went door knocking, I looked at the foreclosure dates here. And Dallas releases this information on the first Tuesday of every month. So I would just count backwards and see exactly how many days they had. And it's always going to be somewhere between 1 and 30.

Slide #61

Then I say I would love to talk to you about how I could put some cash in your pocket. Keep this off your credit report, etc. Truly make them feel that you can help them find a fresh start. Emphasive with their hard times and give them a solution.

Slide #62

At this point I had perfected my script. I knocked on the door, a gentleman answered, I know this is pure Gold so I will share this with you one more time...I said, Hi there! My name is Tresa, I know your home is going into foreclosure in about 13 days, I would love to talk to you about how I could put some cash in your pocket. Keep that foreclosure from going on your record, and help you to get a fresh start. Can you guess what happened? Well, his eyes lit up.

Slide #63

He said, "what can you do to help me?" The backstory was he had become disabled and could no longer work. His wife was not making enough to cover all the bills, so she couldn't pay their mortgage, the food, and so every single month, the mortgage was just getting further and further behind.

Slide #64

One thing that I've learned is a lot of people are paralyzed when in crisis. So they don't feel like they can do anything. And one of the things that had paralyzed this mans wife is she didn't know what to do because they had no money to move anywhere else and he couldn't even lift over 20 pounds. So even if they had somewhere to go, she didn't know how they were going to get there.

Slide #65

They were alone. They had no family. They were broken and lost. How many of you would feel good about helping someone like, I'm going to call them John and Mary. How many of you would feel good about helping a family like John and Mary get out of a housing crisis? What I learned as a REI is to listen first and then start thinking how can I create a win win second. When I began to explain how I could purchase John and Mary's home and put some cash in their pocket and help them get a fresh start, I will never forget their reactions. She just began to cry, he began to cry, and maybe I even began to cry.

Slide #66

So I said this, "Hey, what if I get some movers over here, they pack all of your stuff up for you, I schedule you a Uhaul, and I will cover all of those moving expenses." This small gesture made all the difference for them and I knew that the small cost would be covered in the end by the deal. My offer was able to pay off all their mortgage payments PLUS put \$11k in their pocket. I'm going to explain how I got this number in just a minute! And then I told them, "You can use that to go get an apartment, get something that you can afford, pay your deposit, and get your utilities turned on over there." They were ecstatic and they took the offer. So that is exactly what I did.

Slide #67

Here is the property before.

Slide #68

Here is the after.

So I am actually not the person buying this property or doing the repairs I have a list of people who have cash, looking for properties that need a little work, and they don't mind paying some contractors to do the repairs, to go through the whole process with a realtor, paying the closing costs, that's called "End Buyers" and we will talk more about this in just a moment.

Slide #69

Now I'm gonna give you something that's so extremely powerful! It will save you from the biggest mistake new investors make....Not knowing what to offer on investment properties. So are you guys ready for me to share with you the single most important piece of information in this ENTIRE Masterclass? Say "I AM READY" in the chat if so!

Slide #70

The most important part of this system is called The Golden Formula. Definitely write this down and use it for every wholesale, flip, or purchase! The Golden Formula is like having a cheat sheet for the powerball but the only difference is this is 100% LEGAL for you to do!

Slide #71

GOLDEN FORMULA

Offer = 70% of the ARV - Repairs ARV - After Repair Value

If you would also like a PDF of the golden formula stick around to see how I can get that to you!

Slide #72

You are not purchasing investment properties from the MLS. Now who's a big believer in not just getting where they want to go, but getting there the best way? Does that make sense? You know when you're on vacation, yes, maybe you want to take the scenic route but when it's business, don't you prefer to fly direct? I'm always thinking, "How do I get to the thing I want in the shortest way possible?" That's special glasses thinking there, ladies. So I had to follow the footsteps of someone who's already invested in real estate before. Now, the good news is for you all is, what does that do? Well, it compresses decades of your time into days. And today's decades of you trying to figure this out yourself is wasting time! And we all know time is the one thing we can't get back! And here's the icing on the cake ladies: you are able to take all of the riches and gold I've found from mentors and real estate investors over the last 4 years and consume it all in less than 7 days! Now, this would have took me YEARS to learn and understand this if it wasn't for my first mentor...This MasterClass has helped 1000's of women, and one of the things that inevitably almost always happens is they make this mistake of underestimating the value of running comps. Remember, you want to fly direct. And so I'm just going to tell you right now, this one thing can not just save you on the front end like \$20-

\$30,000 per house, but will also save you massive headaches.

