NOLIMITS
REAL ESTATE INVESTING

The No Limits

Wholesaling M.A.P™

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This is a short and powerful M.A.P. (Massive Action Plan) to creating a seven-figure NO LIMITS Wholesaling™ business. This M.A.P. will help you create and achieve the abundance you were destined for at lightning speed. This M.A.P. is all about helping YOU get where you want to go, but to get there, I want to tell you a little about me, so you understand that it doesn't matter if you have cash, credit, or real estate experience. If you are currently making money in real estate, I am going to tear down your current thinking about what an investing business looks like and what is truly possible.

Anybody with the right attitude and drive can succeed as a No Limits Wholesaler™. That being said, most of you reading this won't be ready for the massive mindshift that I will teach in this M.A.P. No Limits Wholesalers™ are in the minority, and my goal is to bring some of you on board.

Are you ready for me to challenge you? Let's see if you have what it takes. Once you get to where you thought you wanted to be, you will realize that you have only begun to scratch the surface of your true potential.

– Todd Toback

MY STORY

After college, I drove out to San Diego, California, with $300 in my pocket with the idea that I wanted to enjoy the sun, sand, and surf. I got a job selling alarms door to door and after three weeks, I realized that I was the world's worst salesperson (I never sold one). I knew that I didn't want to work for somebody else, but for some reason I went and I got another sales job selling Viagra—as if another job selling was going to make me happy. Turns out, I wasn't very good at that either, even though I worked my tail off. So, I did what any other salesperson with youthful enthusiasm would do after finishing at the bottom of the sales rankings … I asked my boss for a raise!

He told me that if I wanted to make it in this business, I needed to learn the corporate culture and mature as a sales rep. Leaving our meeting I was absolutely humiliated (I probably brought it upon myself), but this was one of the best things that ever happened to me.

I was driving along the 101 freeway in California and saw a Barnes and Noble bookstore out of the corner of my eye. I distinctly remember cutting across three lanes of traffic, and other drivers were honking their horns and giving me the finger, but something told me I just HAD to pull over. I ended up in the real estate section, picked up a book in real estate, and decided to take massive action. Sometimes you need to hit rock bottom before you're driven enough to make it happen.

One of the strategies the book taught me was to do some research on houses in my area and send out letters. With this in mind, I went down to the county courthouse and found a list of names. This list contained the names of people who owned property in the townhome complex I was living in who lived out of the area. I hand wrote letters to all of them asking them if they would like to sell their property. (I remember my hands being exhausted and covered in ink: I am a lefty.)

I received only one phone call, and it was from a couple who lived in Bakersfield, California. They agreed to sell me their townhome for $285,000 with a 45-day close.
I remember shaking as we drew up the paperwork on a scrap sheet of paper and outlined the terms. I wasn't sure how much to offer and I didn't understand the paperwork. I didn't really know if I could resell the property, but I did it anyway.

I was nervous, as I had no idea what I was actually doing. After leaving our meeting, all I knew was that I had agreed to buy a piece of property for $285,000. The property was worth significantly more than what I had it under contract for.

I was going to try to resell the property for a profit without having to come up with the money to buy it. I was nervous as heck, but I wanted to make it happen, and I was going to make it happen.

The following Saturday I put an ad in the newspaper, and I also put a sign in the yard that read "'Must sell'" 3/2 townhome 2 blocks from the beach."

The phone was ringing off the hook and I had multiple buyers for the property within a couple of days. The key was selling a really good deal to hungry buyers.

I called up a local escrow and title company, and they handled all of the paperwork necessary for what is known as a double closing. I walked away with a huge check for $40,000, and I will never forget what it felt like to walk away with my first HUGE success. I did everything wrong, but it was my actions that bred positive results. I will be constantly challenging you to do the same.

The technique I just described to you is known as wholesaling, and it's the technique I use today to run a business well into seven figures. It's a simple concept of locking up property with a contract and selling the property to hungry cash buyers without having to use your own cash or credit in the process. This business is real and it can create a lifestyle that you never thought possible.

The problem with this strategy is that it required my blood, sweat, and tears. My mind was consumed with the next deal, and as soon as I stopped hustling, the business stopped growing.

Unfortunately, this is how most real estate investors run their business. They scramble from deal to deal wondering where the next paycheck will come from. When you first start out, you may have to scratch and claw your way to your first deal. That's OK. This will build character, but you have to move quickly to a place where deals are plentiful and are closing without your physical presence.

