

Presenting Jay Long's:



## How to Make \$7,000 a Month Buying Houses for Dimes on the Dollar.

They call him “the secret weapon”. Secret, because he has so far avoided the harsh limelight of fame, preferring to lay low and let his *work* do his talking. Weapon, because any real estate investor lucky enough to have been shown any of his investing strategies have seen their profits *skyrocket*.

Jay Long has been a top real estate investor and educator for over 13 years now. Many of his investment and business concepts are legendary among fellow investors and clients. He brings a no-nonsense real-world street-savvy to the real estate business that actually forces you to discover bigger profits.

And the big question has always been: “How does he *pull off* so many insanely-profitable deals?” His answer was a closely guarded secret until Money Magazine writer Joan Caplin *pried out* one of his many techniques and made it public to millions in Oct. 2002.

With ‘the cat out of the bag’ and his secret veil broken, here is his “tell all” presentation. And he spills *all* the beans. Every trick and secret and proven tactic... from finding herds of motivated sellers, to constructing hugely profitable tax-free house deals while never having to lift a finger to deal with a banker, a contractor or a tenant.

### **The Information In This Presentation Is Worth A Fortune To Anyone Who’s In – Or Remotely Interested In – Real Estate Investing**

The man himself defies easy description. He’s had an amazing education in life, including stints as a free-lance contract negotiator, an experienced white water rafter and kayaker, and an international alpine mountain climber, having climbed the tallest mountains on three continents – North America, South America & Africa. He’s had the lowly experiences of being a GE complaint department hotline manager with not a penny to his name, the learning experience of being a key member of a start-up real estate development company (currently worth over \$20 million) where he personally bought over 100 houses his first year in the business.

Jay’s presentation is an astonishing opportunity for you to learn:

- **How to get paid to buy houses for pennies on the dollar**
- **How to attract a herd of motivated sellers with almost zero marketing expense**
- **How to get sellers to say “YES” to 80% of your below market offers**
- **How to estimate repair costs on any houses within 3 minutes or less**

When asked about his many successes, Jay says, “*There is no better feeling in my life than to help someone accomplish a seemingly insurmountable goal. I’ve stood over people who were half frozen with hypothermia and smiled as they lay in victory on the summit of the tallest mountain they had ever seen. I’ve watched their tears of joy freeze halfway down their cheeks as they basked in the realization of being able to do more in their life than they ever thought possible. And I’ve also seen those same tears roll down the faces of my students as they discovered the concepts of creating cash paydays from using their mind instead of their back. When people discover how to make more money on a single house deal, (in their spare time), than they’ve made in an entire year on some ‘life force sucking’ dead end job... It tends to change peoples lives.*”

He's the nicest guy you'll ever meet in business (when he's not busting your chops with his relentless **'So how are you going to make some money from that?'** type questions). He'll fight for what he believes in, and gently push, prod, cajole and even bully his students into doing what he knows is right. *And they love him for it.* Learning what he understands about building a part-time cash producing debt-free real estate business can put your personal finances on the big-buck fast track.

Jay has never been far from the epicenter of the real estate investment world. He went from a high-priced contract negotiator that was snuck in the backdoor to close deals, because no one else was able to pull off the profits that he could... to educating some of the best known real estate investors of today.

During his presentation you'll also discover:

- ✓ **How to tell if a seller is truly motivated in 30 seconds over the phone**
- ✓ **How to have your home paid for "FREE & CLEAR" within 3 years or less**
- ✓ **How to have paid for rentals replace your job income without risk or debt**
- ✓ **How to get paid the most money, the fastest with the least amount of work**

Jay was the first to highlight the concept of *'rolodex marketing'* with real estate agents and to incorporate the brand new concepts (at the time) of investing in houses with his Roth IRA. By age 30, he had a larger Roth IRA account balance than 99.5% of all Americans. This concept has since been written about in countless publications from 'Money' to 'The Wall Street Journal'.

He says: *"I've been on track making lots of money and I've been off track wondering where the hell I was, figuratively and literally. I've helped shy, soft spoken men and women accumulate fortunes, and I've seen small mistakes in cash flow break the backs of multi-million dollar portfolios. There's no better way to learn how real estate and the world works than to jump right in and get soaked with real world experience like I have."*

*"I've had sellers rebuff my offers, cry on my shoulders, and beg me to help solve their real estate problems... and I've learned something from every minute of it. I can identify and relate with every type of home owner or motivated seller situation you'll ever see. And I can buy from them at huge discounts."*

In his prolific career, Jay has analyzed over 10,000 real estate deals, inspected over 4,000 individual properties, **bought over 450 houses and apartments buildings, and managed a portfolio of over 100 rentals (most he still owns today)**. He's done countless marketing campaigns to find motivated sellers including his *"Alaskan Seller"* campaign and the *"Target Landlord"* letters that brought him more deals in a single month than most investors will do in their entire life.

His techniques have long been the study of many aspiring investors all over the country. Jay's straight forward style of asking only the questions that bring in the money, has become the preferred techniques of droves of investors that were lucky enough to be exposed to his methods. In fact, other top investors and entrepreneurs have secretly sought out Jay's advice for years. Now you can tap into this same deep well of expertise.

**Make sure you are in attendance:**