

HOW A NEWBIE CAN START BUILDING WEALTH THROUGH REAL ESTATE



Hosted by Brandon Turner!

Host of the BiggerPockets Podcast

Author of *The Book on Rental Property Investing*

 @BeardyBrandon



WELCOME!

(you rock!)

GET TODAY'S WORKSHEET:

[www.BiggerPockets.com/
NewbieWorksheet](http://www.BiggerPockets.com/NewbieWorksheet)

Name: _____

How a Newbie Can Start Building Wealth Through Real Estate

A Free Webinar from BiggerPockets.com

Free Gift #1: www.BiggerPockets.com/ _____
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The Four Ways Real Estate Can Help You Build Wealth:

a.) Cash _____
b.) _____
c.) _____ benefits
d.) Loan _____

"Your life does not get better by _____, it gets better by _____." - Jim Rohn

The Six-Step Plan to Getting Started with Real Estate:

1.) _____
2.) _____
3.) _____
4.) _____
5.) _____
6.) _____

URL for the BiggerPockets Rental Property Software: www.BiggerPockets.com/analysis

The 10 Biggest Mistakes New Investor's Make:

Never Get _____	Don't plan for _____
Buy the _____ deal	Pick the wrong _____
_____ the deal wrong	Don't _____ enough
_____ ARV or Rent	Let lack of _____ stop them
Underestimate _____	Listen to other's _____

"A Year from Now You May Wish You Had Started Today" -Karen Lamb

WHAT WE'LL BE TALKING ABOUT TODAY:

WHAT WE'LL BE TALKING ABOUT TODAY:

- Intro and Door Prizes!
- About BP / About Me
- The **6 Steps** to Getting Started
- Common **Newbie Mistakes**
- **Tools** to Help You Get Started
- **Question & Answer** Time

In this webinar, I'm going to show you the exact **six-step process** needed to achieve financial freedom through real estate.

DOOR PRIZES!



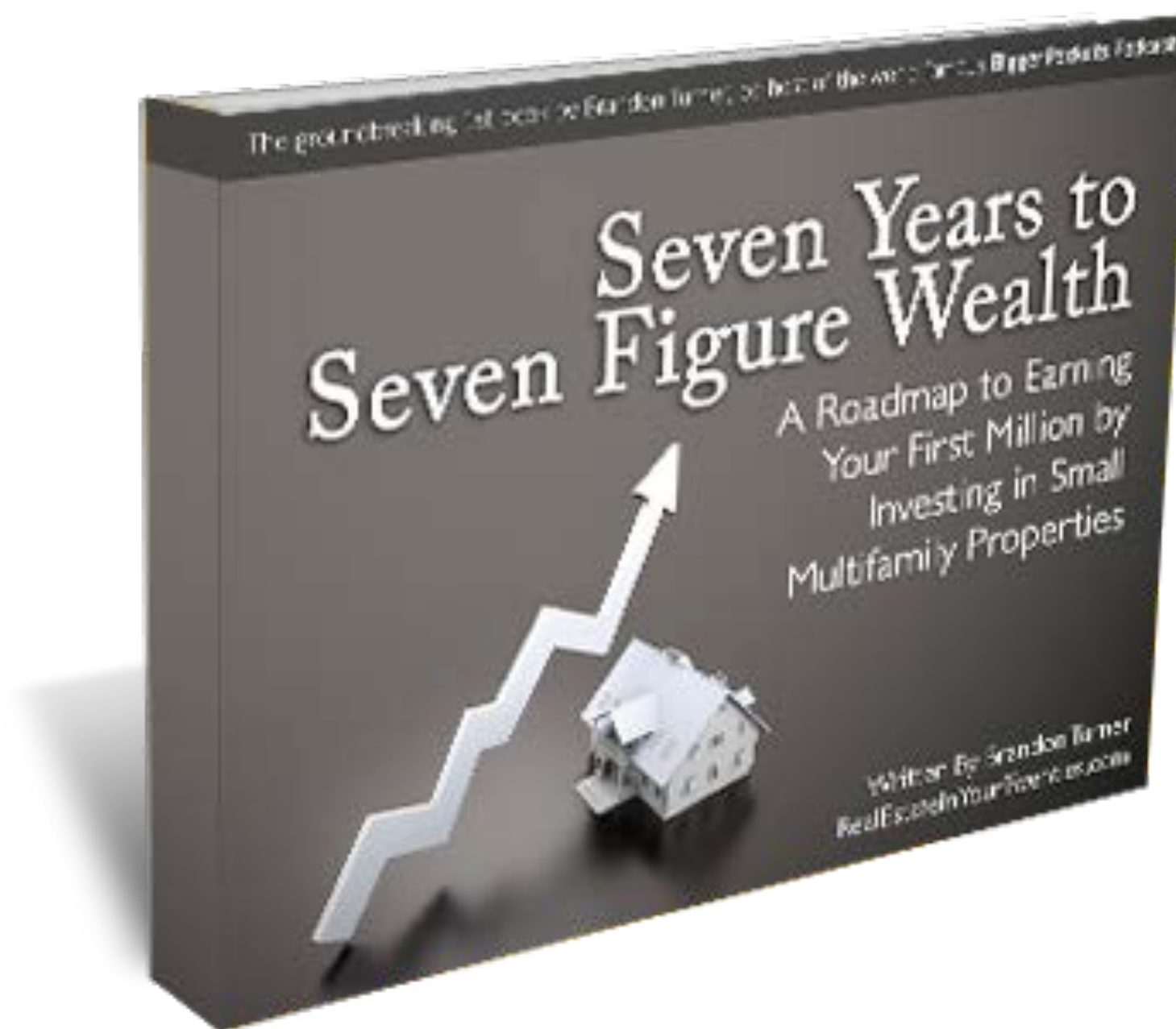
www.BiggerPockets.com/books

DOOR PRIZES!