Drop VALUE (ie: Running comps)

Comps - What do all the other properties around this house look like that sold in the last 6 months?

Download the app on your phone! I can run my comps on my phone anywhere!

Repairs - Contractor.

Estimate only (you will not do the repairs). Remember these people need out of this home FAST, they don't have the time or money to fix their properties up themselves and you aren't doing the repairs, I'll talk about that in a minute.

Slide #73

I want to show you an important real-life example of this. Here's exactly what I offered for this property.

I ran the Comps, and the propstream ARV of their home was 200,000.

(Propstream/REIworks)

Then I took the price of their home — 200,000 and multiplied it by .7

140k- I estimated the repairs to be 20k-120K so my offer stood at \$120k.

[Tresa shows the camera the calculator on her phone.]

Slide #74

You can get your Comps with REI WORKS! Remember they have an app for your phone!

Slide #75

\$140,000

Slide #76

\$20,000 worth of repairs,

Slide #77

Contractor.

Slide #78

[Golden Formula Slide]

Slide #79

Now I want to play a little game to help solidify some of these important things in your pretty heads! It's called WHO MADE MONEY ON MY FIRST DEAL?

1. Seller \$11,000 Offer minus what they owe = cash in their pocket
(Avoided foreclosure / eviction)

#2 the end buyer added a cash flowing rental to his portfolio that he bought at 80% & gained \$35,000 in equity.

Remember when we talked about End Buyers? These are typically passive investors, they want properties at a discount, but don't want to spend the time finding the property.

Slide #80

Maybe you want to be the end buyer! We will talk about that later this week!

I got it under contract at 70%, I sell/assign the contract for 80-90% because they are still getting a discount compared to what they would get it for on the MLS (100%)

They will buy the property for 80% of the ARV and the difference between 70 and 80% is my assignment fee, in other words: the money I get for organizing everything.

THIS PROCESS IS CALLED WHOLESALING!

Slide #81

3. Tresa \$20,000

4. Contractors, Title Co, Insurance Co, Realtors etc.

Slide #82

SUMMARY OF TRESA'S FIRST DEAL —

Found the deal

Listened to the Homeowner

Calculated the Golden Formula

Made an offer

End buyers purchase

Cashed my check, it's that easy!

Slide #83

In fact, I want to share the story of a successful woman who, with no experience, and little to no English, came into the same MasterClass you're in now.

Slide #84

[PLAY VERONICA TESTIMONIAL VIDEO]

Slide #85

Amazing, isn't she? Now I want to tell you something that may make you a little uncomfortable. Even if you know every strategy, formula, and solution that will not determine your success. I know you're probably saying, "What do you mean Tresa! What are you even talking about?" I have seen hundreds of thousands of women come through this class and do you want to know what one of the biggest mistakes I see them make? They believe if they just get just a little bit more information then they will be perfectly ready. If you read one more book, one more article, listen to one more podcast, watch one more youtube video, you'll be 100 %ready. And let me tell you that mindset will be your downfall, ladies.

Slide #86

It's the decision that you can do this that will drive you to take the action needed to get the results you want. I need you to decide that you are worthy of success, of prosperity, of the good life. No one wins when you are broke all the time or barely making it. Jesus once said he who spends sparingly receives sparingly! So if you are depressed, if you live in fear, you are unable to create win-wins. It's very difficult to do if you're broke. So, the idea that being broke makes you a better person or more holy or whatever you may believe is really kinda crazy.

Slide #87

The truth is anyone who works hard, solves problems, gives value or creates opportunity deserves what they work for. We certainly don't deserve what we are not willing to work for. Deut 8:18 says — It is God who gives you the ability Produce (create) wealth. But if I can convince you that God created you with purpose, He has given you gifts and talents.

Slide #88

It is God that gives the power to create, produce, and gain wealth. He gives you all things richly to enjoy. I wish above all else that you would prosper and be in good health. Wealth gives you so many opportunities to do good, and to do great things.

Slide #89

Through real estate, I was able to pursue my passion of empowering women. Empowering women to transform their lives emotionally, physically, spiritually, and financially. One of the most special gifts of all is I've become the founding sponsor of Warrior Women, a non profit for single moms to get the help they need to get back on their feet. More on that later.

Slide #90

Over and over, God speaks of us being blessed when we take care of the poor and give. If no one has any money, how does that get done? Think about that for a moment...So often we believe we are not worthy to have money. You would probably never say that outloud because you have lived your whole life without the special glasses the wealthy have this whole time. You may subconsciously ask yourself, "Why would God let me make this kind of money? I don't deserve it". But does that sounds like someone who has their special glasses on? Or glasses off?

