

Financial Wealth

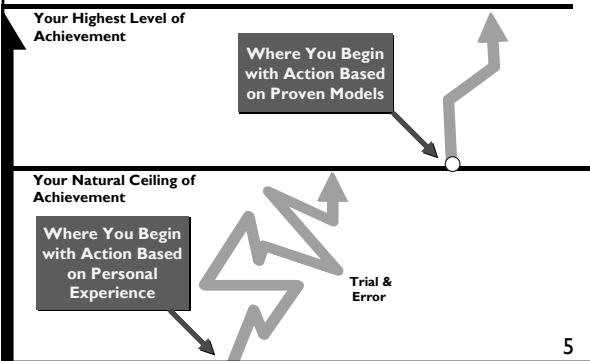
(fī-nān shəɪ, wɛlθ)

n. The unearned income to finance your life mission without having to work.

The *Millionaire Real Estate Investor* is dedicated to the men and women who have a passion for their work and yet dream of someday achieving financial independence, of someday being able to finance their mission in life without having to work. This book is dedicated to all those who want the biggest life possible, who are actively seeking ways to finance that vision, who want to go as far as possible with as few roadblocks as possible, and who want to say that at the end of the day, "I'm glad I did" instead of "I wish I had."

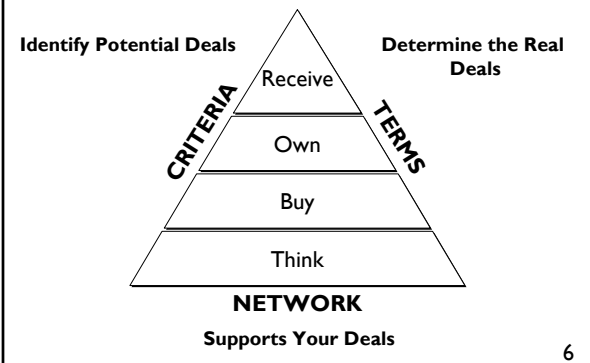
THE POWER OF PROVEN MODELS OVER TRIAL AND ERROR

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THE FOUNDATIONAL MODEL OF THE MILLIONAIRE REAL ESTATE INVESTOR

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Overcome Your Myth Understandings

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EIGHT MYTHUNDERSTANDINGS BETWEEN YOU AND FINANCIAL WEALTH

Three Personal Myths

- 1** **Myth:** I Don't Need to Be an Investor — My Job Will Take Care of My Financial Wealth
Truth: Yes, You Do Need to Be an Investor — Your Job is Not Your Financial Wealth
- 2** **Myth:** I Don't Need or Want to Be Financially Wealthy — I'm Happy with What I Have
Truth: You Need to Open Your Eyes — You Do Need and Want to Be Financially Wealthy
- 3** **Myth:** It Doesn't Matter If I Want or Need It — I Just Can't Do It
Truth: You Can't Predict What You Can or Can't Do Until You Try

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EIGHT MYTHUNDERSTANDINGS BETWEEN YOU AND FINANCIAL WEALTH

Five Investing Myths

- 1** **Myth:** Investing is Complicated
Truth: Investing is Only as Complicated as You Make It
- 2** **Myth:** The Best Investments Require Knowledge Most People Don't Have
Truth: Your Best Investments Will Always Be in Areas You Can or Already Understand
- 3** **Myth:** Investing is Risky — I'll Lose My Money
Truth: Investing, by Definition, is Not Risky
- 4** **Myth:** Successful Investors are Able to Time the Market
Truth: In Successful Investing the Timing Finds You
- 5** **Myth:** All the Good Investments are Taken
Truth: Every Market has Its Share of Good Investments

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Think A Million

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THE SEVEN WAYS MILLIONAIRE REAL ESTATE INVESTORS THINK

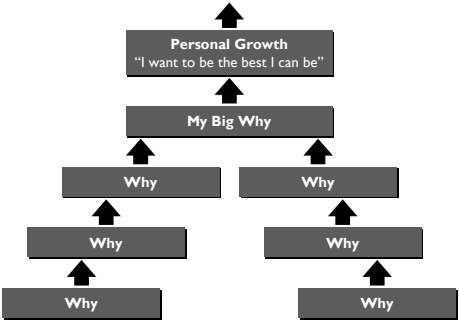
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1. Think Powered by a Big Why
2. Think Big Goals, Big Models, and Big Habits
3. Think Money Matters
4. Think Net Worth
5. Think Real Estate
6. Think Value, Opportunity and Deals
7. Think Action

