

Making Big Money Investing in Real Estate: Without Tenants, Banks, or Rehab Projects

By Peter Conti, David Finkel



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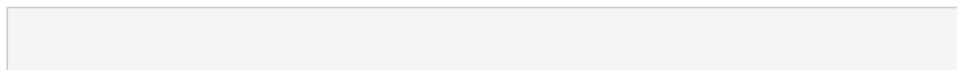
People who have followed the authors' model have bought and sold more than \$100 million in real estate over the past ten years.

Making great deals in real estate is one of the surest paths to financial and investment success. But with real estate, it's all too easy to get bogged down with concerns about rehabbing, tenants, or bank financing. While the standard methods of investing-flipping, rehabbing, and landlording-can be effective, alternative strategies can create a much quicker positive cash flow.

In Making Big Money Investing in Real Estate without Tenants, Banks, or Rehab Projects, successful real estate investors Peter Conti and David Finkel share the money-making secrets of purchase option investing. There are numerous ways to invest using creative financing deals with little or no cash down. The co-authors' field-tested tactics have worked for people from all walks of life-from stay-at-home moms to entrepreneurs. "If they can do it, you can do it," say the authors. They prove their point when sharing nearly 30 success stories and case studies.

Taking readers step-by-step through their model, the authors offer strategies and techniques, explaining what to do and how to do it. They share detailed checklists, marketing pieces, scripts, and forms-everything that investors will need to be successful. Each chapter is packed with proven advice for any reader who wants to:

- Negotiate the best price-including the actual wording that makes sellers say "yes."
- Overcome seller objections and close a deal.
- Build an escape hatch and otherwise lower risks.
- Buy property without ever talking to a banker.
- Sell for top dollar through rent-to-own deals.



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Editorial Review

Review

"This book contains the best real estate negotiation strategies I've ever read." -- *Robert J. Bruss, Tribune Media Services*

About the Author

An ex-auto mechanic turned real estate millionaire, **Peter Conti** is one of the nation's leading real estate experts. Over the past 10 years, his students have bought and sold over \$500 million of property. He is the co-author of *How to Create Multiple Streams of Income Buying Homes in Nice Areas with Nothing Down*, which was selected as one of the all-time top three investing books by the American Real Estate Investors Association. Over the past eight years, thousands of investors have attended his workshops and seminars.

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INTRODUCTION Welcome to Purchase Option Investing

Thank you for picking up this book. We're not sure if you bought it after attending one of our workshops, or after hearing us interviewed on television or radio, or if a close friend of yours gave the book to you as a gift. Maybe you were just browsing in a bookstore and picked this book off the shelf. However you found this book, it was no accident. Something drew you to learn more about making money investing in real estate.

Perhaps you are already investing in real estate and want to pick up a few more ideas to help you fine tune your skills, or maybe you are beginner and want to learn exactly how to get started investing. Whether you are a seasoned investor or a fresh beginner, this book will help you make more money investing in real estate without the hassles associated with traditional real estate investing, such as tenants, banks, or rehab projects.

How can we make such an outrageous claim—and even put it on the cover? Is our claim just hype to trick you into buying the book? No, it isn't. Over the past six years, we've been fine tuning our Purchase Option System so that we now do almost all of our deals without ordinary renters, without risky bank financing, and without involved rehab projects. In this book, you'll learn how you can put all that we have learned into action to make money investing in real estate.

Rather than putting a renter into your investment property, you will learn how to sell your properties on a rent-to-own basis to a tenant-buyer. Your tenant-buyer will give you a large chunk of cash up front for the opportunity to buy the property later and will be responsible for the day-to-day maintenance of the property. Your tenant-buyer will have an ownership mentality that will free you up from the headaches and hassles of traditional landlording.

And rather than putting 20 percent to 30 percent down and signing personally on conventional financing, you are going to learn how to get owners to be your bank. You'll learn about how to put tried-and-true buying strategies to work for you like "lease options" and "subject to" financing. You are going to learn the exact language patterns you need to use to get sellers to say, "Yes!" to financing your deals.

And rather than spending long hours and lots of money overseeing involved rehab projects, you are going to learn how to buy homes in nice areas with little or nothing down. While you still might be tempted to do a rehab project now and then, we're going to show you how you can make a lot of money by buying nice homes that don't need fix-up work so that you get your profits easier and with less risk.

Treat this book like a cafeteria line of insider tips, tricks, and techniques. As you go through it, put the items you feel are most valuable on your tray and use them. Leave whatever isn't a fit for you behind. The ideas and strategies you decide to put into action will help you make money.

The book is laid out in six chapters that give you the full picture of Purchase Option investing. Purchase Option investing is a simple and systematic approach to buying nice homes in nice areas with little or nothing down. It uses a variety of creative financing strategies to get ownership or control of properties with attractive, low-risk terms to you—the buyer. The focus of the Purchase Option System is to keep you in your highest paying role, that of an investor, not the role of a handyman, landlord, or loan supplicant.

In Chapter 1, you'll get introduced to the big picture of Purchase Option investing. You'll learn what stops other investors and how you can make sure you succeed.

In Chapter 2, you'll learn all five of the Purchase Option buying strategies. You'll learn to use these powerful techniques to finance your deals so that you can safely leverage your way into each purchase.

In Chapter 3, you'll learn about the Instant Offer System—the cutting-edge negotiating system that will help you get sellers to say, "Yes!" to your creative offer. You'll learn 17 specific language patterns and negotiating tactics that you'll need to close the deal.

In Chapter 4, you'll learn 14 ways to systematically lower your risk when you are investing in real estate. This chapter will give you the peace of mind that you will be able to keep all the money you will be earning with your investing.

In Chapter 5, you'll learn how you can turn your properties into a hands-off stream of income by selling them on a rent-to-own basis. You'll learn how to price, market, and show your properties so that you can turn your real estate portfolio into hassle-free income.

And finally, in Chapter 6, you'll learn how to put it all into action. You'll learn three ways to find your first deal in 45 days or less. You'll also get a five-step action plan to give you a road map of what to do next.

After you've given our ideas a try, we'd love to hear from you. Please e-mail your stories to us at: mentor@resultsnow.com. We wish you the best of luck in your investing!

Users Review

From reader reviews:

Barbara Harp:

Nowadays reading books become more and more than want or need but also be a life style. This reading practice give you lot of advantages. The advantages you got of course the knowledge the particular information inside the book this improve your knowledge and information. The details you get based on what kind of reserve you read, if you want drive more knowledge just go with knowledge books but if you want sense happy read one using theme for entertaining such as comic or novel. Often the Making Big Money Investing in Real Estate: Without Tenants, Banks, or Rehab Projects is kind of publication which is giving the reader unforeseen experience.

George Kirby:

Reading a book for being new life style in this season; every people loves to examine a book. When you read a book you can get a large amount of benefit. When you read ebooks, you can improve your knowledge, simply because book has a lot of information upon it. The information that you will get depend on what types of book that you have read. If you want to get information about your examine, you can read education books, but if you want to entertain yourself look for a fiction books, this sort of us novel, comics, in addition to soon. The Making Big Money Investing in Real Estate: Without Tenants, Banks, or Rehab Projects will give you a new experience in reading through a book.

Eleanor Walker:

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Pilar Porter:

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