The key premise to becoming a NO LIMITS Wholesaler™ is to repeat the process many times by empowering others to grow the business. The best part? I haven't been to a property or talked to a seller in over two years. Now that is what I call a business! No Limits Wholesaling™ has enabled my family to live an awesome life and do exactly what we want, whenever we want, with whomever we want.

I have an amazing wife, Maryann, who gets the privilege of homeschooling our four children. We get to go on family vacations whenever we feel like it, we eat where we want without looking at the prices on the menu, we have an awesome house with mountain and ocean views, and we are able to help causes we believe in. Money is not a limiting factor in how we live our lives, and I want the same for you.

I don't tell you this story to brag; actually, it is quite the opposite. When I first got started, I was fresh out of college with a "C" average, and I was a struggling sales rep for a company. I had no cash and no experience in real estate whatsoever. When I finally started doing deals, there came a point where I was making money, but I had no freedom. I remember one night turning to my wife and saying, "I don't want to go into work tomorrow." That was the turning point where I realized I had to design the business for ultimate freedom, abundance, and fun. NO LIMITS Wholesaling™ had been born. I decided to create a business that would generate an amazing income for my family and the massive abundance to enjoy it.

If I can be successful in this business, so can you, and in this M.A.P., I'll show you how. I won't let you make excuses, I won't let you feel sorry for yourself, and I won't let you tell yourself stories on why your life or situation is different. I don't care where you have been, I only care where you are going. Are you ready to achieve abundance at lightning speed? Let's do this!

In this M.A.P, I cut through all of the fat and the red tape and give you a step-by-step roadmap on how to start and run an insanely successful business. It's meant to be short, concise, and to the point.

The first section of the M.A.P. contains the six core principles of lightning-fast abundance. You may be tempted to skip over this part and get to the "real estate stuff"; however, you need to understand these core principles to help you succeed in the long run.

Table of Contents

Part 1: Six Core Pillars of Lightning-Fast Abundance 7

Part 2: Finding Cash Buyers 11

Part 3: Finding Inventory: Finding Great Deals from Motivated Sellers 12

Part 4: Sell your property To Your Cash Buyer 15

Part 5: Go To Closing And Get Paid 17

Part 6: Taking it to the next level **($10,000 a month operation)** 19

Part 7: Scale Your Business to **($50,000+ a month operation)** 20

FAQ's 21

Part 1

Six Core Pillars of Lightning-Fast Abundance

After being in the real estate business for 13 years and also teaching others how to make money in real estate, I have noticed that the mega-successful real estate investors have six core things in common. (Almost all of these students started with nothing.) These habits are learned and are not a “talent.” If you work on yourself, your business will blow up faster than you can imagine. Some of these go against conventional wisdom, but I have found that those who commit to mastering these principles become money magnets. Remember to think big and improve the world around you.

UNSHAKEABLE FAITH

I believe in God and He is the most important thing in my life. Without Him, I am nothing. I suggest that if you do not know God, you explore getting to know His existence. Start by finding a Bible and reading the verse John 3:16. I truly believe that your faith in God will give you an edge. Knowing that I am not alone and I am cared for by the ultimate higher power enables me to move at lightning speed, often aggressively and fearlessly towards my goals.

That being said, tithing 10 percent of your income will be a huge stepping stone in your business. Tithing is defined as giving a tenth of your income back to God. If you’re squeamish about this … push yourself to do it. If you’re broke and are making $200 a week, then try tithing $20 a week. If you’re making $10,000 in a week then try tithing $1,000 a week at minimum. It may be uncomfortable at first, but give it a try

2 Corinthians 9:6-7

“ The point is this: whoever sows sparingly will also reap sparingly, and whoever sows bountifully will also reap bountifully. Each one must give as he has decided in his heart, not reluctantly or under compulsion, for God loves a cheerful giver. ”

MASSIVE ACTION

Education is important, but action is king. Do the right thing, do the wrong thing … I don’t care, but just do something. The worst thing you can do is read this M.A.P and then convince yourself not to do anything out of fear. You don’t think about it, you don’t analyze it, you don’t consider it, and you don’t “figure everything out” before taking action; you just do it! I’ll give you some tools here. Always continue your education, but take action right away. Education is extremely important, and I suggest constantly investing in yourself—but if you wait to know everything … nothing will ever happen.

