

THE LEASE PURCHASE WEALTH REPORT

VOLUME 3 ISSUE 1

THE LEASE PURCHASE CASH MACHINE

If you love putting down large sums of money, getting late rent checks, rehabbing properties, and applying for mortgages, the Lease Purchase Cash Machine is not for you. However, if you want to learn an investing strategy that can turn your home office into a virtual cash machine, read on.

What is the Lease Purchase Cash Machine? It is a business you can run out of your home office with little to no overhead and without the hassle of tenants. You can create a 5-figure monthly income by working smarter, not harder. With a little know how, a fax machine, a computer, and a telephone you can create

multiple streams of income by collecting upfront profits, creating rent spreads and promissory notes, and consulting. You can develop large back end profits by controlling premium real estate and then selling your right to purchase to another party at closing.

In my opinion lease purchasing is the easiest way to make money in real estate. It is, in a nutshell, a lease in which then tenant has the option, but not the obligation, to purchase a property during the negotiated lease term.

Lease Purchasing enables you to control fantastic pieces of real estate without the hassles of ownership.



Todd Toback, AKA "The Lease Purchase Coach".

You later turn that control into cash. The Lease Purchase Cash Machine requires that you negotiate win-win contracts with motivated sellers. You can then sell this contract or control just like a (cont. on page 2)

ASK THE LEASE PURCHASE COACH?

Dear Todd,

Q: I am hearing a lot in the news about the "Mortgage Meltdown" and the falling prices of homes. Is now a good time to invest in real estate?

-Ricardo S. (Santa Barbara, CA)

A: Ricardo, great question! Ask yourself where these reports are coming from? Don't listen to the people who talk about how bad the market is. Listen to the people who are making money in this market! Our office doesn't generally invest in real estate, we

control it.

I can't think of a better market to start assembling your Lease Purchase Cash Machine in. Sellers cannot sell their properties because buyers are having a hard time getting financing. Buyers (cont. on page 3)

ISSUE HIGHLIGHTS

- *The Lease Purchase Cash Machine*
- *Ask The Lease Purchase Coach*
- *Deal of the Month*
- *Student Success Story*
- *New Products and Mentoring*

INSIDE THIS ISSUE:

THE LEASE PURCHASE CASH MACHINE	1
ASK THE LEASE PURCHASE COACH	1
DEAL OF THE MONTH	2
I-ON-I MENTORING VS. THE SEMINAR	3
NEW MENTORING AND PRODUCTS	4



Lease Purchasing, is the ultimate home-based business.

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THE LEASE PURCHASE CASH MACHINE (CONT. FROM PAGE 1)

a bank would sell a loan, to what we call the “tenant buyer”.

Tenant buyers are people who would like to get into a home today but for some reason cannot qualify for a loan. Some reasons for failure to qualify include; lack of 10-20% down payment, self employed without documented income, a recent decrease in salary (with an expected rise), a past short sale or foreclosure, or even past unpaid medical bills. It doesn't really matter what the reason is, as long as you are dealing with quality people. There are many people who are willing to pay you a premium for this “control”.

To get into a property, you typically charge a tenant buyer 2-5% of the purchase price before they move in. For example, on a \$400,000 property we would sell the contract for \$12,000 or 3%. Another option is to sublease;

you would make money upfront, and also a nice chunk of cash every month in rent.

For example we rent a property for \$1,500 and sublease it for \$2,000.

You can also increase the cash from your machine by becoming a “professional coach” and coaching sellers through lease purchase transactions. Reality is, there are so many ways to make money in lease purchasing that it truly is a cash machine. It takes very little or no money to do these deals and the only person you need approval from is the owner of the property.

WARNING: When controlling luxury properties, do not show your spouse. He/she may and probably will fall in love with one of the properties you control (usually with little to no money down), and want to move in. To save your marriage, give up the short term profits, move in to the property, and then sell

your option when your spouse finds an even nicer property to move into.

Want to learn how to create your own Lease Purchase Cash Machine? Give me a call (619) 464-2232 and ask me about my 1-on-1 mentoring program.



Our \$22,000 Deal.
Will I be writing about yours next?

\$22,000 IN PROFITS WITH \$1 DOWN

I'll keep this one short and simple. Last month a seller called me about her vacant luxury property in a small San Diego beach town. The market has been slow and she had no bites.

We turned on our Lease Purchase Cash machine and negotiated a 2 year lease term with a \$4500 monthly payment

(\$1 down). No payments were due until we sold the contract to the Tenant Buyer.

We ran our normal *Rent to Own* ads and we got a call off of craigslist. It was a couple who wanted the property, and they wanted in today! We sold the contract and made \$22,000 on the assign-

ment fee, and eliminated all liability. It sure beats working a 9-5! I should know, I used to work one.

P.S –Both parties were so happy with the deal that the seller gave me another property and the buyer gave me a nice tenant buyer referral.