(At the end!)



www.BiggerPockets.com/1228/worksheets



www.BiggerPockets.com/RealEstateYourFuture.com

How Can Real Estate Help You Build Wealth?

1. Cash Flow
2. Equity
3. Tax Benefits
4. Loan Paydown

THE REAL REAL REASON:











THE PROBLEM:

Most Newbies Never Buy a Single Property.

WHY?

Two Reasons...





ABOUT ME



BRANDON TURNER
Real Estate Investor
Montesano, WA

ABOUT ME



BRANDON TURNER
Real Estate Investor
Montesano, WA

- Real Estate Investor



ABOUT ME



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Real Estate Investor
Montesano, WA

- Real Estate Investor



ABOUT ME



BRANDON TURNER
Real Estate Investor
Montesano, WA

- Real Estate Investor
- Co-host of the BiggerPockets Podcast



ABOUT ME



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Real Estate Investor
Montesano, WA

- Real Estate Investor
- Co-host of the BiggerPockets Podcast
- Author



ABOUT ME



BRANDON TURNER
Real Estate Investor
Montesano, WA

- Real Estate Investor
- Co-host of the BiggerPockets Podcast
- Author (4 books and counting!)
- Travel-addict



But...

THE HUMBLE TRUTH



The Humble Truth

I almost gave up...

I was unsure how to invest

I was nervous about making mistakes

I didn't want to lose money...



The Humble Truth

I almost gave up...

But then I found
BiggerPockets and
started to learn from
others...



The Humble Truth

I almost gave up...

Over time I discovered “the truth” about real estate investing - and I’m gonna share it with you today - so you can cut short the **learning** and **testing** and **failing time**.

Get the good info without the embarrassing bad experiences.



The Humble Truth

I almost gave up...

Today:

I've purchased nearly
100 units
Landlord/Flipper
Financially Free



Let's get to it!



How Do I Get Started?

The 6 Step Plan

1. Commit



**Are you committed to
investing your **time**?**

**Are you committed to
investing your **skills**?**

**Are you committed to
investing your **mind**?**

**Are you committed to
investing your **money**?**

**Are you willing to
do what it takes to find
success?**

2. LEARN AND PLAN

Niches | Strategies

Niches | Strategies

Single Family
Houses

Small
Multifamily

Apartments

Commercial

Notes

Niches | Strategies

Single Family
Houses

Flipping

Small
Multifamily

Rentals

Apartments

Wholesaling

Commercial

Notes

You don't need to
learn it all.

3. SHOP

1. MLS (agent)
2. Direct Mail
3. Driving for Dollars
4. Craigslist

4. ANALYZE

“If you don’t have the **right math** going into a deal, you’ll never get the **right profit** coming out of it.”

The #1 most important skill an investor can have is knowing
how to analyze for a deal.

Let's analyze a deal!

5. FINANCE

1. Cash
2. FHA | 203(k)
3. Partnerships
4. HELOCs
5. Seller Financing
6. Lease Options
7. Hard Money
8. Private Money

"I would have loved to have had this book when I first started investing...
Brandon's book has given me amazing ideas on how to get my business
to the next level."
— J. Scott, bestselling author of The Book on Flipping Houses

 BiggerPockets Presents...

THE BOOK ON

Investing in Real Estate with

No ^(and Low) Money

DOWN

Real Life Strategies for Investing in Real
Estate Using Other People's Money.

By Brandon Turner

Author of The Book on Rental Property Investing, active real
estate investor and co-host of The BiggerPockets Podcast

When you have a great deal,
financing becomes **much easier**.

6. BUY, MANAGE, AND FIND FREEDOM.

THE TOP 5 BIG MISTAKES NEW INVESTORS MAKE

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- Buy the WRONG deal

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- Buy the WRONG deal
- Analyze the deal wrong

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THE TOP 5 BIG MISTAKES NEW INVESTORS MAKE

- Buy the WRONG deal
- Analyze the deal wrong
- Let lack of money stop them
- Listen to other's negativity
- Never take action and START

**I DON'T KNOW WHY YOU CAME HERE
TODAY...**

I DON'T KNOW WHY YOU CAME HERE TODAY...

- Maybe you are tired of working your 9-5 job, stuck in a rut of commuting, bosses, and servitude?
- Maybe you are looking to become a better spouse, parent, or friend... but need more freedom for that?
- Maybe you are looking for more time to spend on the things you love, with people you care about?

