

Charles Blair “The Mad Scientist”



How To Flip Your First Wholesale Deal From A-Z

How To Flip Your First Wholesale Deals From A-Z

What Is A Wholesale Flip?

A real estate transaction in which one person or persons **control** or **buy** a property at one price and resell it to a end buyer at a higher price.

How To Flip Your First Wholesale Deals From A-Z

In other words, wholesaling is nothing more than the business of finding properties.

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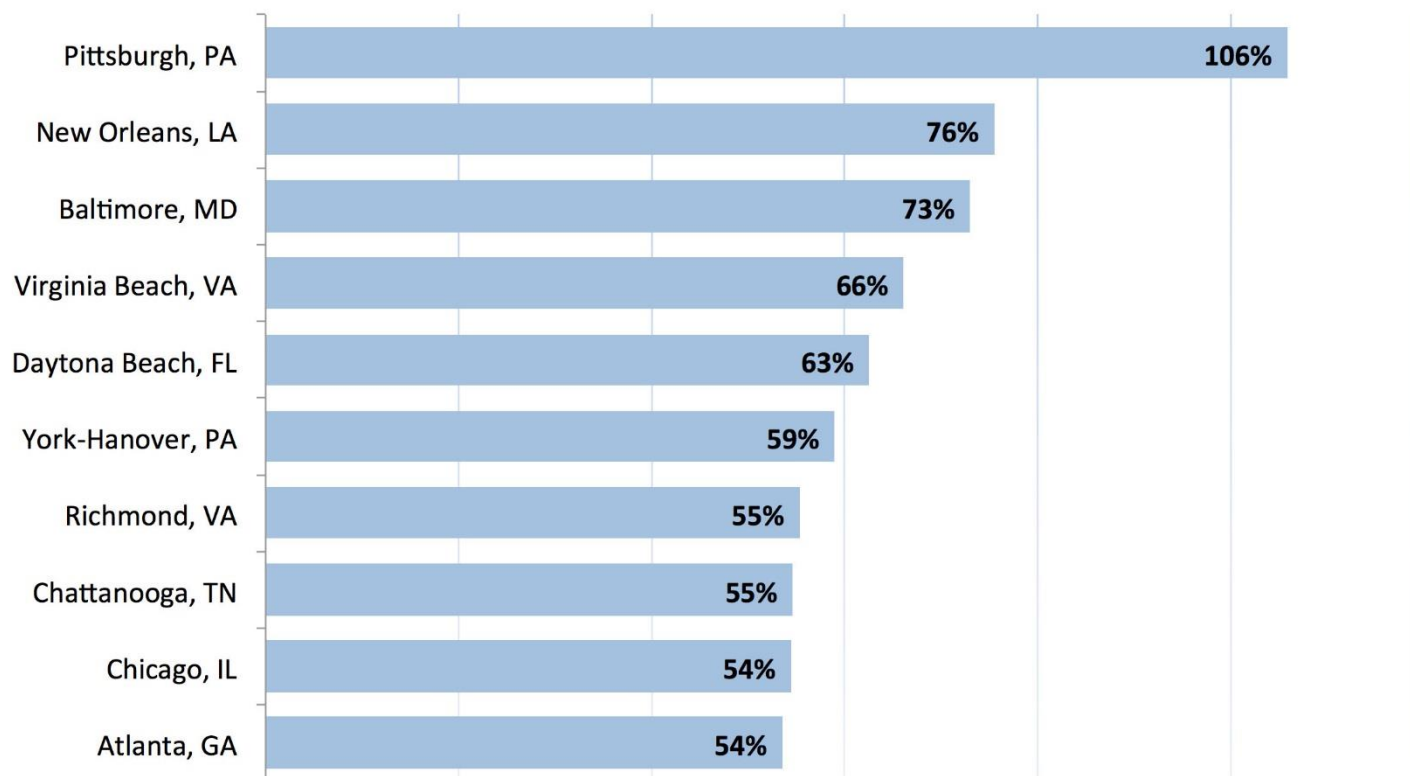
And the only way to do that on a continual basis is to consistently market for new deals.