Slide #91

There is so much opportunity I am now able to see with these special glasses. The world is in full color, my students, other women who have gone through the masterclass are able to see the world in a new way. They have followed the system laid out, and I've seen them make 10k, even 20k on deals in 30, 60, and 90 days of deciding to take action. It's truly amazing.

Slide #92

Just think of it this way: Baby birds have to jump out of their nest to learn how to fly. They jump because it's their instinct and they believe in themselves to soar. Now just imagine if you had some of that courage in yourself...I thought if I stayed in my nest AKA my comfortable life, everything would be fine, right? I won't have to feel any pain if I just stay right here.

Slide #93

And I didn't want to admit it but I was still experiencing pain, it was painful having to say no to my kids, take vacations on a budget, and realizing my retirement wasn't enough. Then I thought, which pain was I willing to tolerate more? What are you willing to tolerate? Are you willing to jump if it meant changing your life? If it meant that you could fly? If it meant that this system was already proven?

Slide #94

I can give you the system and enough strategies to go make yourself millions of dollars. But if you don't make the decision to start, and you don't keep up the mindset it takes to stay on track, you will put it off and you will never do it. Mindset teaching and coaching is crucial for the the rich. Just ask any millionaire or billionaire! "Education is not the learning of facts, but the training of the mind to think!" Einstein said that and I've always said that coaching isn't therapy, it's character development.

Slide #95

You don't need an excessive amount of money, you just need specialized knowledge. I saw your eyes widen when you heard what's possible with REI, now just imagine how you'd feel after successfully using it yourself? As promised, I want to tell you ladies how you can get a PDF on all the golden nuggets we discussed here this evening. If you want a PDF on The Golden Formula, if you want a PDF on my Personal Door-Knocking Script, if you want a detailed PDF on the Comps/ARV Formula I am having my team personally deliver it to your email inbox during the beginning of DAY 2 tomorrow! So make sure you're here on time to get these detailed PDF's!

Slide #96

I'm also going to be answering your most pressing questions as soon as the clock strikes 6 your time! Don't be late! See you soon, Gorgeous! I bless you, be brave and dream big.

Slide #98 - DAY TWO

[Start at 6:00 CDT SHARP — tell ladies PDF's have been sent and then start answering questions for first 10 minutes and then move into presentation.]

Hello Gorgeous and welcome to Day 2 of WFOHF! Before I answer the most anticipated questions from our Facebook group, I want to tell you that a surprise is waiting for you in your email inbox. As promised, my team has sent over a few detailed PDF's on every golden nugget we discussed yesterday! If you did not receive the email, let us know in the chat and my team will get you taken care of! Now, onto your questions.

What are the other types of marketing?
What contract do I use?
What about a title company?
How do you know how much goes in the seller's pocket?
What if you can not find end buyer?
Who does not want to buy homes at a deep discount?
Do I need a license to Wholesale?
What if I am a realtor?
Will this work in my area?

[Tresa answers these in a high level.]

Slide #99

Hello Gorgeous and welcome back to WFOHF! I hope you were able to make it on time today because that was an incredible Q&A pre-presentation we just had! Thank you ladies for all of your amazing questions! And if you missed day one yesterday, you need to go back and watch because I laid the foundation for investing like the rich! Before we get into it tonight, how many of you made the decision to become a real estate investor? Have you decided to put the special glasses on and see life in full color? Have you decided to abandon a life of scarcity and to live a life of abundance? Have you decided you are worthy of more so you can create a massive impact? If you have decided, let me know in the chat, say — "I am a real estate investor!" Type "I am a real estate investor!" Come on, ladies this is something to be excited about!!

Slide #100

That is what this MasterClass is about. To start believing THIS IS POSSIBLE FOR ME. To start believing that YOU CAN do incredible things! Congratulations on taking the first step. Can I continue to show you how to shift your mindset, so you can follow the golden system to achieve substantial success?

Slide #101

Who is ready to learn how to make a ton of flipping money? Who is ready to give there children and grandchildren everything they need and who is rady to live without fear of their future! If you're ready for all of this let me know in the chat!