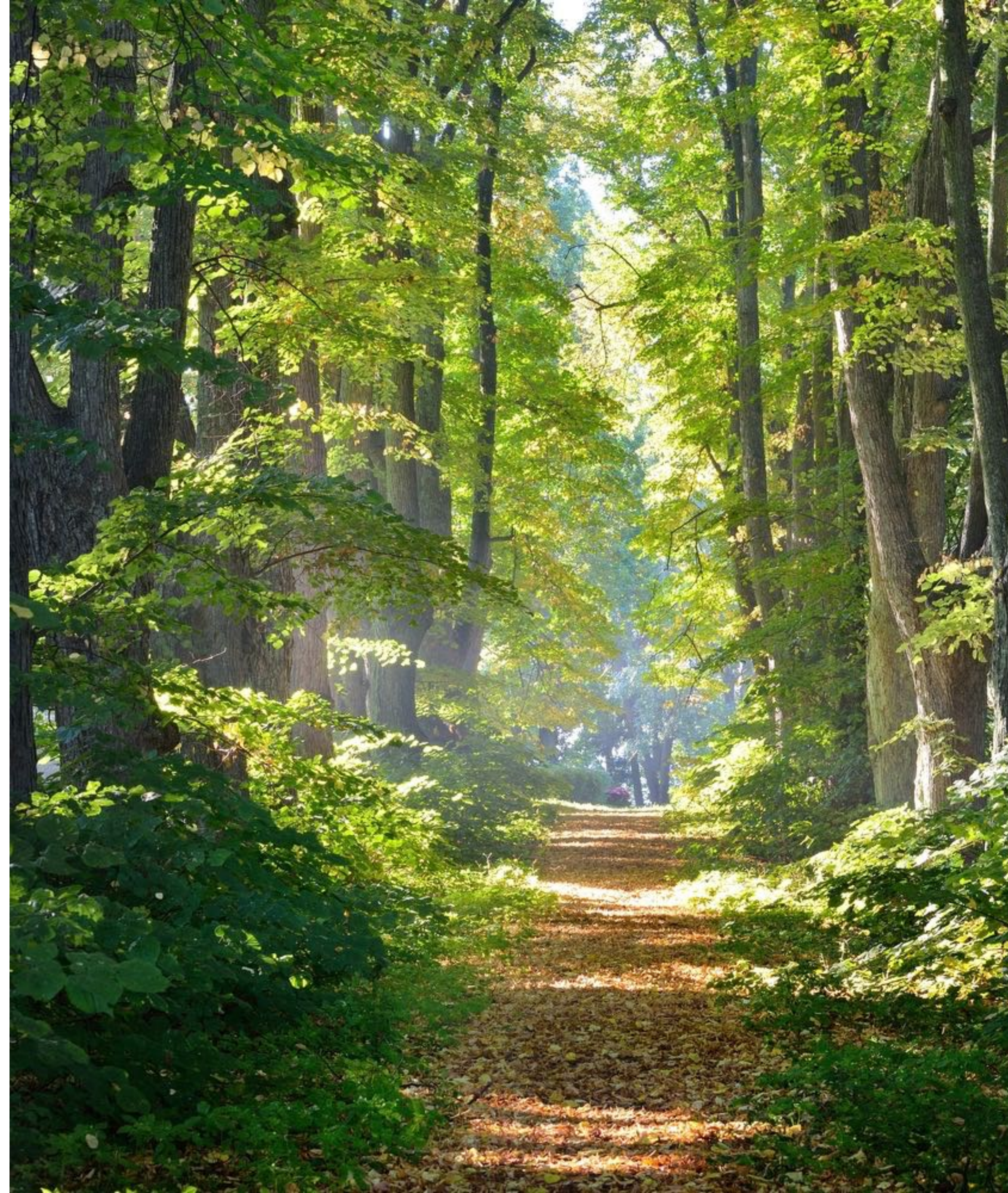
**BUT I DO KNOW THIS IS TRUE FOR ALL
NEWBIES...**

IT'S SCARY!

**THIS IS WHAT
JUMPING INTO
REAL ESTATE
OFTEN FEELS LIKE:**



**BUT THIS IS THE
TRUTH ABOUT
GETTING STARTED:**



BUT ONLY IF YOU TAKE ACTION.



Dennis 

to me 

11:52 AM (0 minutes ago)



Hey Brandon,

Wanted to thank you and BP. After attending your webinar on how to make \$1000000 in real estate I got inspired to take action. So last week I closed on my first deal. I now have a triplex that is rented and will cash flow very well for me. I can now call myself a real estate investor. I have a plan moving forward and will make my business a success.

Thank you



**ARE YOU COMMITTED TO
TAKING DAILY ACITON
UNTIL YOU ACHIEVE YOUR
GOALS?**

**ARE YOU INTERESTED IN
HEARING HOW
BIGGERPOCKETS PRO CAN
HELP YOU GET THERE FASTER
AND REDUCE YOUR RISK?**



BiggerPockets

PRO

Seven reasons to go Pro...



1. Make Smarter Decisions with the BiggerPockets Property Analysis Tools

Screen for GREAT Deals That Will
Help You Achieve Your Goals

Avoid Bad Deals That Will Hurt You

www.BiggerPockets.com/analysis



2. Connect With People Who Can Help You Succeed

Find Lenders, Partners,
Investors, Agents, and More
Through [BiggerPockets.com/
meet](https://BiggerPockets.com/meet)



3. Show The World You Are Serious About Taking Action

Get the “PRO” badge next to your name/photo, add a custom Forum Signature, and upload a Profile Video!



4. Post Your Needs/ Haves in the Marketplace

Need a deal? Have a deal? Post
about it in the Marketplace at

[www.BiggerPockets.com/
marketplace](http://www.BiggerPockets.com/marketplace)



5. Watch All The Previous BiggerPockets Webinars

Any time, any device,
unlimited.

Over 50+ hours of video
education.



6. Reduce your risk with state-specific Landlord Forms



- Comprehensive Residential Lease
- Pet Addendum
- Lease Extension
- Rental Application
- Move-in/Move-out Form
- Lease Amendment
- Lease Addendum
- And more!

7.

BECAUSE IT WORKS.