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Markets with Best Home Flipping Returns

■ Q2 2014 Avg Gross Return on Homes Flipped



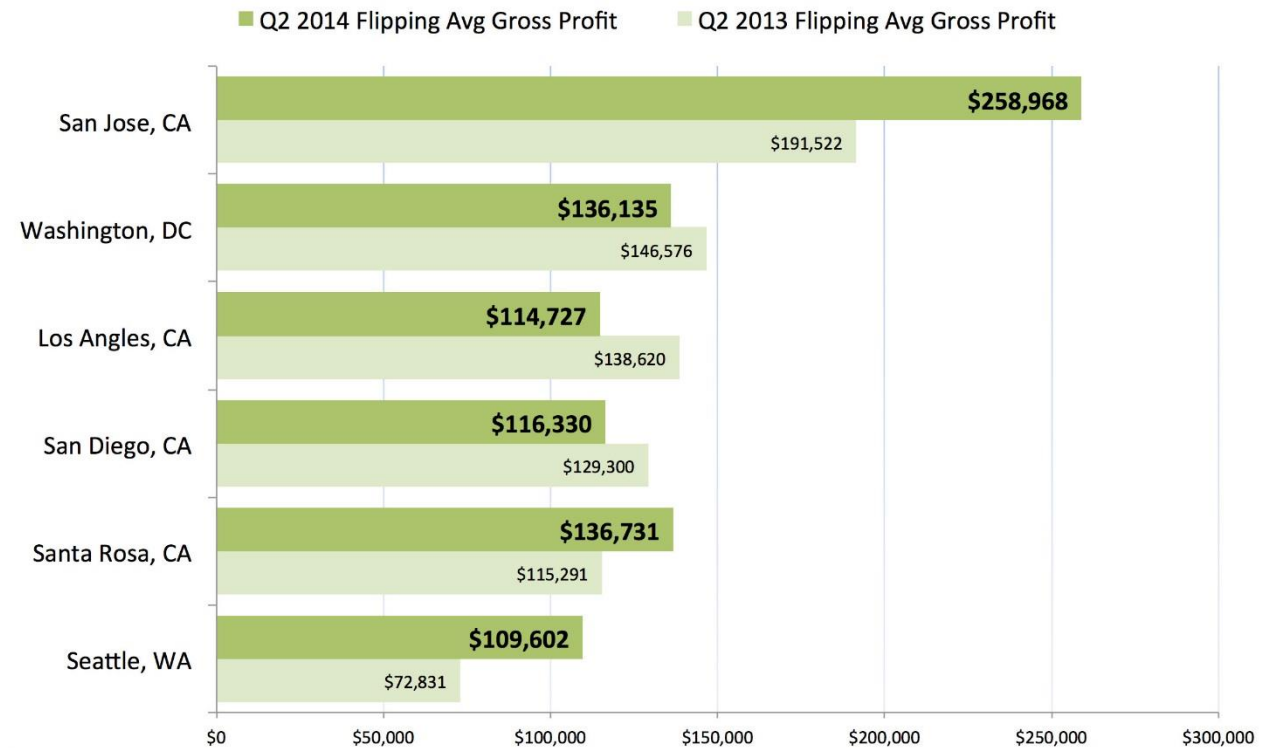
1. Pittsburgh, PA
2. New Orleans, LA
3. Baltimore, MD

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1. San Jose, CA
2. Washington, DC
3. Los Angles, CA