CONSTANT DISCOMFORT

You should always be pushing yourself out of your comfort zone. If you’re comfortable, you’re not growing or learning new things. I recently started working with a personal trainer, and this guy has me carrying 150-pound boulders on my shoulders. When I first started, I felt like throwing up; it was downright painful. However, I can tell you that I was getting strong and lean at a superhuman pace. If I had stuck to my same old routine, I would have gotten the same old result. I don’t care if you’re uncomfortable getting on the phone for the first time speaking with a potential homeowner or spending $10,000 a month marketing to find new leads; you must push yourself every day. Incremental growth every day will lead to massive results over time. If you’re not moving forward, you’re moving backwards.

PERSISTENCE

You must learn how to turn your failure into growth. I guarantee you that you will have roadblocks and failures in this business. Everybody wants to be a millionaire, but few people are willing to pay the price. You have to look in the mirror and tell yourself you are going to succeed at this no matter what the cost. You're going to kick butt, take no prisoners, and get really rich while helping a ton of people in the process. You will have days where it looks like there are no deals in sight, but you must learn to get past those roadblocks and failures because eventually, your pipeline will be bursting at the seams. Ninety-nine percent of the people who buy a course or go to a seminar on real estate never make any money. One percent of those people eventually make money in real estate. One percent of people who make money in real estate know what it takes to be a NO LIMITS Wholesaler™. They focus on the five core principals and are committed to continual growth. If you feel like you want to be like everybody else, stop reading. If you want to be in the one percent of the one percent ... get on the train and let's bring it.

LEVERAGE

This is important—understand your worth. I will encourage you to leverage the use of systems, processes, people, and relationships. If you're scared to death of giving to others and growing your team, GOOD! We are going to change your thinking. Constantly think about multiplying your efforts while decreasing your workload. Even if you have two bucks in your pocket, you must think like a multimillionaire. Don't be scared to give a piece of your profit to somebody who can help you make more money with a little instruction. One of my favorite entrepreneurs, Richard Branson, was once asked the secret to his success. His answer? People. Not "person." People!

THIS IS HUGE!!!

PURPOSE

Why do you want to be successful in this business? The most successful investors have a much larger purpose than just making money. Believe me, the money is amazing, and it's because of the higher purpose. You will actually make more money, but a higher purpose will drive you to places you never thought possible. Why do you want to make money in real estate? Do you want your spouse to be able to stay at home from work so he or she can spend more time with your children? Do you want to build a well in a third-world country? Do you want to help your children go to a great college? Do you want to take a homeless guy off the street and put him in a hotel for a month, or put him in touch with somebody who can help him for the long term? Do you want to end world hunger? Sure, the Hummer in the garage is nice, but it doesn't drive me every day. How will you change the world tomorrow? Are you ready to make a colossal impact on your surroundings while making a boatload of money in the process? Let's get started finding your customers.

Success Story:

Dear Todd,

I wanted to let you know it has been a year since I called you on the telephone and told you I wanted to quit my job. If you remember, I'm a factory worker, and the long nights and odd hours really took a toll on my health and my family. After working together, you taught me how to create a business that would get my family the income needed to quit my job. There have been some roadblocks over the past year, but I'm happy to tell you that I just bought a new house and I quit my job. My business is well into six figures a year and is growing like wildfire. I took the entire family to Starbucks on a Monday morning and watched the traffic as it went by. It was awesome! Thanks so much. I am looking forward to always taking it to the next level.

- Justin, Arkansas

Part 2

Finding Cash Buyers

Cash buyers are one of the most important parts of wholesaling. These are your customers who will buy from you over and over again. You must market for them and build a relationship with them. Look at them as an investment and you will feast for a lifetime.

There are many ways to find cash buyers. Here is my favorite strategy:

- Find out where the foreclosure auction is.
- Get there 45 minutes early.
- Interview buyers and find out what kind of properties they are looking for (*go to my site* www.nolimitsrealestateinvesting.com/cashbuyerinterview).
- Some buyers will be grateful to meet you, while others may rude or not interested. Focus on the ones who are interested in doing business and ignore any negativity.
- Put them in the database. Here is the company we use now: www.nolimitsrealestateinvesting.com/crm.
- Make friends and keep in touch.
- Supplement this strategy by going to your local real estate investing clubs and doing the same steps outlined above.
- Always push yourself out of your comfort zone.
- Document the process and pay an intern or employee $15 per interview form so you can focus on the things that matter. Share your profits! Explode your lifestyle!