7:15



drpersuit

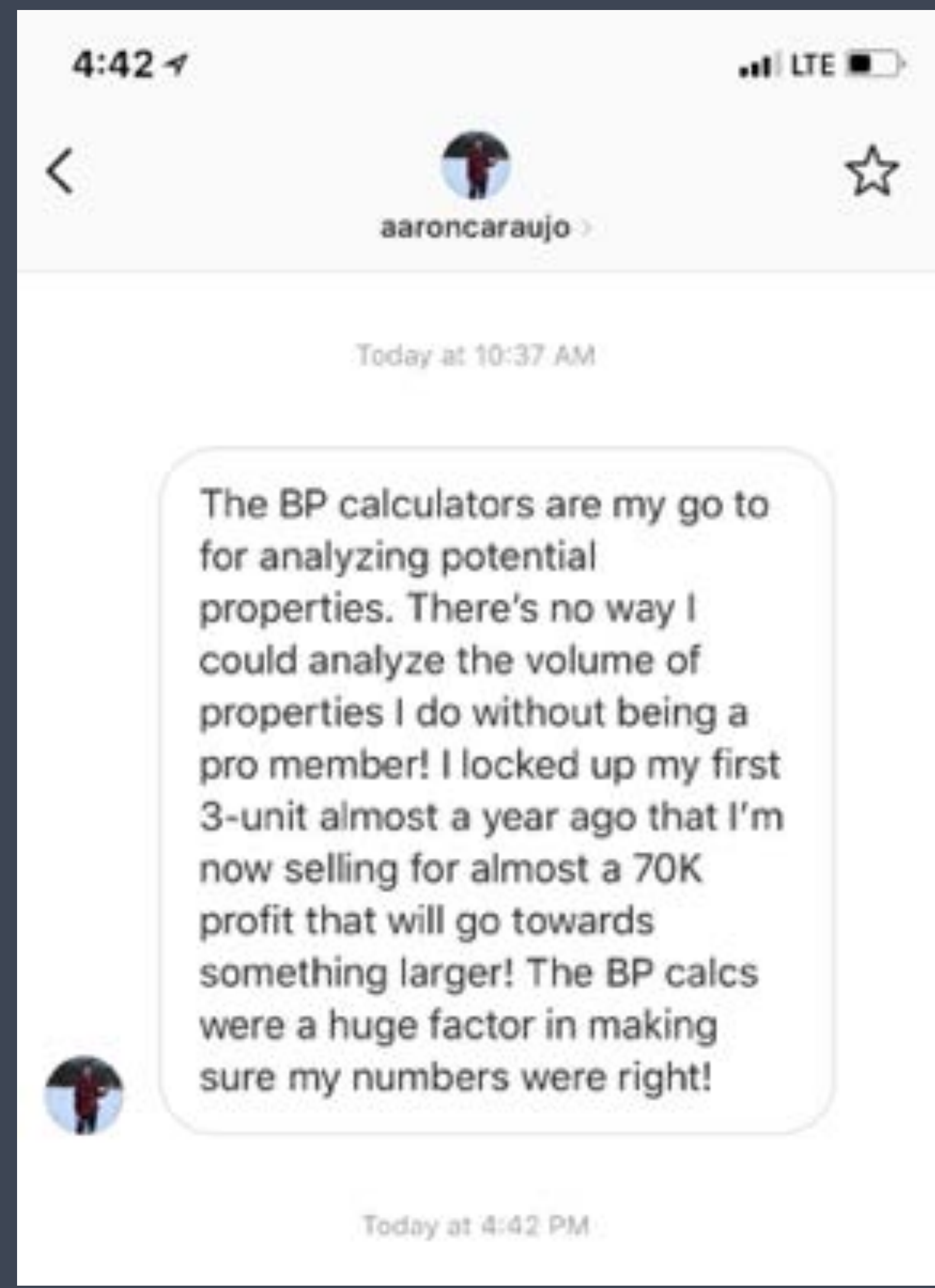
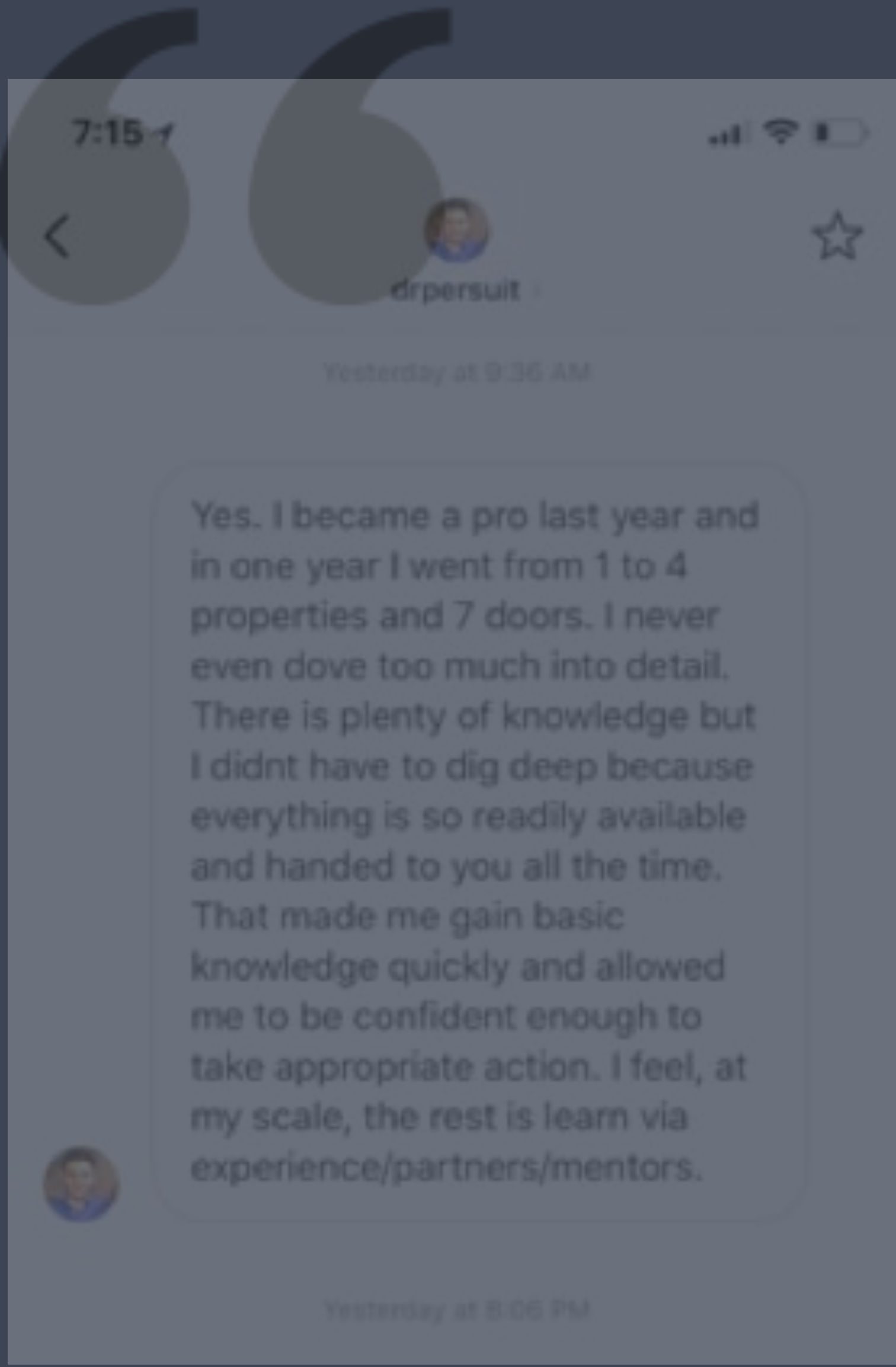