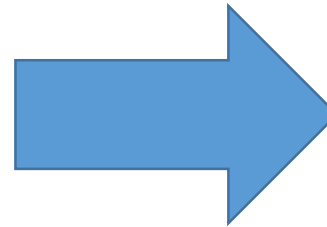
Biggest Gross Profits Per Flip



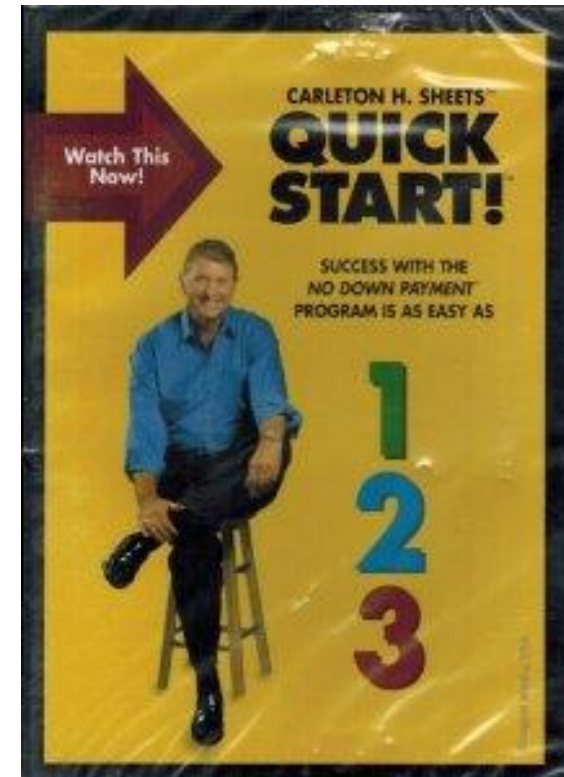
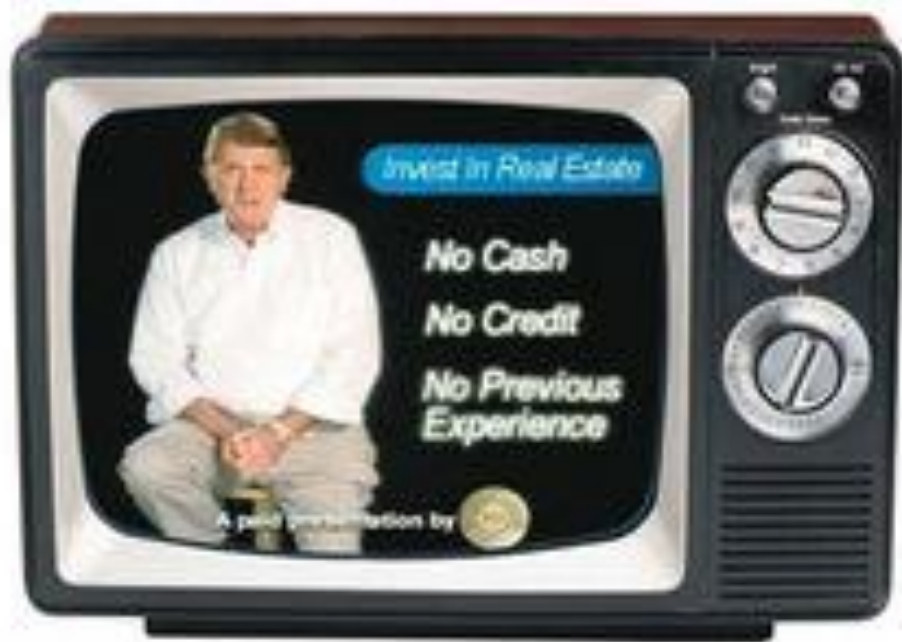
Who Is Charles Blair and Why should I care?



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How To Flip Your First Wholesale Deals From A-Z



Discover Your Why:



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What We Do?

Wholesaling
Rehabbing
Tenant Placement
Guarantee Rent
Website Design
SEO SEM
Consulting
Speaking
Meet-Up Group

My Team Players

342 House Hunters 55 Active
1 Project manager - VA
3 Website Developers – VA
1 Classified Poster – VA
2 Software Developers
3 Real Estate Agents
1 CPA
1 Attorney
2 Primary Title Companies
2 General Contractors
Numerous, handymen