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THE BIG WHY

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BIG GOALS, BIG MODELS & BIG HABITS

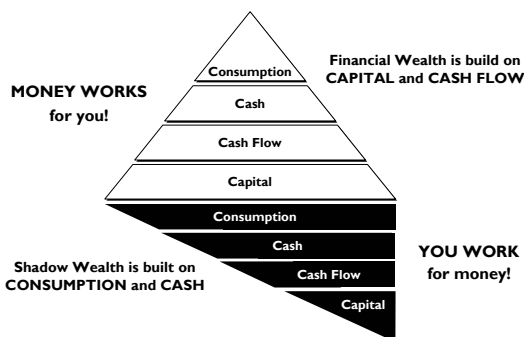
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- 1. Big Goals** — The specific, measurable targets that fulfill your Big Why.
- 2. Big Models** — The proven systems and strategies for reaching your Big Goals.
- 3. Big Habits** — The consistent actions and right choices that come from following Big Models.

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THE MONEY MATRIX

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REAL ESTATE – A MOST “ABLE” INVESTMENT

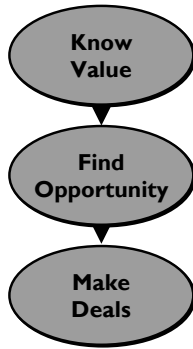
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- Accessible – Anyone can buy it
- Appreciable – Increases in value over time
- Leverageable – Buy on margin & borrow against equity
- Rentable – Cash Flow! Cash Flow! Cash Flow!
- Improvable – Sweat equity
- Deductible/Depreciable/Deferrable – Great tax benefits
- Stable – Slow to rise & slow to fall
- Liveable – Shelter in more ways than one....

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THINK VALUE, OPPORTUNITY & DEALS

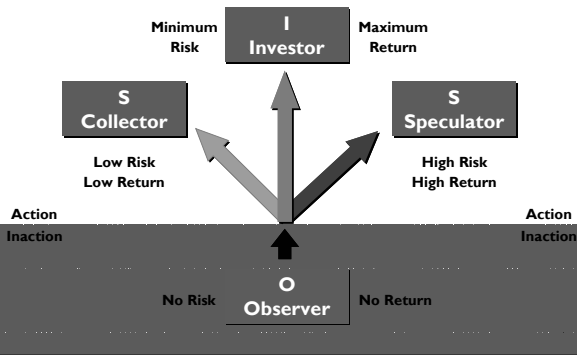
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Think Action

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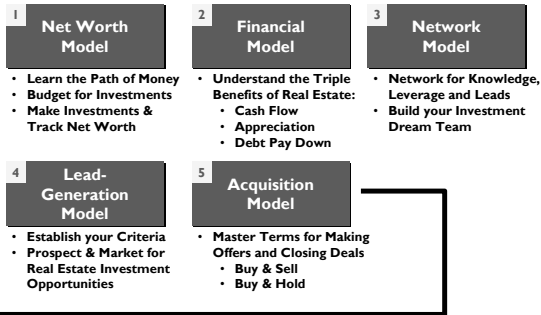


Buy A Million

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THE FIVE MODELS – KEY AREAS

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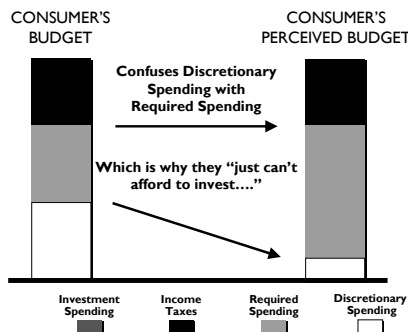
I Net Worth Model

