Cashing IN on Today’s Modern Day Goldmine:

FORECLOSURES!!!

Why Aren’t YOU Cashing In On The FORECLOSURE Wave???

“For the real estate investor that knows how to spot financially distressed properties the sky is the limit. The deals are everywhere and it can be extremely profitable.”

—Matthew Caine, CNBC

Let me tell you exactly what is happening – REIANO wants you to take a few hours out of your busy schedule on Wednesday, May 16, 2007 at 7 PM at the Holiday Inn – Independence to learn how to make some money, some serious money.

Why would you want to do this?

It’s simple – the current real estate market is in the early stages of a modern day goldmine with distressed properties and it’s now the perfect time for “The Foreclosure King”, Paul Wells, to show you how to mine $$$$$$. That means a lot of money for you and your family!

Can YOU Smell the MONEY You’re About to Make by Negotiating Foreclosures, Shortsales, and REO’s?

This year has the potential to make more real estate millionaires then any other year in history. With foreclosures setting a torrid pace it only takes a decision by you to learn what the expert knows and that is you can become very wealthy buying distressed property. Pre-foreclosures, REO’s, Vacants, and other properties are sitting in your area waiting for you to buy them . . . And Paul Wells will show you how to do it QUICKLY AND EASILY.

You’ve Seen The Newspaper Headlines!
FORECLOSURES UP ...
MORE HOMEOWNERS IN TROUBLE ...
HAS THE BUBBLE BURST ...
BANKS TIGHTENING UP ...
FORECLOSURES JUMP 30%
NATIONWIDE ...
DEFAULT NOTICES FROM BANKS SPIKE UP ...
FORECLOSURES HURT ECONOMY ...
PEOPLE LOSING HOMES TO FORECLOSURE.

Why are you not buying distressed property today?

Is it lack of knowledge? .... Is it lack of Money? ... Is it lack of guts to try something that works?

Well, no need to worry, Paul Wells, a.k.a. “The Foreclosure King”, will share his insider secrets that he and his students have been using to cash BIG CHECKS, over and over again.

A Lot of People Are Going to Make A Lot of Money in a Very Short Time.

YOU got 2 Chances ...

OPPORTUNITY #1
On Wednesday, May 16th, 2007 at 7 PM at the Holiday Inn – Independence, you will gain insight into Paul’s strategies to being successful in business that he acquired and taught while working directly for Tony Robbins as his national sales trainer before launching into real estate investing full time. You’ll also see how Paul has translated this directly to his real estate business as he shares with you ideas you can implement quickly for immediate results in your own business.

OPPORTUNITY #2
Paul Wells’s Workshop

“Why Aren’t YOU Cashing In On The Foreclosure Wave?”
Saturday, May 19, 2007

REGISTER NOW

Successful people take advantage of ALL the OPPORTUNITIES that come their way!!!

Paul Wells’ Story ...

I skied my way through my college years, spending many days on Mammoth Mountain in California as a part-time ski instructor and full-time ski bum. Even so, I was able to graduate with three degrees (Business, English, and Communications) in 1988. When I completed school, I decided that I was tired of being a ski bum, and I wanted to be a ski millionaire!

CASHFLOW GAME!

WEDNESDAY, MAY 23RD, 2007
6:30 TO 10:00 PM
AT THE REIANO PLUS OFFICE!
5007 LORAIN AVENUE, CLEVELAND, OH 44102
RSVP BY CALLING: (216) 651-6655
OR E-MAILING CASHFLOW@REIANO.COM
BY MONDAY, MAY 21ST, 2007
COST: $5.00 SIGN UP TODAY!! MEMBERS ONLY

But, as a fresh college grad, I had no idea what I would do. I took my first job in San Diego, California, as a chauffeur. It was there that I met and began to work for Tony Robbins. As his National Sales Trainer, I benefited from a high level of personal development.