5 JV Wholesalers

1. Baltimore
2. Washington
3. Houston
4. Ohio
5. Tampa/St. Pete

Our Clients

21 Consulting Clients
18 Website Design Clients
11 SEM, SEO Campaigns

Wholesaled 13 Deals In 3 1/2 Months = \$106.000



How To Track And Systemize Your Leads

CallFire™ Campaigns Numbers Toolbox Settings Billing Manager Inbox Help								
Inbound Numbers								
+ Purchase Number(s) Configure Number Start Receiving Calls Stop Receiving Calls Remove Campaign Link Port Numbers								
☐ Tags	Number	Auto Rene...	Status	Campaign	Forward	International?	Total	
☐ City House Hunters		☒	Running	7519869:		no	59	
☐ Chucky Buys Yucky Houses Florida		☒	Running	9340240:		no	153	
☐ Creative Solutions Realty		☒	Running	6715115:		no	113	
☐ Memphis Best Properties		☒	Stopped	5644139: 9012908815 => 44392528...	14439252860	no	37	
☐ The Real Deal		☒	Running	6535606: 4435747102 => 44392528...	14439252860	no	15	
☐ MD Buyers List		☒	Stopped	6715049: 4103444981 => 41064500...	14106450067	no	90	
☐ Page One Success		☒	Running	6896583:		no	883	
☐ Henson Property Management		☒	Running	6381649:		no	2155	
☐ VA - DC Buyers List Calls		☒	Running	6715115:		no	113	
☐ Chucky Buys Yucky Ohio		☒	Running	7508941:		no	114	
☐ Chucky Buys Yucky Houses Baltimore/Washington		☒	Running	7639687:		no	1274	
☐ Luray Insurance		☒	Stopped	7783849: 4102201881 => 41060226...	14106022636	no	36	
☐ MyWay Home Finder		☒	Running	7799148: 4192108944 => 41984162...	14198416201	no	33	

How To Flip Your First Wholesale Deals From A-Z

Real Estate Myth # 1

You can be very successful in real estate by working as little as 4 hours a week.

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Real Estate Myth # 2

Being a successful real estate investor means never to worry about having a job again.

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Real Estate Myth # 3

As a wholesaler I will routinely make 15K or 20k even 30k per deal.

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Real Estate Myth # 4

You don't need any money at all to do wholesale real estate deals.

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Real Estate Myth # 5

Flipping real estate is illegal

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You Need?

1. Real Estate Agent
2. Title Company
3. Contractor

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Eventually you'll need?

1. Accountant
2. Real Estate Attorney

5 Steps To Real Success

1. Locate Your Leads
2. Screen Your Leads
3. Write & Present The Offer
4. Follow Up
5. Sell Quickly
6. Wash, Rinse & Repeat

How To Identify, Locate and Find Leads

Question?: What am I looking for?

Answer:

Motivation / Immediate or Delayed
Want to sell...

How To Identify, Locate and Find Leads

Problems and issues that
keep them up at night,

Lost Of Job
Hospital Bills
Bankruptcy
Divorce
Foreclosure
Tired of being a landlord

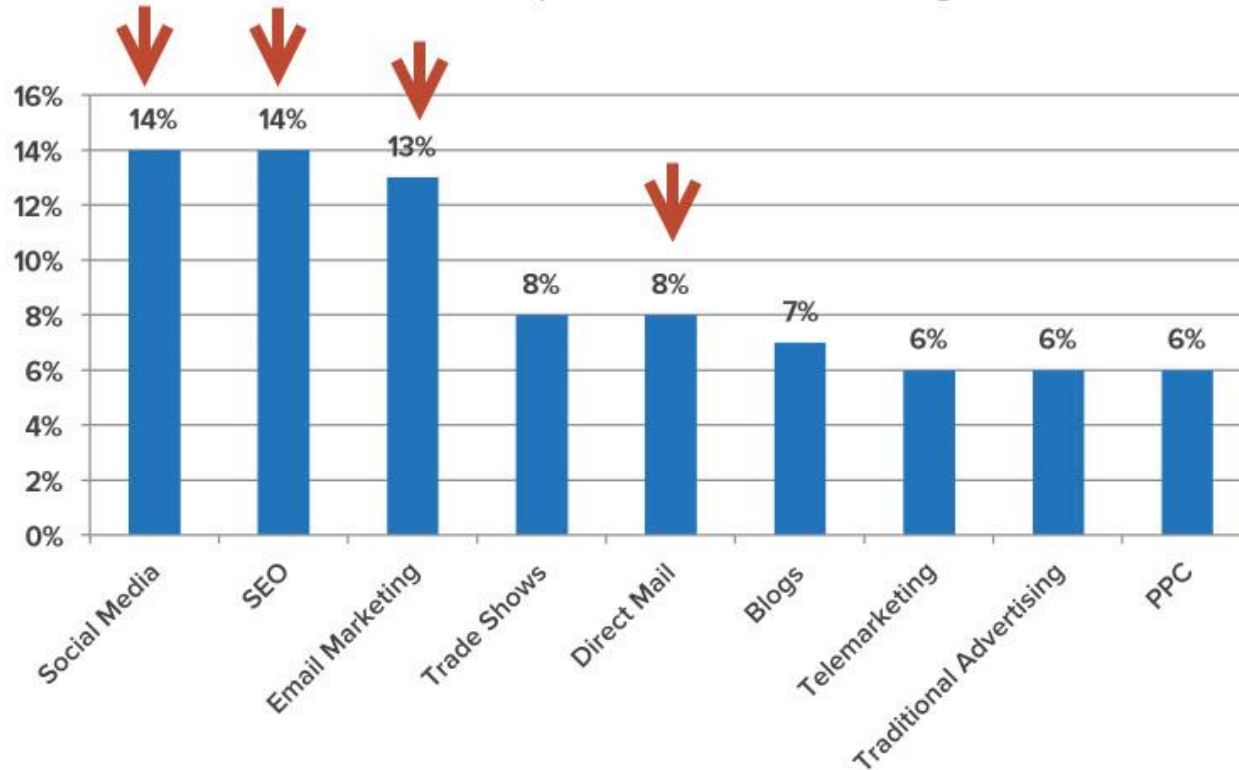
ETC..