- Learn the Path of Money
- Budget for Investments
- Make Investments & Track Net Worth

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HOW A CONSUMER SEES THEIR BUDGET

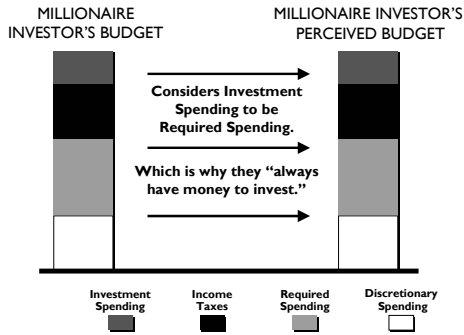
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HOW AN MILLIONAIRE INVESTOR SEES THEIR BUDGET

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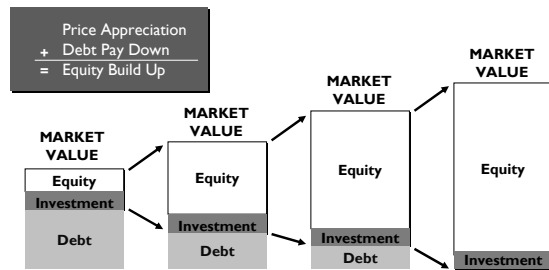
The Financial Model

- Understand the Triple Benefits of Real Estate
 - Cash Flow
 - Appreciation
 - Debt Pay Down

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THE FINANCIAL MODEL PART ONE: EQUITY BUILD UP

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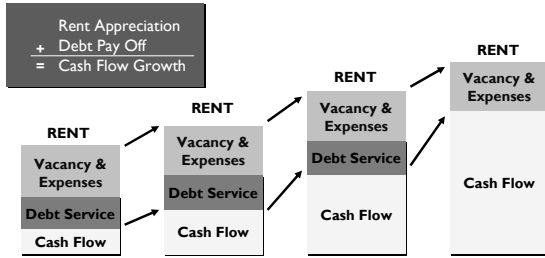


Buy It Right → Pay It Down → Pay It Off

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THE FINANCIAL MODEL PART TWO: CASH FLOW GROWTH

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Buy It Right → Pay It Down → Pay It Off

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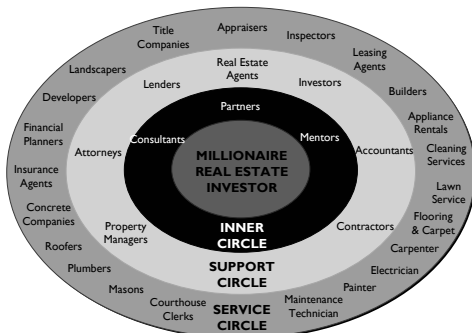
The Network Model

- Network for Knowledge, Leverage and Leads
- Build Your Investment Dream Team

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THE MILLIONAIRE REAL ESTATE INVESTOR'S WORK NETWORK

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Lead Generation Model

- Establish Your Criteria
- Prospect & Market for Real Estate Investment Opportunities

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THE LEAD GENERATION MODEL FOR INVESTMENT PROPERTIES

WHAT

1
Have Clear Criteria for the Property you want to Invest in

WHO

2
Identify the People who can connect you to Properties that meet your Criteria

HOW

3
Systematically Lead Generate for Properties and People

WHICH

4
Separate Suspects from Prospects

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WHAT AM I LOOKING FOR?