But the travel was too much for me so I moved to Colorado where I hoped to settle down to a more quiet
life. In 2001, I was the director of business development for a telecommunications company, and again traveling close to 100,000 miles per year. I was gone all the time from home! In addition to my wife, I had a 2 year old, 13 year old, and a 16 year old at home that I missed terribly, but I had to keep on working to pay the bills. I was growing increasingly frustrated with the job, but what was I going to do? I realized one thing for certain; I'M A LOUSY EMPLOYEE! I had to find a way to make my fortune and not suffer the grind of being an employee nor be away from my family.

So I plugged in my laptop and began an Internet research project on Creative Real Estate as a business. I found sites such as, www.uslandco.com, and www.reidepot.com. I learned about the many aspects of this business from the vast amounts of articles that are on these sites. Once again, I realized that I was a lousy employee simply because I wanted to play. I could see no good reason whatsoever to work 50 weeks a year and just take 2 weeks off!

The day after I made my bold declaration, my company laid me off with 3 months of severance pay. There was no turning back now. I went home, told my wife, packed my bags and my 3 year old little girl Chloe’s bags and took off for Hawaii for 2 weeks. When I got back to Denver, the rest, as they say, is history.

After 2 years in the business I’m now holding over 3 million dollars worth of real estate with equity approaching 1 million dollars. But, my success wasn’t without pitfalls! In my book, "Rookie to Riches," I will tell you in plain, easy to understand language, about the lessons that I have learned on my way to financial freedom.

Good Luck and email me with any questions.
With warm regards and massive action,
Paul Wells

Foreclosure Investing:
Your External Team

by Paul Wells

A team is critical to the success of your foreclosure investing business. Even if you’re working by yourself and you say, “I can’t
build a team. I can’t even afford to pay my electric bill right now!”—you’ll still need to have professionals who can help you!

You need a team: people you trust to help with your business. This article is about one of the types of teams you will need as a foreclosure investor: the external team.

**Mortgage Broker**—If you have to interview 20 brokers to get three you can count on, then do that. A mortgage broker is important because you can refer your distressed homeowner to them. This is good for two reasons:

- Maybe your mortgage broker can pull a rabbit out of their hat and save the distressed homeowner's home.
- If the mortgage broker tells your client that it can’t be done it gives you credibility and smooths the path for you to work a deal with your client.

**Title Company**—A competent title company will allow you to pull O&E’s (Owners and Encumbrances) and will do title work for you. A good title company will make a huge difference in the success of your foreclosure investing business. Try one title company. If they don’t work, try another.

**Lawyer**—In this business, it’s usually not a matter of if you’re going to get sued, but when you’re going to get sued. You need somebody who’s going to protect you from getting hauled into court. Make sure your real estate lawyer has experience with foreclosures.

**Tax accountant**—If your accountant has real estate experience they can save you thousands of dollars. Find somebody who comes recommended. My suggestion is not to use the accountants from your local real estate club. Generally, they are overwhelmed with people asking them a lot of questions. I would look around and use other contacts to find an accountant that has a focus on real estate.

**Real estate agent**—I have a real estate agent who I’ve done business with for 13 years. We’ve probably done 20 transactions.

**A good real estate agent will help you:**

- **Pull comps** — In the beginning of my foreclosure career, I would have my real estate agent pull my comps (comparable sales) for me. So when I had a house that was possibly of interest to me, I could see what the house was worth. And that would give me an idea of whether or not I was going to work the deal.

- **Get MLS access** — The second thing that the real estate agent has done has allowed me access to the multiple listing service of my particular town. Access to the multiple listing services is critical for someone in the foreclosure business. Instead of having to call my real estate agent and ask him all the time, I offset his cost for his MLS service, and I have direct access to the MLS, without being a real estate agent. This is a critical juncture in your business. Be creative and do what you can to get it.

**JOIN US**

*Wednesday, May 16th, 2007*

**Holiday Inn – Independence**

@ I-77 & Rockside Rd

@ 7:00 pm