Peace of Mind

How To Identify, Locate and Find Leads

Inbound Marketing Dominates Marketers' Top Lead Sources

Social media, SEO each produce 14% of all marketing leads



1. Social Marketing
2. Search Engine Optimization – SEO
3. Email Marketing
4. Direct Mail Marketing

Mentored, Coached, Marketing Clients

EXPRESS
We have bought 1,200+ homes since 2009

We Buy Homes. Fast!

Brett Chastain
President

Get a Free Cash Offer

If you need to sell your home **FAST** and the form below, we will give you a **FREE** cash offer, we'll email it to you in 7 minutes.

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Email*

Phone*

City*

Get Offer In 7 Minutes

**Call (888) 958-9048
for an offer in 7 minutes!**

Our FAST 3-Step Process Makes It FAST and EASY to Sell Your House

1. Fill out the form in **less than 5 minutes** (you need an offer in 7 minutes)

2. If you need an offer we will give you your home and give you the payment

3. We buy your house on the day that you want

It's really that easy! The Commission, no fees and no real estate agent commissions and buyers working through your house.

Fill out the form and click the button. Get an offer in 7 minutes, we'll email it to you in 7 minutes, during business hours.

Complete a few easy questions about your house and we'll make you a cash offer in a few hours in 7 minutes. You can always accept the offer or not.

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CITY PAPER

BUSINESS JOURNAL

The Washington Post

4abc NBC WASHINGTON

The Washington Times

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Property Address

City

State

Zip

Cell Number

Email Address

submit

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Grace Realty Partners

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How To Track And Systemize Your Leads



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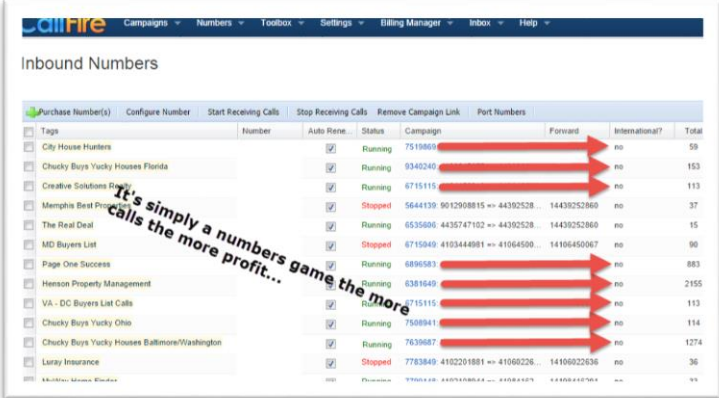
Running 6381649: 