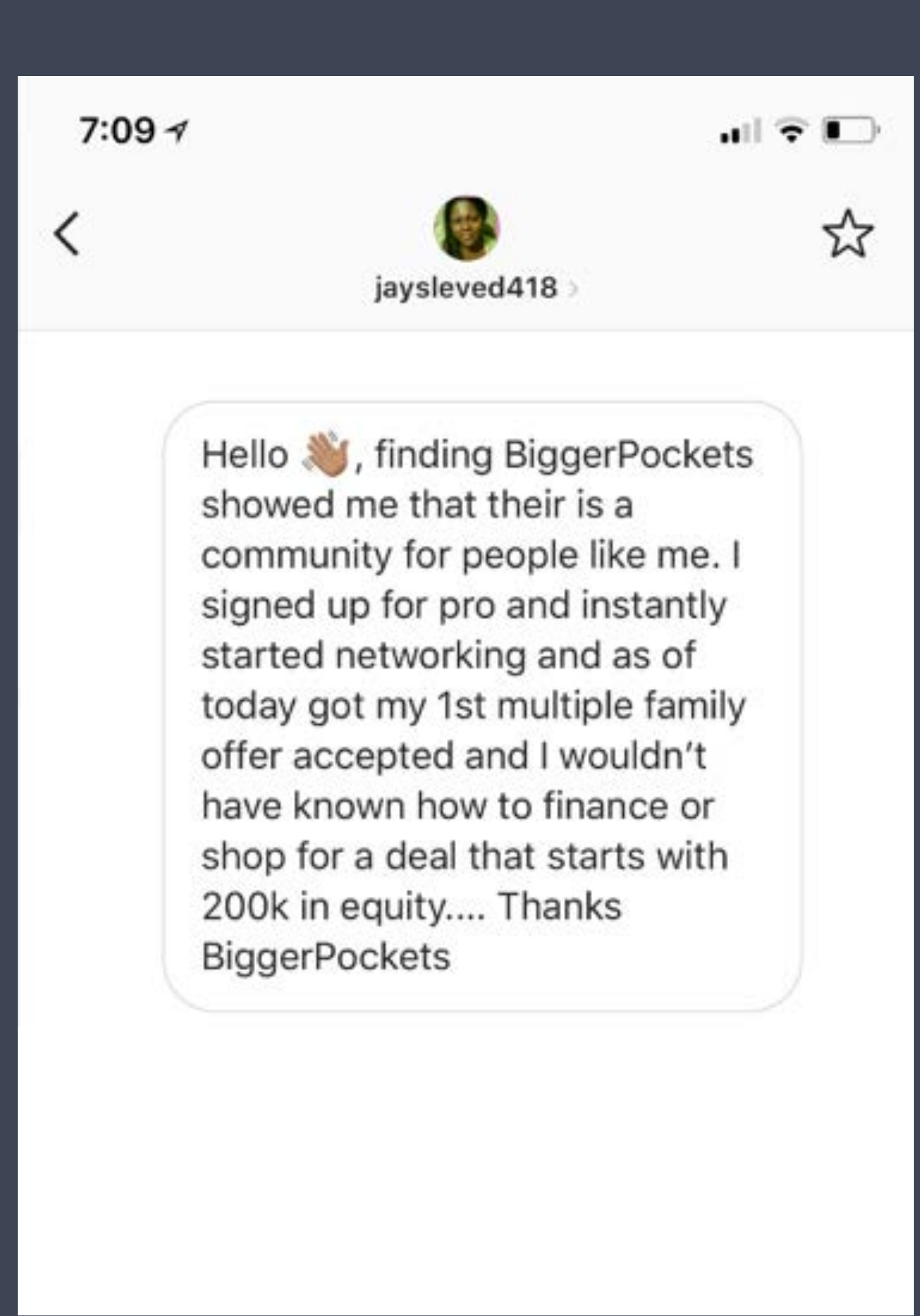
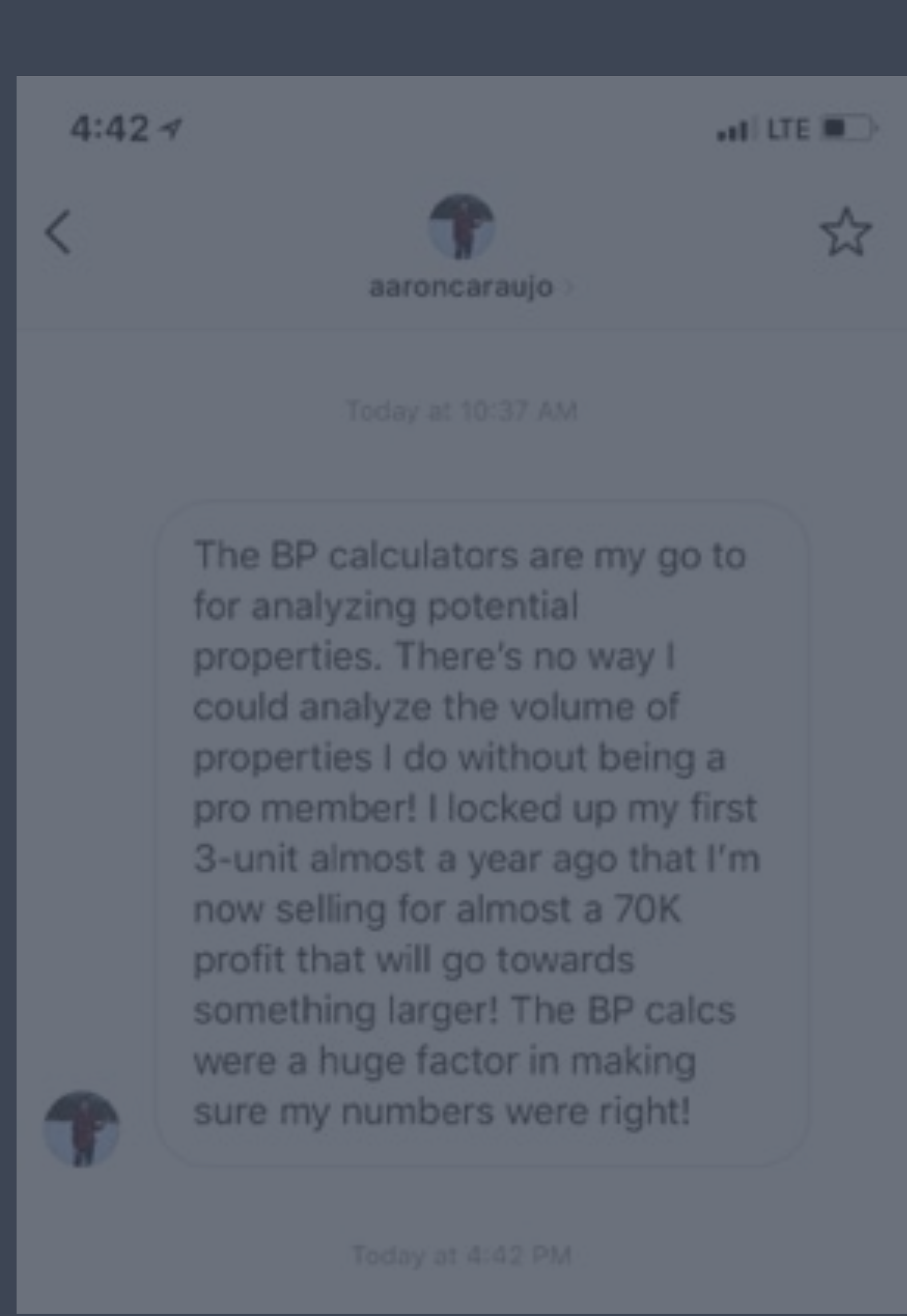
Yesterday at 9:36 AM

