

March 2019  
Vol. 3 Number 11



### Protecting Your ASSETS... While Building Your Future...

Using a land trust to hold title to a property is a simple and effective way to keep your personal or corporate name out of public records.

Land trusts provide for planning and structuring transactions for tax efficiency!

As a beneficiary of a land trust, you as owner receive all the benefits and avails of the trust asset.

As beneficiary you may also appoint a successor beneficiary, which in many cases may eliminate the need for probate.

Learn More about land trusts and how they can help you at [www.YourLandTrust.com](http://www.YourLandTrust.com)



**GET EXCITED! We definitely are!** Welcome to the March 2019 Edition of the Intellectual Capital Report! We have some great articles for you so stay tuned and buckle up.

How's the 1<sup>st</sup> Quarter going for you so far? Are you on track to hitting your goals? If you aren't – we can help. If you are and need tools to increase your profits. We can help!

## The Summit is Right Around the Corner!

### Let's see... does any of this sound familiar?

- ✓ You've been in real estate for a while but feel stuck - stuck with your income, your systems, or your time...
- ✓ Or you're stuck with how to approach real estate, so more deals come in
- ✓ You've gone through other programs, trainings or events and you still aren't where you want to be

We can help you with all of that on May 9-11 at the Financial Freedom Summit ! If you didn't know we are running a special from now until March 10<sup>th</sup> **Save 80% TODAY** - <http://www.InvestorProfitSecrets.com>

**Act before March 10<sup>th</sup> – You'll get our VIP Experience (lunch all 3 days and more) INCLUDED!**

## **Are You Crazy Like a Fox? A Recipe for Win-Win Deals Profits Without Ownership**

By Augie Bylott

How often have you seen the signs or ads offering "Lease-to-Own," "Rent-To-Own," or "Lease/Purchase"? When it comes to investing in real estate, you can use some simple techniques to control and profit from property without ever taking ownership.

Sounds crazy, you say? To never take ownership, and still make money from the property? I'd respond, crazy maybe; but crazy like a fox! The formula is simple, mix one part motivated seller with one part creative investor and blend into a perfect solution for both parties. On the flip side take one pretty house and stir in a decent family with bruised credit and create a win/win deal where they get a nice home and you get three income streams!

Who are these players? Maybe it's a motivated seller who's been transferred; and is sitting on a \$120,000 house in a slow market; who doesn't want to wrestle to keep up with payments on two houses. He can't wait three to six months for a qualified buyer to come along who might or might not approved for a mortgage (another month or two two).

His real estate agent has no viable alternatives to expedite the selling process. Do you think he might be interested in you making his house payments, and taking an option to purchase his property somewhere down the road? You bet he would! Once you control the property you can turn around and rent it, sell it or move into it! There are lots of possibilities.

Personally, I love lease options because they offer tremendous flexibility, tons of benefits and minimal risk. Here are just a few of the reasons I consider Lease Options an important and beneficial part of my business and why you should too:

1. You get to control properties without risk!
2. You can focus on pretty houses in good neighborhoods!
2. There is little, or no cash is required to get started and do deals!
3. Your personal credit is not a factor! I have great credit but this technique even works for people with no credit, even bad credit!
4. No maintenance or repairs to deal with. No tenants, toilets and trash when done correctly!
5. No Realtors, no financing requirements, no closing costs!

## **Isn't it time you learn how to put lease options to work for you?**

What are you waiting for? If you're an investor this is the opportunity and financial vehicle you have been looking for!

Many homeowners may be unfamiliar with the lease/option concept so its likely they'll have some questions for you. You might even have some of them yourself. These are a few of the most common:

- Why should I let you tie up my house?
- Why shouldn't I just list their house with a real estate agent?
- Why shouldn't I just keep trying to sell their house?
- What if the tenant tears up my house?
- When will you sell the house?
- How do I know you'll make the mortgage payments?
- Why shouldn't I just rent it myself!

There is a logical, honest and compelling answer for each one of these objections and We'll be covering them and much more at the upcoming **Financial Freedom Summit, May 9-11, 2019. [www.InvestorProfitSecrets.com](http://www.InvestorProfitSecrets.com)**

I will show you how to answer them all. Because once all his questions have been satisfactorily answered, the seller will understand this is the best possible way to free himself from the burden of selling his house.

Ultimately, the greatest advantage to these distressed sellers is relief from their financial burden.