no 2155

How To Track And Systemize Your Leads

A Targeted, Result
Driven, Consistent
Marketing Campaign,

+



CallFire Inbound Numbers

Purchase Number(s)	Configure Number	Start Receiving Calls	Stop Receiving Calls	Remove Campaign Link	Port Numbers				
Tags	Number	Auto Re...	Status	Campaign	Forward	International?	Total		
City House Hunters		☒	Running	7519863		no	59		
Chucky Boys Yucky Houses Florida		☒	Running	9340240		no	153		
Creative Solutions Pro		☒	Running	6715115		no	113		
Memphis Best Properties		☒	Stopped	5644139: 9012908815 ↔ 44392528...	14439252860	no	37		
The Real Deal		☒	Running	6535686: 4435747102 ↔ 44392528...	14439252860	no	15		
MD Buyers List		☒	Stopped	6715049: 4103444981 ↔ 41064506...	14106450067	no	90		
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Chucky Boys Yucky Houses Ohio		☒	Running	7508941		no	114		
Chucky Boys Yucky Houses Baltimore/Washington		☒	Running	7639687		no	1274		
Larry Insurance		☒	Stopped	7783849: 4102201881 ↔ 41068226...	14106822636	no	36		

It's simply a numbers game the more calls the more profit...

=



MORE REAL ESTATE DEALS



How To Track And Systemize Your Leads

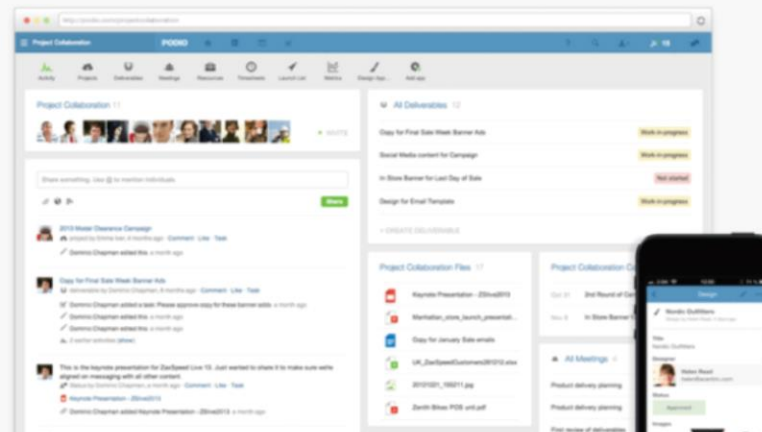


Teamwork made easy

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How To Make And Present Your First Offer

9 Questions That You Must Ask Every Seller

1. How May I Help You?
2. Are You The Sole Owner?
3. What Repairs Do Your Property Need?
4. How Much Do You Need To Sell?
5. How Much Do You Owe On Your Property?
6. How Much Is Your Mortgage Payment?
7. Is Your Mortgage Current?
8. How Much Are Property Like Yours Selling For In Your Neighborhood?