1
Have Clear Criteria for the Property you want to Invest in

1. Location
2. Type
3. Economic
4. Condition
5. Construction
6. Features
7. Amenities

Two Kinds of Criteria
1) What You'll Consider
2) What You'll Buy

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MILLIONAIRE REAL ESTATE INVESTOR'S CRITERIA WORKSHEET

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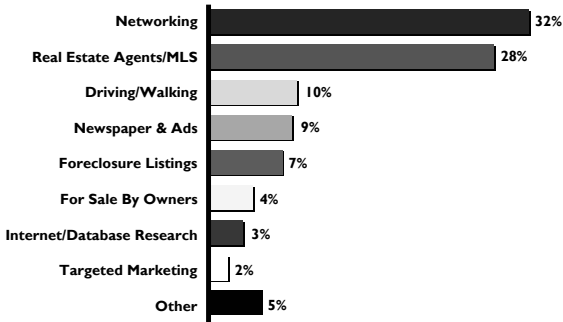
<p>1) LOCATION</p> <ul style="list-style-type: none"> <input type="checkbox"/> Country <input type="checkbox"/> State/Province <input type="checkbox"/> Taxes <input type="checkbox"/> Rentals Laws <input type="checkbox"/> Weather <input type="checkbox"/> County/Parish <input type="checkbox"/> City/Town <input type="checkbox"/> Taxes <input type="checkbox"/> Services <input type="checkbox"/> Neighborhood <input type="checkbox"/> School District <input type="checkbox"/> Crime <input type="checkbox"/> Transportation <input type="checkbox"/> Shopping/Recreation <input type="checkbox"/> Street <input type="checkbox"/> Traffic <input type="checkbox"/> Size <input type="checkbox"/> Lot <input type="checkbox"/> Zoning <input type="checkbox"/> Adjoining Lots <input type="checkbox"/> Lot Size <input type="checkbox"/> Trees <input type="checkbox"/> Privacy <input type="checkbox"/> Landscaping <input type="checkbox"/> Orientation/View 	<p>2) TYPE</p> <ul style="list-style-type: none"> <input type="checkbox"/> Single Family <input type="checkbox"/> Home <input type="checkbox"/> Condo <input type="checkbox"/> Town Home <input type="checkbox"/> Mobile Home <input type="checkbox"/> Zero Lot/Garden <input type="checkbox"/> Small Multi Family <input type="checkbox"/> Duplex <input type="checkbox"/> Fourplex <input type="checkbox"/> Large Multifamily/Commercial <input type="checkbox"/> Land/Lot <input type="checkbox"/> New/Preconstruction <input type="checkbox"/> Resale <input type="checkbox"/> Urban <input type="checkbox"/> Suburban <input type="checkbox"/> Exurban <input type="checkbox"/> Rural <input type="checkbox"/> Resort/Vacation <input type="checkbox"/> Farm/Ranch <p>ECONOMIC</p> <ul style="list-style-type: none"> <input type="checkbox"/> Price Range <input type="checkbox"/> From \$ _____ <input type="checkbox"/> To \$ _____ <input type="checkbox"/> Discount _____% <input type="checkbox"/> Cash Flow \$ _____/Mo <input type="checkbox"/> Appreciation _____%/Yr
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How Millionaire Real Estate Investors Find Opportunity

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WHICH PROPERTIES ARE THE REAL OPPORTUNITIES?

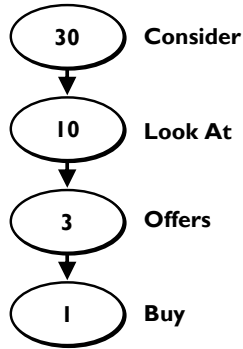
4
Separate Suspects from Prospects

1. Qualify all Suspects
2. Focus only on Prospects

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THE LAW OF NUMBERS

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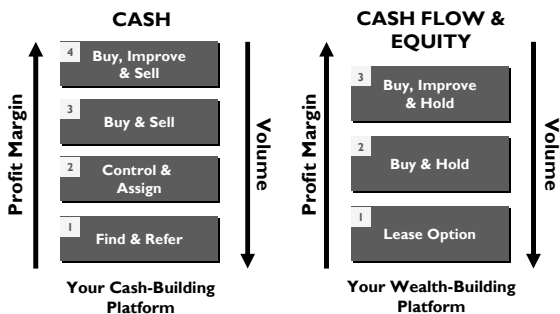
The Acquisition Model

- Master Terms for Making Offers & Closing Deals
 - Cash Building
 - Cash & Equity Build up

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THE ACQUISITION MODEL OF THE MILLIONAIRE REAL ESTATE INVESTOR

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How can we help?

Answer your Questions

Building your Work Network and Leads Network

www.millionairesystems.com

Millionaire Mondays

THANK YOU FOR COMING!