Important Definition:
After Repaired Value (ARV): This term describes what a house will sell for once it has been remodeled to MINT condition. This number is very important to our customers because this is the price they will be able to resell a property for once they buy the property and fix it up.

Part 3

Finding Inventory: Finding Great Deals from Motivated Sellers

There are many ways to find motivated sellers. A healthy business will use a variety of sources. Here are my favorite ways to get started. This is how you can find inventory for your cash buyers:

- Get a list of people who own rentals, second homes, or vacant houses. This is known as a non-owner-occupied list. Go to nolimitsrealestateinvesting.com/listprovider to find out who we use to buy our lists.

- Send a bunch of postcards to the list that say, "I'm interested in buying your house for all cash with a quick close. Call (619) 555-1212." Scared of spending money on direct marketing? Good. It's time to grow. I'll give you some ideas later in this blueprint on how to mail with a limited budget. Check out www.nolimitsrealestateinvesting.com/yellowletter to find our provider.

- Set up a voicemail to accept or forward incoming calls. **DO NOT USE YOUR CELL PhONE!** Use something that can grow with you. The provider we use is robust and extremely reasonable. Check out: www.nolimitsrealestateinvesting.com/phonesystem

- Call all sellers back at a set time and use a CRM to enter every lead in the database. A CRM is a Customer relationship manager. Amatuers keep notes on pads and scrap pieces of paper. NO LIMITS Wholesalers™, know ever lead is gold.
  EVERY LEAD GOES INTO THE DATABASE. NO LEAD LEFT BEHIND!

- Make an appointment with the sellers who have a situation that causes them to want to sell the property, as well as a timeline in which they want or need to sell.

- Meet with motivated sellers and negotiate the best price you can. Use your cash buyer's buying criteria as a guide to where you need to be. This number usually runs about 60 to 80 percent of the after-repaired value (ARV) of the property minus repairs and profits. If you're confused as to what to offer, just negotiate the best price you can. You can always renegotiate later. Another tried-and-true method is to lock the house up for lower than any other properties have sold for in the area in the past six months.

- Lock the property under contract as fast as possible. Make sure to have an "out" clause in your agreement so you can back out of the agreement if you can't sell it. You can also agree to put a small deposit down of $100 or so; if you're not scared to lose it, then let that be your out clause.

- Ignore some of the nasty calls and spend time with those who are interested in doing business.

  Follow up on the phone with all sellers who weren't ready to do business at least once a month. The phone is your weapon and the CRM will help you stay organized.

- If you have no money for postcards, don't make excuses. Take full accountability and suck it up until you have some cash in the bank. Here are some suggestions:

    - Handwrite letters until your hands fall off. I did my first deal from a bunch of letters that I wrote myself. It may be long and boring, but it will pay off.

    - Find a partner who has $5,000 to $10,000 to invest in your business and agree to split deals for a period of time.

    - Sell some stuff, get a second job, get rid of your Starbucks habit, or sell a kidney on the black market … I don't care. No excuses. If you want it bad enough, you will find a way to get through the short-term pain for the long-term gain. BRING IT!

Success Story:

Dear Todd,

It's Michael from Atlanta. You asked me to share my story, so here it goes. Four years ago, I was living in my car and had $250 to my name. I called you to purchase your course and I distinctly remember asking you to break it into a few payments so I could afford it. I was in such bad financial shape, I didn't even have a bank account and I had to send you money orders. Through your education, I have completed dozens of real estate deals. I am closing another one this Friday that should be around $9,000 in profit and that came from a simple letter. This business and your instructions have changed my life. I'm ready to take it to the next level.

- Michael, Atlanta, Georgia

Part 4

Sell your property To Your Cash Buyer

You have now found inventory for your cash buyers. It's time to create a feeding frenzy and sell your property for top dollar

- Take a bunch of pictures and/or a video of your new property.
- Price the house right at your buyers' buying criteria to maximize profit.
- Call up buyers and tell them you have a HOT property and that you don't expect it to be on the market for long.
- Create urgency at the property by having more than one person show up at once. This will create a feeding frenzy or let them know that you have several people interested. Remind them that the first person to leave a deposit will get the property.
- Ask for a deposit and act like you have done this a thousand times even if you're broke. One thousand dollars is the absolute minimum; I always collect at least $5,000.
- Have the buyer cut a check to the title or escrow company or to you personally; it is your choice.
- Continue to market the property on Craigslist and at your local real estate investing club to build your buyers list.
- If you can't sell the property in a few days, you're probably too high on price. Get a price from your buyers and then go back and renegotiate with your seller. I am rarely unable to get a reduction when I have negotiated a bad deal. Turn your dogs into moneymakers with a simple phone call.