ASK THE LEASE PURCHASE COACH (CONT. FROM PAGE 1)

want to buy, but can't because it is very difficult to get a loan. Your Lease Purchase Cash Machine can put together win-win deals, enabling sellers and buyers to come together without the banks. We have even developed our own "price protection guarantee" which protects our buyers and makes our deals twice as profitable.

We are now doing more business than ever before. Realtors, mortgage brokers, sellers, and buyers have never been more willing to deal. Don't sit on the sidelines in 2008. There is so much money to be made, you don't want to look back and say, "I wish I would have invested then." Look at it logically, ignore those who are less successful than you, and take

action! Great question Riccardo...Keep 'em coming.

If you have a question you would like answered in our newsletter, please feel free to email it to me at mentor@toddtoback.com.



Don't let this be you. Get off the couch, embrace the current market conditions, and make it happen.

1-ON-1 MENTORING VS. TRADITIONAL SEMINARS (HINT: PROFITS OF \$17,000)

A lot of people contact me with a familiar story. "Todd, I have been to real estate boot-camps and seminars and I have spent a lot of money. I love real estate...but I haven't made a dime." Does this sound familiar? Maybe you haven't spent much money, but are scared to get into real estate because you have no direction. Here is a letter from one of my mentoring students who was eager to "make it happen". I won't spoil it for you. Take a listen:

"Hi Todd,

WE HAVE TENANT/BUYER!!!

The seller gave his approval this afternoon. We're all meeting Monday at 4:30 to do the paperwork, and get the cashier's check. 8k up front, and 17k in a note (we still have to negotiate the terms). The TB's are THRILLED and love the house. The seller is pleased.

If I could scream in this email I would!

*Thank you, thank you, thank you, for your guidance and continuing encouragement! Todd, we would have lost this **lease purchase** deal if not for your guidance. You fine tuned our approach and gave us some creative ideas that basically closed the deal with the tenant buyer."*

I love to see successes such as these. My students made this deal happen. They only needed a coach and mentor to guide them along the way. The best athletes in history all had coaches; Michael Jordan, Tiger Woods, Peyton Manning, why would you go into investing without one?

If you want to change your financial future forever and work 1-on-1 with a mentor give me a call at (619) 464-2232.

Let's make some money together,

Todd Toback

*"Todd, we would have lost this **Lease Purchase** deal if not for your guidance"*



A \$17,000 deal. Our student did not put up any money to lock up this beauty.

Our Mentoring Programs and Products

Lease Purchase Mentoring

Work one-on-one with Todd using the most innovative real estate investing technique in the market. Todd will show you how to control desirable properties without risking cash or credit. There will be no talk of rehabbing properties, large down payments, or buying properties in bad neighborhoods. Learn how to make cash at the front of the deal, passive streams of income every month, and a fat check at the end of the deal. I work with students in all 50 states and Canada. Please call for pricing.

Teamwork Apprentice Program

You will work 1-on-1 locally with Todd learning the business of **lease purchase** investing. Profits will be split during the course of the mentoring term. You go with Todd on appointments, listen in on 3-way calls with sellers, and watch Todd collect the check or credit card from a tenant buyer. Try doing that in a seminar! This is a great way to get started in real estate as you see how the deals are done “hands on” in your backyard. Please call for pricing.

Lease Purchase Profits in a slow Market: One Day Boot-camp DVD Set and Contracts.

In this set you get; a 4 Disc DVD Set, cutting edge lease purchase strategies, sample contracts, and one 45 minute Telephone Mentoring Session with Todd Toback.



You will learn:

- Why the next few years are going to be some of the best years on record for real estate investors, and how sitting on the sidelines can cost you BIG!
- How to make huge profits on great properties, even when you pay almost full retail price!
- How to make the seller your partner and create nothing-down, high-profit, win/win, monster deals!
- How to offer your tenant buyers a “price protection” guarantee on their lease purchase homes and how you will make even more money if they take you up on this offer.
- How to create monthly cash flow with notes that can surpass your current salary and keep coming in whether you work or not!
- Why you never need to get another bank loan (at least upfront) to buy a property.
- How to build a six figure income from your home office and tell your boss you wish him well in his cubicle.

Wow! A one day boot-camp, all the contracts and forms you need to get started, and a mentoring session with Todd for only \$99!

(Normally \$149) Are you kidding me? No, Todd just loves to give good value. Shipping and handling is on Todd!

Credit Card # _____ EX Date: _____ CVV Code _____

Name on Card _____ Card Type _____ MC _____ Visa _____ Discover _____ AMEX

One Day Bootcamp DVD set with Contracts _____ Quantity x \$99 Total _____

Order online at www.toddtoback.com or fill out this form and send to SDHS INC. PO Box 1631 Spring Valley, CA 91979