Slide #102

Every time I teach on how to flip houses I actually think of my hairdresser. You know when you schedule an appointment and you're all excited to go get a new color or hair cut? And you're looking forward to an hour or two of relaxation and rejuvenation? Well, that was me before this particular appointment. When I first met this hairdresser, I remember sitting on the chair and looking up at her all smily and happy. We were chatting, looking at each other in the mirror in front of us. But the conversation quickly shifted when she asked what I do, and I said proudly — I am a real estate investor! Her face dropped and I could feel her judgment pierce my chest. I knew she had a bad experience before she even told me this next part. She just gives me this look and says — "Oh, I don't believe you can make money as a real estate investor. My husband and I flipped a house once and it was a mess! You can not make any money flipping houses so good luck." Sure enough, she found herself in the situation that so many people have been in. And it wasn't my hairdressers fault, ya'll! Can anyone tell me why? Type it in the chat if you know...My old hairdresser gets excited like anyone else when HGTV comes on. And the show makes every investment, you know, exciting. But my old hairdresser didn't have the specialized knowledge that they all had on HGTV, and they definitely didn't show it on screen. So if she didn't have the golden formula, she didn't have propstream, didn't have ETC, wasn't sure how to run comps...What would the outcome be?

Slide #103

I used to love HGTV befores and afters too until I became a real estate investor...I see a lot of confused faces in the Zoom room. Don't worry I'll spill the tea! I had no idea how much HGTV leaves out behind the scenes. And unfortunately, neither did my hairdresser.

Slide #104

I did ask her how she and her husband found the property and she told me on the MLS. A little refresher from yesterday: The MLS is what realtors use to show them all the properties on market, not discounted, so it makes your margins much thinner. Tip #1 — Only flip properties that are bought off market using the Golden Formula.

Slide #105

No excuses! Just because you can see the potential, become emotionally attached, or it's in your favorite neighborhood — you can't purchase the property without using the golden formula.

Slide #106

Tip #2 — Don't OVER improve the property. My old hairdresser was so disappointed because it took forever to sell even though it was the prettiest house on the block. All new floors, fancy light fixtures, she updated the house for what she would love to live in. But she over improved for the neighborhood.

Slide #107

The best way to ensure you don't over improve is to look at the comps. Popcorn ceilings, granite countertops, stainless steel appliances. Since she made it an HGTV makeover, my hairdresser spent way more than she needed to update the property, and had to put it on the market

overpriced for neighborhood it was in. Can anyone guess what happened next? Type it in the chat if you know! Yup. It sat.

Slide #108

You have to watch every penny, if it doesn't match the comps — don't do it. The only time is if you truly believe it will increase the value, raise your ARV. Examples are amenities like a pool, fireplace, or a security system. These should add value to the home.

Slide #109

Tip #3 — don't do the work yourself. Not only did she over improve but her and her husband did all the work themselves! They were spending all their time and all their weekends working on this house for over 6 months because they believed they would save money if they do all or part of the work themselves. But guess what? If only my hairdresser knew about this!! If only she knew about the golden formula! If you use the GF, you can hire a contractor. You pay them to do the work. You are an investor not a contractor. Does doing all the work yourself sound like someone who has their 20/20 glasses on? Or OFF?

Slide #110

My old hairdresser thought they were saving money, but it was actually costing her MORE MONEY spending 6 or 7 months paying the mortgage, utilities, and more when a contractor could've completed the house in than 2-3 mos. Write this down ladies: Leave the job to the contractor. Even if you're a handy person, use your abilities and specialized knowledge as an investor. Spot mistakes or offer some good ideas, but when you find yourself running all over town, going to Home Depot or buying equipment, you will know you just traded your 9-5 for some very hard labor. Don't do the work yourself when you can focus your time, money, and energy on finding your NEXT deal.

Slide #111

Tip #4 — Finding the right contractor. This maybe the most difficult part of flipping. But you still need to allocate time for checking in on the property either 1 or 2 times per week. Never assume your contractor is doing everything he or she should be or that they even understood everything you were expecting.

Slide #112

Many times when you see the work, you realize you need to change the plans, recalculate, move the appliances to another wall or a multitude of other things. So do very diligent walk-throughs, do not hesitate to let your contractor know what is not acceptable. Remember: it's going to come out of your bottom line so don't be afraid to be vocal about your ideas.

Slide #113

Now I'm about to tell you something that I've seen horror story after horror story over. This is crucial! Never pay contractors before the work is done. Friday is payday, look at the work, pay for what was done only. You buy the materials so there is no markup. Have them delivered or the contractor can pick up materials. At Home depot, floors and decor can call you and tell you

what is in the cart and you can give them card info over the phone or you can order and pay and the contractor can pick it up or have it delivered.