Yes. I became a pro last year and in one year I went from 1 to 4 properties and 7 doors. I never even dove too much into detail. There is plenty of knowledge but I didnt have to dig deep because everything is so readily available and handed to you all the time. That made me gain basic knowledge quickly and allowed me to be confident enough to take appropriate action. I feel, at my scale, the rest is learn via experience/partners/mentors.



Yesterday at 8:06 PM





BiggerPockets PRO

Is for...



- Those who are 100% committed
- Those who need to maximize their time
- Those who need partners, lenders, or special advice
- Those who want to analyze a lot of deals
- Those who plan to invest THIS YEAR.
- Those who are committed to hard work.



Just wanted to say thank you for the webinar. It was very informative and gave me several good ideas. I signed up for pro and used the calculator you demonstrated to evaluate and make offers on 2 deals I found. 1 was accepted (currently listed on Marketplace) the other the seller was unyielding in price even after I showed them the numbers (oh well their loss). So again I just wanted to say hello and thanks.

How Much is BiggerPockets Pro?



How Much is BiggerPockets Pro?



\$100,000

\$50,000

\$20,000

\$10,000

How Much is BiggerPockets Pro?



~~\$100,000~~

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How Much is BiggerPockets Pro?



~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

\$2,000 per year

How Much is BiggerPockets Pro?



~~\$100,000~~

~~\$50,000~~

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~~\$10,000~~

~~\$2,000 per year~~

How Much is BiggerPockets Pro?



~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

\$390 per year

Bonus #1

Pro **Annual Bonus!**



Get The 2012
BiggerPockets
Conference Audio (over
25 hours of real estate
audio training) for FREE.