Sounds Like You Have A Nice Property, ETC>>> Why Are You Selling

**If I Like What I Hear: What's a good time for you for me to see your property,
Today, Tomorrow, 9. 10. 11, 5, 6, 7,**

How To Follow Up With My Leads

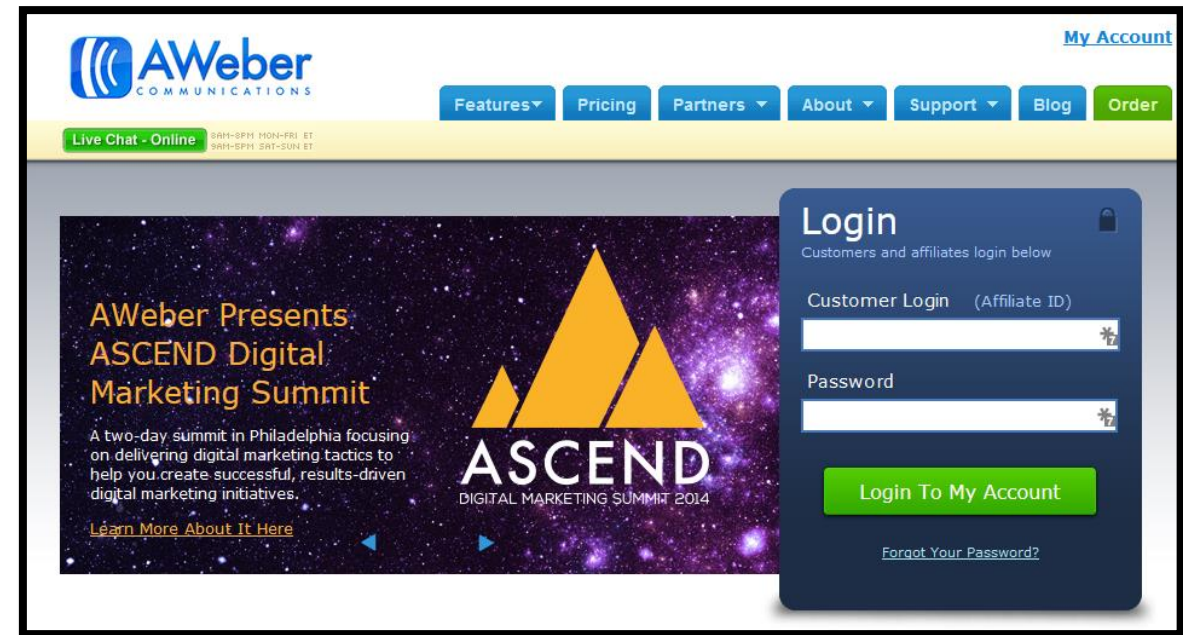
85% Of All Close Deals
Will Come From A Good
Follow Up Process

