## 5/3/2012

Today was a good day! I just received my first check with a Net profit of over \$32,000 for a house I never touched! Choosing to be in this mentorship program with the Wolff's is the best decision we ever could have made. It has forever changed our lives and shown us things that we never would have figured out on our own, at least not without a whole lot of wasted deals and lost money not to mention time.

I want to tell you a story about a boy and his Father. One day the boy had this crazy idea to start buying and selling houses and shared this idea with his father. Much to the boys' surprise his father liked the idea and revealed to him that he had always wanted to do that and was thinking the same thing himself. Thrilled that his father had the same vision, the boy began looking for something that would teach his father and him how to make money in Real Estate and came across a few that looked promising including some old guy named Ron LeGrand who used to be a Mechanic. After buying a few different programs, the boy and his father discovered that the program they could relate to the most was by this guy Ron LeGrand. Before they knew it, they found themselves going to seminars and learning how to do this stuff.

While at one of Ron's boot camps they saw a presentation by Brian and Lynette Wolff and were blown away! Now obviously they bought the Wolff's complete package and started implementing it right away in their Real Estate business. After a year or so of being successful at buying and selling real estate they stopped educating themselves and lost touch with what was going on out in the investing world. Although they heard all about how the bubble was going to burst they still went on doing business as usual, until........ in late 2007, after watching other investors around them dropping like flies, they could no longer hold on.

As you probably guessed this is a true story about my father, Papa John, and I. After a while we got Cocky and thought we knew everything that we needed to know, but I am here today to tell you we were dead wrong and it cost us big time! I wanted to share this with you all so that you can understand how important it is to continue educating yourself with the RIGHT people and never stop. Nobody knows everything and you never will. That's the point! Ron knows what he is talking about and has never steered us wrong, ever! The Wolff's have been an amazing and integral part of our growing success. We are truly blessed to have them as our Mentors. As I have said time and time again, if you are REALLY serious about this business and you want to learn the right way, I strongly recommend calling on the Wolff's to help you get there.

The proof is in the check and mine is below. This was a probate deal that came from an ad in my local Flyer magazine which cost me about \$300 to run for 4 weeks. The house is a 4/2/2 with a pool on a corner lot in a beautiful neighborhood did have a foundation issue to deal with and about \$10,000 in back taxes. The sellers didn't even know the house had to go to probate first because their mother had passed away in 2008, but they were worried now because the taxes hadn't been paid almost three years and it was about to go to tax deed sale. We were able to help the sellers with the probate and keep the house from being sold at the tax sale. Once the probate was over I sold it within 3 days to a cash buyer for my full asking price of \$60,000 thanks to the marketing methods that the Wolff's have taught us! I want to take this opportunity to thank Ron for always steering us true and the Wolff's for believing in us and pushing us to succeed!

Your friends,

John M. Slavik & John W. Slavik, Jr. A/K/A Papa John

Total to purchase the house \$26,514.08 \$13,000 (paid to sellers when I sold the house, not when I bought it) \$7,397.75 (remainder of taxes paid at closing when I sold the house, not when I bought it) \$6116.33 paid in advance (Attorney's fees, 1 year back taxes to postpone sale)

## SOLD \$60,000

(\$37,513.46 check at closing plus \$1,000 binder Deposit to me from my buyer, minus the \$6116.33 for what I paid in advance.)

TOTAL NET PROFIT \$32,397.13