\$300 Value

Webinar Only
Pro Discount Code: NEWBIE

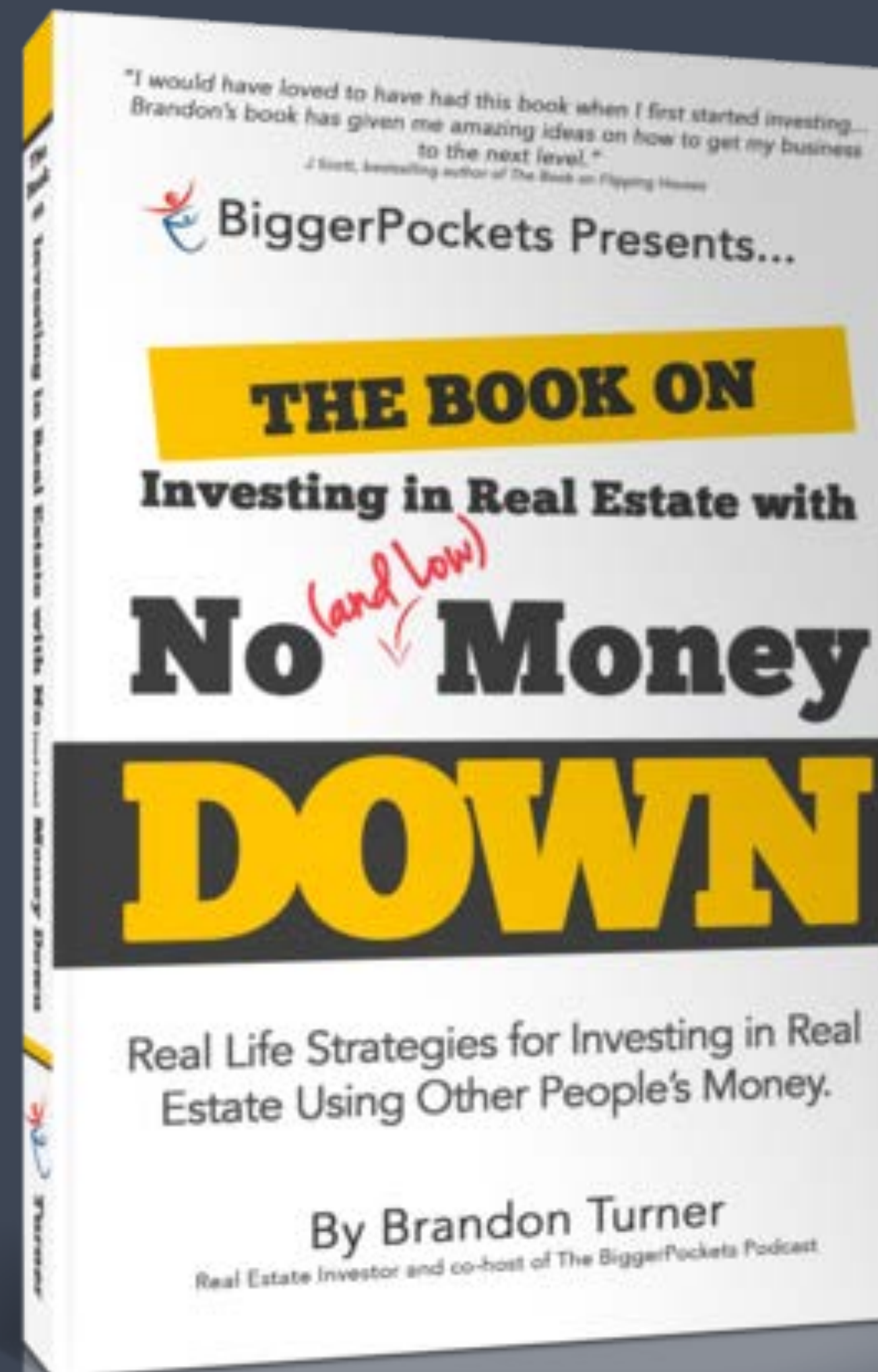
 BiggerPockets[®]

Bonus #2

Pro Annual Bonus!

Get a digital copy of “The Book on Investing in Real Estate with No (and Low) Money Down” for FREE

\$19 Value



Webinar Only
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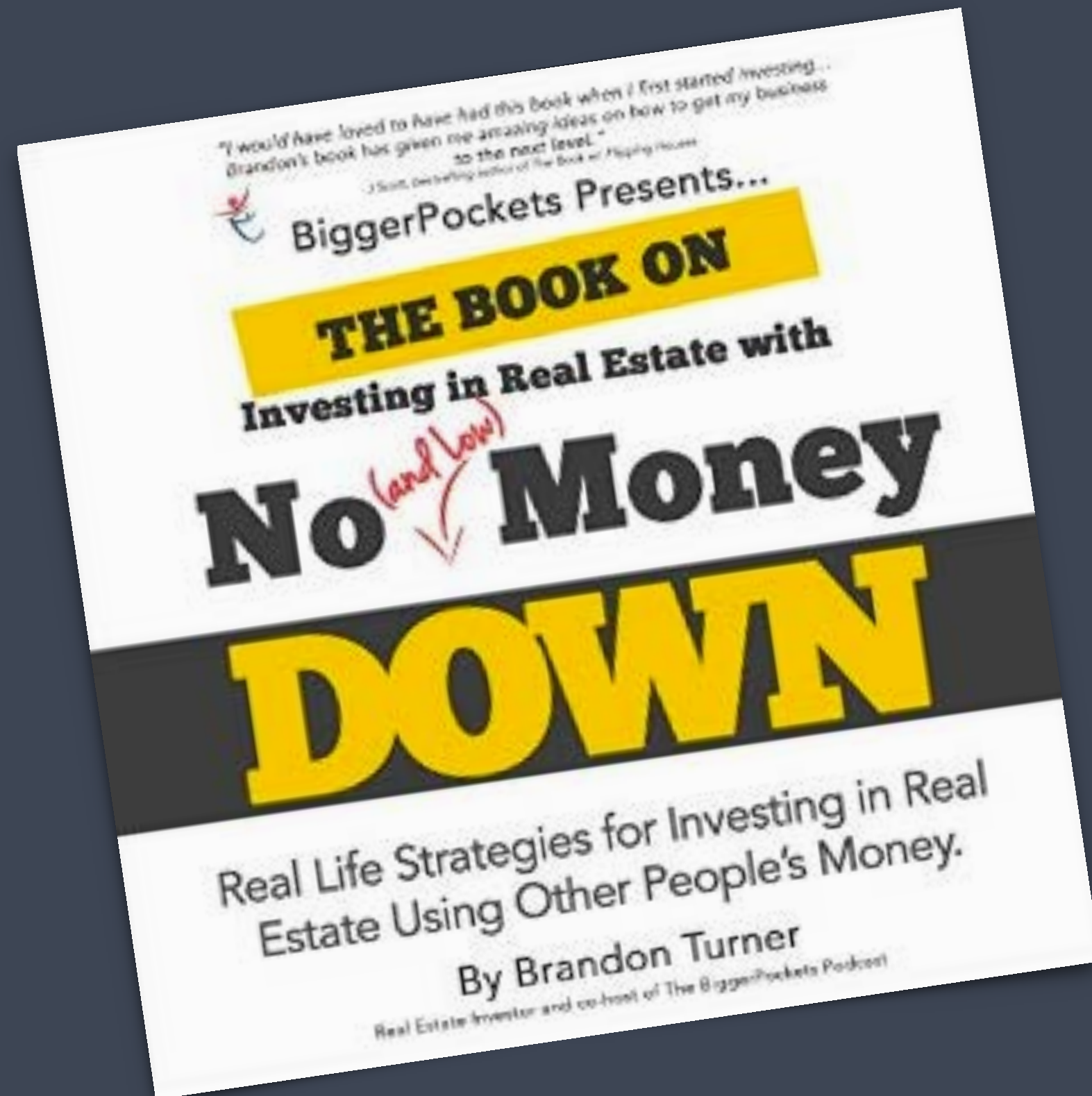


Bonus #3

Pro Annual Bonus!