IT WORKS!

Success Story:

Dear Todd,

A hundred and nineteen days ago you challenged me to live a life of abundance. For those who don't know the story, I was going through bankruptcy, lost my job, and had $4,200 in the bank with $5,000 in monthly expenditures. I had a wife and two kids to worry about and I had a choice to make. Get another job and live life to "exist" or live life without limits.

I remember your encouragement and your belief in me that I could succeed in this business. I had no experience in real estate and no knowledge of real estate investing, but I accepted your challenge to become a full time NO LIMITS Wholesaler ™. I committed that I was going to make this business work for me no matter what the cost.

Well, it has been more than 90 days, but in eight months, I have generated $82,341.21 in profits. I made every mistake in the book. With your help, I have been increasing the number of deals and my deal size. I'm doubling my business this year and I'm working less. To those who are thinking about making a change … Just Do It.

- Tom, Port St. Lucie, Florida

Part 5

Go To Closing And Get Paid

The best part about wholesaling, besides the fact that it doesn't take a ton of cash, credit, experience, or the hassle of dealing with tenants, is that your title or escrow company will handle all of the paperwork. Here is how to close the deal:

- Don't stop marketing for motivated sellers. Almost all new investors make this mistake. Keep your pipeline full at all times.

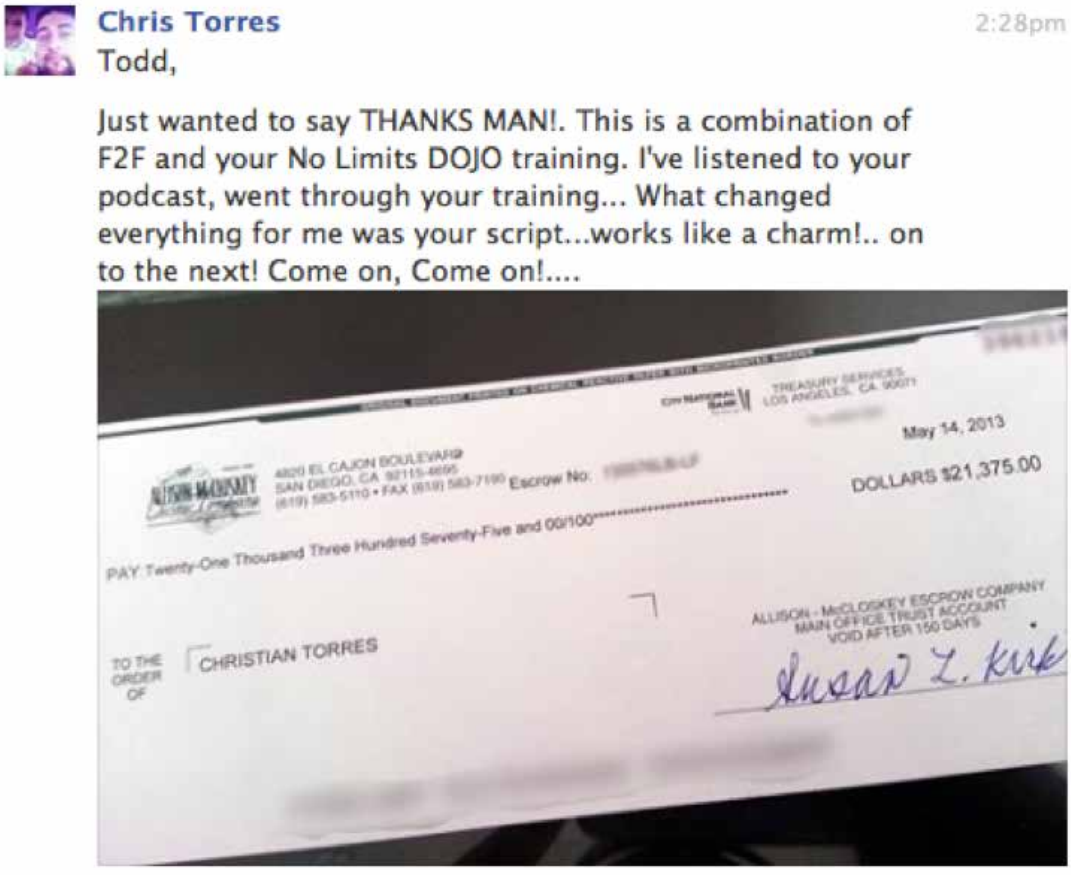
- Go to a title/escrow company that can handle an assignment of contracts or double closings. You can and should do this even before you have a property. You can find one by asking other investors in the area or just by calling companies and asking them. You want to work with a title or escrow agent who has at least 20 years in the business. Don't get discouraged if the first few say "no"; keep calling until you find one.