Slide #114

After the property finally sold, my hairdresser told me she only made \$2,700 in profit. Wow. My heart just broke for her. I wished for nothing more than to be able to help her.

Slide #115

Now I want to tell you all a story about another one of my student's named Beth. Beth was in her 50s and had a very underfunded retirement plan. She lived in Denver, Colorado and as you know the property values there are really high.

Slide #116

She had this belief she wasn't going to be able to become a successful real estate investor because the average price of a home at that time was over \$600,000. You may be in California, Colorado, or New York and you're thinking "But Tresa you just don't understand, I can't find homes for \$200,000", and you hear all these incredible testimonials but you think it won't work for you, that it won't work in your area.

Slide #117

Beth asked me, "How could I possibly succeed in this market?" And now I want to ask you, did Beth have her special glasses on or off? Let me hear it in the chat. How many of you felt a little like Beth yesterday? You were mind blown with all of the new information, but your mind started racing with all the reasons why this wouldn't work for you. There's this famous quote, "The mind is everything, what you think is what you become." If you think, "I can't do this, I'm too old, too broke, everyone else can do this except me. You know what? That's exactly what will come true. It's psychology.

Slide #118

But when you think I can do this, regardless of your age or how you grew up. When you think I can solve problems, I can create wins, I will get a deal, I will create wealth for me and my family, I will be the one to break the cycle of generational curses before me. Then guess what, you're exactly right and that's exactly what will come true. What we tell our brains is what we believe. Here's the science-based proof: we only believe what we see, and to see how you can get what you desire one thing is needed...Your special glasses.

Slide #119

I hope you understand now what I mean when I say this: Real Estate Investing is 60% mindset and 40% specialized knowledge. The first step toward massive change is first believing that something is possible! Unfortunately, Beth had a limiting belief.

Slide #120

But the truth is students from the exact MasterClass you're in now have invested in big cities, they have invested in small towns. They have invested all over the US and it's been proven time and time again that where you live does not matter! So I told Beth to trust the process. And I told her the obstacles you think are in your way, aren't really there. Put those glasses back on, and go find a house.

Slide #121

And I think I ticked her off a little but Beth needed that push, she needed that reality check to understand that it wasn't about the properties in her area. It was about the mindset through which she was looking for these properties. Remember when I asked you guys if you would allow me to push you this week if it meant breaking through your limiting beliefs to achieve amazing success? Well, once Beth was able to shift her mindset, she kept at it, and she kept thinking "how" instead of "if." Within 6 weeks, she found a house in Pueblo, flipped it in 3 months, and sold it within 2 days to take home a whopping profit of \$60,000. Wow. Imagine making 60k on one real estate deal. That takes most people one year or more to earn at their 9-5! What kind of life would you be able to live and how many people would you be able to help with this kind of money? Let us know in the chat!

Slide #122

So Beth took that profit and was able to get 2 more properties — one rental and the other to flip. She got one of the properties ready, listed it, and booked it on Airbnb within 2 weeks. There's that cash flow, honey. Then Beth said she changed it to a mid-term rental and got it booked out for \$2000/month! Now she has 3 rentals and is on her way to generating consistent cash flow for her retirement, her kids, and her grandkids.

Slide #123

Just like Beth, you are breaking through all the limiting beliefs so you can make a plan, and take action! Are you ready? I have to share something that when I first learned it, it blew my mind... How many people thought growing up, the harder you work the more likely you are to become wealthy? Anyone else feel like you're on a hamster wheel doing the same thing over and over, and all this time has passed, but you aren't getting anywhere closer to where you need to get?

Slide #124

And you find yourself saying if there were only more hours in a day I could get more done? What if you could do far less activities and make far more money? Do you really think the wealthy are working THAT much harder than you are? Who here has heard a million times to work smarter not harder? Get your special glasses on, because I am about to drop a golden nugget on ya'll!

Slide #125

You want to know how the wealthy get the most value out of their day? Wealthy people don't focus on what something cost them, they focus on what it is making them! Write that down! It's not what it costs you, it's what it makes you. For example, say a doctor makes \$200 an hour.

Slide #126

Does it make sense for them to go home and spend two hours taking care of the yard? Or they could just work for one more hour, make 200 bucks, and go pay somebody else 40 bucks to mow the yard? They saved an hour of their time, a whole lot of their energy and actually made 160 more dollars, right?