Quick debt relief is the answer they're looking for. The lease option technique makes you the solution to their problem, and you can give them the win-win answer they need... if you have the tools and the know-how!

**Join me at The Financial Freedom Summit. [www.InvestorProfitSecrets.com](http://www.InvestorProfitSecrets.com)**

You might end up with a new lease on your financial life!

## **Time Value of Focus**

By Augie Byllott

We often hear about the time value of money and it is amazing what we can accomplish when we develop a clear understanding of its implications. As I've built businesses over the past decade, I've used TVM to help grow our assets.

Something else has also been a major contributor. It had to do with relationships between complimentary business activities. Many of you know that my first real estate investment company was Homeowner Resource, a company that buys, renovates and sells single-family properties. After a while another company was born when we began acquiring properties on terms that were suitable for rentals.

This second company enjoyed different tax treatment and marketing efforts were shared between the two entities. This created a leverage point because our marketing efforts were now benefiting not one but two entities.

Next, we had enough excess cash flow to be able to assist other investors through private lending, joint ventures and equity participation arrangements. Now from the fruits of the first two entities a third was birthed. Still our primary business was lead generation, which yielded opportunity for the original entities.

As we continued to grow and assist the investor community, I was presented an opportunity to teach a class at my local REIA. It went well and I was presented then another opportunity and then another. Now a seminar business was evolving. At one seminar someone asked where they could purchase our information, and in that moment an information business was birthed. As more people began attending our seminars and learning from our digital programs some wanted even more and a coaching business developed.

These three; seminars, digital training programs and coaching formed Creating Wealth USA, which now serves hundreds of real estate investors on a regular basis.

This has become a full-fledged education and coaching company through a variety of seminars, the Investor All Access Pass Program and the Personal Action Coaching & Transformation Mastermind.

Finally, because we continue to focus on our original business of helping people buy and sell real estate in all price ranges without using lots of cash or credit and always holding title to properties in a land trust, we formed Common Wealth Trust Services. It helps us, and other investors, keep what we own private, assists in better of control over management and negotiations, helps us with asset protection and provides other benefits as well.

In retrospect, I find it interesting that so many business opportunities have evolved from the original enterprise. We continue to focus on our original enterprise and as we buy, fix and sell more properties or acquire more rentals, we throw off investable cash, work with new investor partners, create more land trusts and serve our community.

Every now and then a business opportunity comes along that falls outside our core business of real estate and I have to ask, can I afford to take my eye off the “real estate” ball and chase another shiny opportunity.

As Stephen Covey puts it, “We have to make the main thing the main thing!” He’s right! My new mantra has become TVF the Time Value of Focus can create amazing synergies. So, get focused and stay focused...the sky really is the limit!

Currently, all of our businesses are inviting friends and clients to participate in the Wheelchair Challenge by donating a wheelchair for each deal they do. You can learn more at [www.CreatingWealthUSA.com/wheelchair](http://www.CreatingWealthUSA.com/wheelchair). We’ve learned that not only can we make money, we can make a difference!

## Change a Life Today

Help us provide wheelchairs to every man, woman and child in the world who has no means to acquire one, with a tax-deductable donation. Thank You!





**Financial Freedom Summit 2019**

Mark your calendar now for the most important investor-training event of the year,

The **Financial Freedom Summit** is on **May 9-11** in Orlando, Florida.

This 3 day Real Estate Investing training will show you how you can create multiple income streams for life!

Learn how you can become your own boss, take control of your future and live the life you choose!

10 years from now will you be saying, "I'm glad I did, or I wish I had?"

[www.InvestorProfitSecrets.com](http://www.InvestorProfitSecrets.com)

## TRANSACTION ENGINEERING FULL-TIME




**CLICK HERE TO GET STARTED TODAY!**



With Augie Bylloft

**Join us on Facebook! Find us at the Transaction Engineering Full-Time Group!** This group is for both new and seasoned investors who are looking for information or have information to share in order to support one another's success.

The members of the group are creative real estate investors with a passion for this business. We are the "We Buy Houses" people who provide solutions for homeowners, landlords, heirs, banks, agents, brokers and anyone else with a property to sell. using creative financing to engineer safe, profitable real estate transactions.



This group is for people interested in learning about building their business using strategies and techniques like seller financing, buying subject to, lease options, contracts for deed and more.

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