How To Follow Up With My Leads

Online



Icontact.com

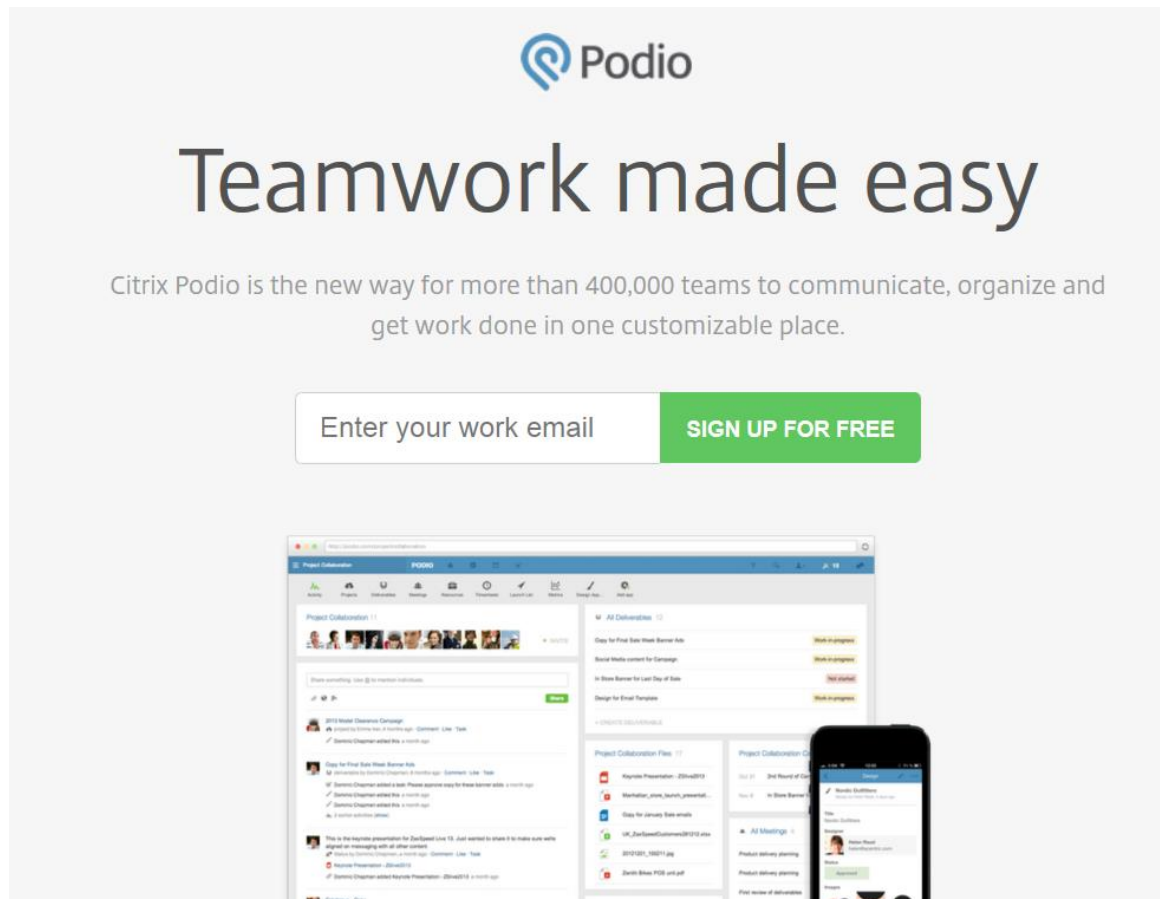


Aweber.com

How To Follow Up With My Leads

Offline

Podio.com



Workflow Tasks: Your able to tell the system to send an email to notify my JV partner that a new lead came in that needs to be called.

Or

Or Auto-add a lead into the system from Your form and emails

How To Find Buyers And Sell Quickly

5 Ways To Find Sellers: Offline

Absentee Owners/Zip Code/High Equity/ Credit Issues

Owner Occupied/ Zip Code/ High Equity/ Credit Issues

Probate/ With Real Estate In The Estate/ Fillings That Are At least 90 Days Old

Eviction Notices/Individual Owners/

Expired Listings/ Zip Code/ 90 Day Expired Or More/ With Equity Or Not Depending on the exit strategy

How To Find Buyers And Sell Quickly

5 Ways To Find Buyers: On-line

Craigslist/ For Sale \$ For Rent/ Slydial them/

Craigslist/ For Sale \$ For Rent/ Coming Soon Ad

FaceBook/ Retargeting/ IRA Groups and Pages/

Facebook/ Ad Campaigns/ Target Investor Groups and Pages

Website-Squeeze-Landing/ SEO Ranking your pages on the first page

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MYslydial login:

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E-mail Address *



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Ever want to slydial more than one person at a time... now you can! **slybroadcast** allows you to send a prerecorded message, directly to voicemail, to thousands of U.S. mobile numbers and select landline phones.

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Visit **slybroadcast** to sign up today. Enter promo code 2A1403f100 and receive 100 FREE messages with any purchase.

slydial Apps for the iPhone,
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slydial Situations

Give your fingers a break

You need to get some pertinent, detailed information to someone quickly but you don't have time for the idle chit chat that would certainly follow if you called them. Typing it all out in a text message would just be agony! Instead just leave a quick voicemail and your fingers will thank you.

How do you **slydial**? It's as easy as 1-2-3!

- 1 Dial **267-SLYDIAL** (267-759-3425) from any landline or mobile phone.
- 2 At the voice prompt, enter the U.S. mobile phone number of the person you want to **slydial**.
- 3 You will be directly connected to their voicemail. Leave them a voicemail, sit back and relax.

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Case Study: Arlington Real Estate Agent

Charles Blair | April 22 2014

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DAYS	HOURS	MINUTES	SECONDS
063	15	07	08

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Confidential New Member Application

Real Deal MeetUp MORE! MASTERMIND



Charles Blair



Kenneth M. Gills

From The Desk Of **Charles Blair** And **Kenneth M. Gills**

Baltimore MD

Dear Applicant,

Real Deal MeetUp MORE Mastermind group is your best chance to work with the most brilliant successful business minds in the MD, DC and VA region, share insider information and form lasting partnerships and joint ventures that can last a lifetime.

Kenneth and I both started the Real Deal MeetUp in downtown Baltimore in 2008.

To help real estate investors, and professionals of all levels achieve and further advance the success they strive for in their real estate business.

The Real Deal MeetUp MORE MasterMind is the natural progression of that philosophy.

Zig Ziglar once said, "You will get all you want in life if you help enough other people get what they want". This is exactly what the MORE Mastermind group will do for you and your business, help you realize MORE-Time, MORE-Success and MORE-Wealth.

www.MoreMastermind.com