Slide #127

Successful people don't have to-do lists, guess what they have? I hope this blows your mind, because it did mine. I want you to right now, cross out and throw away your to-do list and create a do-not-do list. List out all the things that are not income producing activities. List the things that are not the best use of your time or money. Like going to the movies, clothes shopping, lavish vacations, unneeded subscriptions like Netflix or Apple Music. The thing to remember here is that wealthy people fill their schedule with income producing activities. They don't purchase assets that do not yield a return. Ever hear the wealthy say they make money in their sleep? Well this is how they do it.

Slide #128

Here's an example, who here does all the grocery shopping for their household? Raise your hands. How much time does it usually take to get your groceries for the week? You get your list, go to the store, and then right when you walk in... of course they just got all their new clothing out, don't they just have the cutest stuff? You browse everything, then before you know it, something catches your eye in home goods. Anyone else ever get lost in all the candles?

Slide #129

Anyways I finally get through all the grocery aisles because they literally put the milk and bread on opposite sides of the store so you spend more time in between, picking up more things along the way that weren't even on your list to begin with! Anyone else waste 2 hours of your day roaming around the grocery store?

Slide #130

The point is now you can pick out all your groceries on the pick-up app and someone else will get all your groceries and you just pull up and they put them all in your trunk for you and I think most stores do that for FREE, but better yet, you can even get your groceries delivered to your front door for not too much either. Let's be honest, whatever the grocery delivery costs, it's cheaper than whatever you picked up roaming around the store,

Slide #131

Now you can spend that 2 hours doing income producing activities like calling the people on one of your lists, or visiting a seller. Maybe start your next wholesale deal where you're making 10k or a flip making the national average of \$50,000.

Slide #132

Start here ladies: Build your do-not-do list. How many tasks can you come up with that you could pay somebody to do instead of doing it yourself? How much time does it take to do each of these things? What else are you spending your time on?

Slide #133

Begin right now by time blocking your day. To do this all it takes is scheduling out what you plan to accomplish with the new openings in your schedule! If you haven't time blocked and just said to yourself, "I'm going to spend two hours every day pursuing real estate investing, going out there, and getting my first few deals", then odds are you'll never get one because you didn't designate a time. You didn't make a commitment to yourself to block off a time to go out there and actually start doing it. Remember ladies, it's 60% mindset and 40% specialized knowledge.

Slide #134

Who loves hearing from women that went through this same MasterClass, made the same decision as you and became a real estate investor? Thousands of ladies just like you have already decided to take a leap of faith and have seen massive results! Can I keep sharing those stories so you can understand just how possible this is for YOU too?

Slide #135

Audrey \$40,000 Profit

Slide #136

Chrissy \$50,000 Profit

Slide #137

Johnna almost \$57,000

Slide #138

Margo, \$70,000 dollars! Isn't this inspiring? These ladies were in the same place as you watching the same MasterClass and when they put these tips into action they made more from one deal than some of their annual salaries!

Slide #139

These are incredible. Congratulations to Dixie on her flip.

Slide #140

KonPing — New floors, new doors, new paint, and a nice profit.

Slide #141

Lori C — This is a great example of a house showing signs that the seller could be in a motivated or distressed situation, the tall grass list is something I mentioned on day 1.

Slide #142

Morna — It's amazing how much staging can impact the offers you get on your home!

Slide #143

Who loves a full kitchen transformation? This is Laurie's complete kitchen remodel

Slide #144

Alicia turned the center island into a more functional space with some bar stools.

Slide #145

And Karen B added a new island all together!

Slide #146

I know we all love those huge transformations but check out Larissa's Flip, just a little landscaping, power washer, and some paint yield her a crazy nice profit.

Slide #147

Now that you've seen what's possible through real estate investing, I want to talk more about what the future can look like for you within just 5 years time.

Slide #150

\$800,000 or 1,350,000

Slide #151

What if I told you that some women have hit these kind of numbers not within 5 years but in just 12 months? Last year at WREIN Live we had our very first woman hit 1 million dollars in 12 mos after joining the WREIN. This year we have 8 WREIN Womenaires. That means 8 women just like you used the same specialized knowledge you're getting here to become millionaires!

Slide #153

[CUT TO MARCI WL '22 VIDEO]

Slide #154

I have a question for you...

What does success look like for you? Maybe it's starting your own business or getting out of debt. For one of my student's Andrea, it was having the ability to drop off and pick her kids up from school every day for the first time in 10 years.

Slide #155

For Kristin it was quitting a job that was unfulfilling and getting her time back to walk in her God given purpose. So I ask, what does success look like for you? Put it in the chat.