- If you're making less than $15,000 on your deal, assign your contract (sell your contract). This is where your buyer pays a fee just to take your place on the purchase contract. You buyer will see the profit you are making. Don't be ashamed or embarrassed. You are a professional getting paid for your skill. If a buyer gives you a hard time, tell her this property may not be for her. This usually will solve the problem if there is one. Serious cash buyers understand the game and won't have a problem with you making a nice profit as long as you're giving them a great deal.

- If you're making more than $15,000 then go ahead and do a double closing. In this scenario, you are literally closing on the property and reselling it to your new buyer. The neat part is that you use your buyer's money to close. I'm not going to go into the mechanics here—they are not important. The title or escrow company will handle all of it and they will get paid for it.

- Don't over-analyze this. You don't need any cash to do this type of closing. Take massive action and figure out the details as you go.

- On closing day, show up and pick up your five-figure paycheck or have the money wired into your bank account. Personally, I prefer wires, but there is something about that first check that you will never forget!!!!



Part 6

Taking it to the next level

($10,000 a month operation)

Don't settle for one or two deals every now and then. You want an insanely abundant lifestyle, so push yourself to grow the business. Most people who wholesale live in the "amateur" zone. Let's do this the NO LIMITS way:

- After you have earned your first check, commit to investing at least 35 percent back into your business.
- Mail a ton and start exploring other marketing sources like internet marketing, bandit signs, recruiting bird-dogs and networking with other wholesalers. You can start selling their properties to your healthy buyers list. Every time you create a new marketing stream, find a way to systematize it so it happens without your effort or presence.
- Track your marketing efforts meticulously. NO LIMITS Wholesaling™ has very little to do with real estate and everything to do with direct marketing. BTW: I started out handwriting my letters myself because I had no money. I now mail over 100,000 postcards every month. The response is low, around a one-half to one-percent response rate, but I don't need many phone calls to make my money back. Know your numbers!
- Make sure you are getting phone calls every day from a variety of sources. Marketing is everything, and remember, you are not a real estate investor. You get paid for marketing, negotiating, and locking up the deal.
- Once you are too busy to take all of the incoming phone calls, consider hiring a team member to handle all of the incoming calls from the sellers. Give him a script to use and have him input every lead into the CRM. Once your time is freed up, you can spend time working with the most motivated sellers. Let your new team member work the leads that are not ready to sell. NO LEAD LEFT BEHIND. You can pay 100 percent commission if you're providing leads to your team.
- Make sure to document your systems, policies, and procedures so that hiring and training others will be a breeze.Check out http://www.nolimitsrealestateinvesting/jing. Document everything you do so you can compensate others well for building the business.
- Dedicate yourself to constant self-improvement both in and out of business.

Part 7

Scale Your Business to

($50,000+ a month operation)

Are you ready for the big bucks? Want to work less than 20 hours a week and make over a million bucks a year? Here is how to become part of the upper echelon. Hint: Growing your company to this size will actually require you to work less.

- Hire an acquisitions manager to meet with all of the motivated sellers. You can pay 100 percent commission if you're providing leads.
- Commit to massive marketing campaigns through direct mail, bandit signs, radio, newspaper ads, internet marketing, and a bird-dog network.
- Hire a transaction coordinator to handle all of the details of the closing so you don't lose your mind.
- Master your systems and commit to constant streamlining and improvement.
- Target other markets to expand your business and even double or triple it overnight.
- Think big, push yourself, and act; don't overthink.