Get the digital audiobook
of “The Book on
Investing in Real Estate
with No (and Low) Money
Down” FREE

\$19 Value

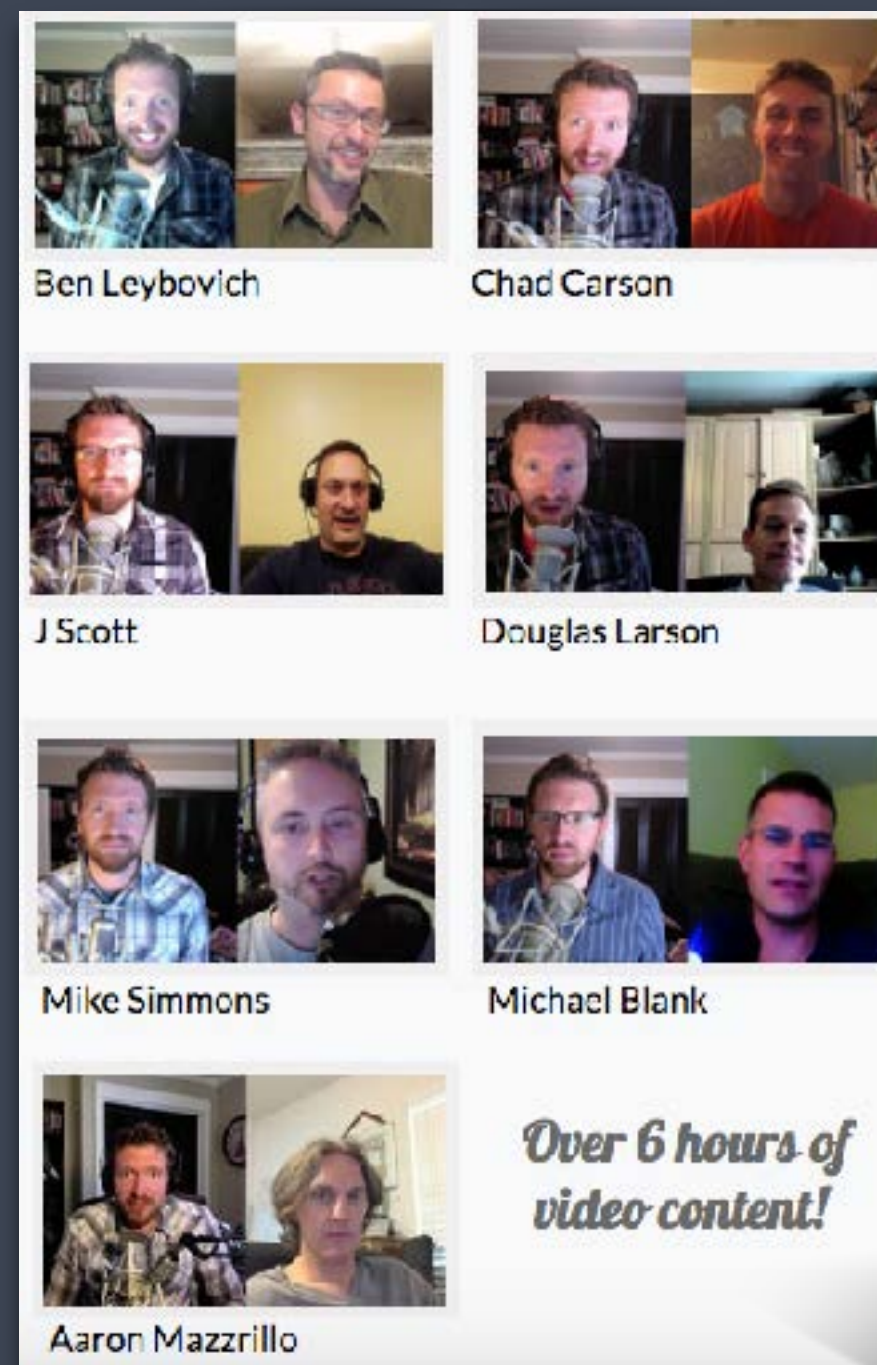


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“How to Find Incredible
Real Estate Deals” Plus
seven mp3/video
interviews with creative
investors!

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Bonus #5

Pro Annual Bonus!

Get a 2-hour video recording of “How to Invest in RE with No (and Low) Money Down” - FREE

\$200 Value



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Bonus #6

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Full-Day Recorded Workshop:

**“8 Steps to Rental Property
Success”**

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Nashville, TN

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Webinar Only
Pro Discount Code: NEWBIE

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Save \$78!



(just \$.85 cents per day)

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Annual vs. Monthly?

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Let me know in the “question” area!

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How to Find Incredible Deals digital bonus book	\$19 value
2 hour video - “Investing with No Money”	\$200 value
full-Day Rental Property Workshop	\$200 value

**\$834+ value
in bonuses!**



BONUS #1



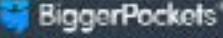
The Top 20 Real Estate Books Every Investor Should Read

A free guide from  BiggerPockets

By Brandon Turner, author of "The Book on Rental Property Investing"


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BONUS #2 and #3




HOW A NEWBIE CAN START BUILDING WEALTH THROUGH REAL ESTATE

A Webinar From




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The groundbreaking, fast-paced Brandon Turner, co-host of the award-winning BiggerPockets Podcast

Seven Years to Seven Figure Wealth

A Roadmap to Earning Your First Million by Investing in Small Multifamily Properties



Written By Brandon Turner
Real Estate Investor

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full-Day Rental Property Workshop	\$200 value

**\$834+ value
in bonuses!**