Slide #156

How would you feel if you had this specialized knowledge, but you let your fear and insecurity keep you from the success you have always dreamed of? It's not just about you, but what about your children? What about the next generation that comes after you? They need you to be brave, to take charge of your life, and to begin to dream and then chase those dreams by using the specialized knowledge I am sharing with you! How would you feel if you were the one who had the courage to change the future for your family? To break the generational curse of never enough?

Slide #157

If I let fear stop me, I would have lost out on my true purpose. Last year at WREIN LIVE, we made history with over 3,000 women in the arena. Never before had 3,000 women REI's been in one place. And 2023? Don't even get me started. This is what success looks like to me, watching women take this specialized knowledge and change their lives!

Slide #158

[CUT TO WREIN LIVE 23 HYPE RECAP]

Slide #159

As you can see this year we had some of the biggest names, and powerhouse women speakers like Ruth Fernandez,

Slide #160

Patrice Washington

Slide #161

Tim Tebow

Slide #162

Ed Mylett, Brooke Thomas, Lisa bevere, Kim Kiyosaki...

Slide #163

As well as handed awards out to all the women that had done 5 deals, 10 deals, and our womanaires. I want you to be on stage with me next year receiving YOUR award. Imagine embracing an arena of thousands of women with your story, your adversity, and how you overcame it all to become a successful woman in real estate. Just imagine how powerful that would feel. Just imagine what your family and kids would think about you. I will give you more details on how you can join me at the next WREIN Live Thursday night. But now I want you to check out Jamie unboxing her award after WREIN Live.

Slide #164

Now who's ready for a huge surprise? This is MASSIVE and I'm so excited for you all. You may remember how I shared that Kelton was my mentor, talked me into leaving my career and becoming an investor, all that good stuff. But I just got word that Kelton is actually going to join us tomorrow - LIVE. He is the most brilliant mind in the REI space, has done over 100 deals in his first 2 yrs, and has paid hundreds of thousands of dollars in mentoring to learn elite investing strategies that he's not bringing straight to you. How's that sound? Anybody else excited for these million-dollar strategies you're going to be getting at no extra cost? Remember when I said the smartest thing the wealthy does is learning from other's who have already seen success? Well, you're already doing and thinking like the rich, ladies!

Slide #166

Now let's shift back to fix and flips. But before I get back into the real gold here this evening, how many of you ladies found the PDF's from DAY 1 helpful? Let me know in the chat because for those of you who show up on time for Day 3 tomorrow — you'll be getting a few PDF's from everything we discussed today! How's that sound?

Now back to fix and flips — besides repairs, what are the some of the other fees associated with flipping? Let's talk about the real numbers that you need to expect and keep in mind these numbers are already in the golden formula! You will be paying the utilities (gas, elec, water). These will need to be turned on asap, so that construction can begin. There will be lawn maintenance, possibly pool maintenance, possible HOA fees. Make sure the property is insured — God forbid a fire or burglary. You will have to pay taxes on the home for the months you own the property, as well as the PML/HML and the realtor fees when sold. PML is short for Probable Maximum Loss and HML is Hard Money Loan. Let me know if that makes sense in the chat! If not I am happy to go into detail.

Slide #167

Another common question you may come across is whether or not you use an LLC/entity for your investments. We will talk about the importance of an Entity tomorrow but for now, just know you don't want to go online and file a \$200 LLC that won't protect you. It is important to protect yourself.

Slide #168

~~Do I have to pull Permits? Only pull permits when doing new construction, adding, or tearing down walls. If you're changing a floor plan by adding or tearing down walls or when adding new electrical or plumbing it's also good to pull permits.~~

~~Texas is a pretty lenient state and you can usually get away with not pulling permits when just doing cosmetic or light rehab work. Sometimes it's better to ask for forgiveness than permission. However, Florida is hard and will slap you with some large fines. Use common sense, get to know your state and cities habits. The best way to find out is to ask another REI in your area.~~

Slide #169

Inspections —

~~On Wholesales, no inspection is needed because you are buying as is. If you are flipping the home, the owner and lender are going to require inspection. The buyer (not you) usually pays for the inspection, typically \$300-\$500. It is the job of the inspector to examine the condition of the home.~~

~~You want to do your own thorough inspection too and fix as many of the problems as possible or feasible, the shorter the list, the less problems you have negotiating the property. There will always be things an inspector will spot, but do not think you have to correct everything in the report. Every home has blemishes. However, the homeowner may want certain things corrected before they purchase. That's your call! Everything is negotiable!~~

Slide #170

~~Contractors, will they estimate repairs for free? Don't they want to be paid for their time? Send pe of comps/build relationship.~~

Slide #171

Hard money and private money loans —

Hard money is an institution much like a bank. It is based on your ability to pay. It is asset based, so they will do their own due diligence and if they agree it meets their criteria, they will give you the loan. Private money lenders are the same thing, only they are just that — a private individual instead of an institution.