Hey Todd completed my 3rd Wholesale Today and made 6k! Thanks for everything and Love the new video! Congrats on the new addition to the family man thats awesome to here. My 1st Baby Girl will be here in 3 more months! Just had to give an update on whats going on with me. If you every come closer to the Michigan area I would love to work with you Im not in the Orange county area haha. Take care and God Bless

Unapprove | Reply | Edit | Highlight | Context | Delete

FAQ's

1. Q: I don't have any money to get started, what do I do?

A: Good, this will actually make you hungrier. Handwrite letters yourself, put out signs, or get a partner. No excuses! IF you have money, mail postcards now, mail hard, and when it hurts, mail some more.

2. Q: What if I have really bad credit or I went through bankruptcy?

A: Not a problem. When sellers have a real problem, the only thing they are thinking about is offloading their property. You are the solution. The only thing motivated sellers ask me is, "When am I getting my check?" There are no banks to deal with because your buyers are paying all cash or getting a hard-money loan to buy your property.

3. Q: I'm scared of looking like an idiot in front of a seller; I need to get more education.

A: You should always be educating yourself, but that should not prevent action. Massive action is what will make you money. You must risk failure to achieve the life others will only dream about. Babe Ruth was a homerun king, but he also holds a similar ranking for the number of strikeouts. Wouldn't it be sad if you looked back on your life knowing that fear stopped you from achieving your dreams? It's time to start playing full out.

4. Q: If this is so easy, why isn't everybody doing this?

A: This business is very simple; however, it's not easy. Everybody wants to be rich, but only a few will be willing to take on the short-term sacrifice. If you want to make the big bucks, you will have to bust your behind up front and get through some adversity. If you are willing to do that, you can have an amazing business that will spin off massive amounts of cash up front. It is work, but I happen to think it's a lot of fun and I love the challenge.

5. Q: Do I need to be a real estate agent to do these deals?

A: No, you are not representing anybody in these transactions; however, if you want to get a license, go ahead, as there are plenty of advantages. Remember though, never let that prevent you from taking massive action. Procrastinating on your marketing and meeting with sellers will lead to failure. Massive and decisive action will reap massive results.

6. Q: What if I send out letters and I don't do a deal?

A: Sure, that could happen. Keep mailing and eventually you will find a deal. Consistency is essential, and you must have faith to be a success in this business. If you want a

definite paycheck (albeit a tiny paycheck), this business may not be for you; however, I happen to enjoy creating $20,000, $30,000, and even $50,000 checks on demand several times a month.

7. Q: How much money can I make?A:

This is completely up to you. Some people start this business and then give up when they hit some adversity. Others persevere and create an insanely abundant lifestyle. A $1,000,000 annual income is certainly attainable with massive action and the right training. Most people will never achieve this because they aren't willing to deal with short-term pain for long-term gain.

8. Q: Todd, do you offer more training?

A: Yes, check out http://nolimitsrealestateinvesting.com/wholesaling-webinar

9. Q: How fast can I do my first deal?A:

Again, this is up to you. I have seen students do a deal in the first week while others take 90 days. I can guarantee you that if you quit, you will never do a deal. You must go "all in" on your first deal and many more will find you. After the first deal, focus on growing the business the right way.

10. Q: What if there is a lot of competition in my market?

A: Competition does not exist for winners. Mega-successful investors know that "so-called" competitors are more like partners. They are tremendous resources of knowledge and motivation, as well as deals. I often re-wholesale deals from other wholesalers. I live in an area where a lot of people are sending out direct mail and marketing for motivated sellers. There are more than enough deals for everyone. Seek out the best investors in your market and push each other to be your best. Before you know it, every investor in town will be asking why you are able to do so many deals.

11. Q: What if a seller yells at me on the phone or gets mad at me because I'm trying to make money?

A: It might happen; just get over it and know that it's the seller's issue and not yours. The majority of people are happy to speak with you, and you offer a legitimate service that you can get paid handsomely for. Let some of your positive energy rub off on them.

12. Q: Can I use virtual assistants to do deals?

A: Yes, but don't even think about having VA's do deals for you until you understand how to do one yourself or speak with motivated sellers. Focus on the fundamentals first, and then worry about outsourcing. Check out http://nolimitsrealestateinvesting.com/outsourcing to hire your first virtual assistant. Start with simple administrative tasks like checking voicemail messages and updating the CRM.

Live Without Limits,

Todd Toback

No Limits Real Estate Investing