HOW DO I FIND LENDERS?

In an REI network or anyone with the funds willing to loan. Would you like Kelton to deep dive on this tomorrow? Type 'yes' in the chat if so and I'll let him know!

Slide #172

How do I find properties to flip —

From wholesalers, in a REI Network, or find the property from a list doing the marketing we talked about on Day 1 and 2. Then you'll want to get a hard money loan or PML, flip the property yourself, and finally cash that check, girl!

Slide #173

HOW MANY OF YOU ARE EXCITED — But maybe you're still a bit scared to dive in? Let me know in the chat how you're feeling! Does anyone feel like I did when Kelton called me?

Remember that story from yesterday? You get this call from someone you know is successful, and they are willing to show you how to be as successful as them but you are still hanging on the other end of the line clinging onto all this self doubt saying, "I don't know if I can do this? I don't know as much information as other investors out there, What makes me different from all the rest?" Regardless of your situation, people need you to be brave.

Slide #174

1. Always Be Ethical
2. Always Use the Golden Formula
3. Get it Under Contract

Slide #175

4. Everything is Negotiable!
5. Create a Win Win!
6. It's Not What it Cost You, It's What it Makes You!

Slide #176

Still think you don't have enough information? You know what people with their special glasses think? I know I will never have ALL the information, but I will figure it out, I will continue to learn, and i will succeed.

Slide #177

Family + Friend support?
Worried about OPM?

Slide #178

YOU WILL HAVE HATERS. Corporate America doesn't teach you this, it sounds foreign, like its a scam or something. The system isn't set up for us to win that's why we need to create our own system as women!

Slide #179

I have a question for you before we sign off this evening. What does success look like you? Maybe it's starting your own business, getting out of debt, or finally being able to retire comfortably. For one of my student's Andrea, it was having the ability to drop off and pick her kids up from school every day for the first time in 10 years, for Kristin it was quitting a job that was unfulfilling, and getting the time back to walk in her God given purpose. What would success look like for you, if you know put in the chat.

Slide #180

Now, how would you feel if you have this SK, but you let your fear and insecurity keep you from the success you have dreamed of? It's not just about you, but what about your children, the next generation needs you to be brave, to take charge of your life, to begin to dream and then chase those dreams by using this SK I am sharing with you. How would you feel if you were the one who had the courage to change the future for your family? To break the generational curse of not enough or barely enough?

Slide #181

If I let fear stop me, I would have lost out on my true purpose. Our very first WREIN LIVE- we made history with over 3,000 women in the arena. Never before had 3,000 women only REI in one place This is what success looks like to me, watching women take this information and change their lives forever.

Slide #182

Some of the biggest names, powerhouse women speakers like B Corcoran, Elena Cardone, Genevieve Gorder, Jamie Kern Lima, Lisa Bevere, Patrice Washington and Brooke Thomas.

Slide #183

Backstage — green room praying over our speakers before they come out to share their stories and SK.

Slide #185

You do not want to miss WREIN Live 2024. On Thursday, I will let you know how you can join me in person. Now, I want to share a short video clip with you before we wrap up this evening and I tell you how you'll receive your DAY 2 PDF's.

Slide #186

Play WREIN promo Video

[jamie unboxing award]

Slide #187

Wow. Did anybody else feel the excitement and confidence from these ladies jump through the screen? I just want you to know that it could be YOU crossing that stage next year and sitting next to me. That's a wrap on day 2 of WFOHF! Congratulations, ladies!! Are you feeling good? Let me know what you're thinking in the chat!

So who found the topics we went over together this evening helpful? Can I see a show of hands? Who here would find a detailed PDF of the gold we discussed here tonight helpful? Anyone? Well, for those of you who show up to Day 3 tomorrow on time, my team is personally delivering a few PDFs to your email inbox for you to download, print, frame, whatever you need to do! So make sure you get here at 6pm your time tomorrow for that! I can't wait for you to meet Kelton and hear all of the riches he has to share, plus a few more surprises I'm trying my hardest not to spoil! See you soon, Gorgeous! I bless you, dream big and be brave.