



Rags

to

RICHES

Wholesaling

Introduction

Matt Shriver here, along with my Mentor Eric Medemar. Over the next few pages Eric and I are going to take you step by step through my success in the wholesaling business. If you don't know me by now, I author a blog that you can check out by [clicking here](#). However my main passion in life isn't blogging. It's real estate wholesaling.

Oh and by the way, **I'm not here to sell you anything so take your guard down for a while and just enjoy.**

If I'm not out to make money, then you may be asking yourself: Why did you waste your time with this Matt? Well, I decided to put this little guide together after the seemingly endless requests to know:

“How did you get started in wholesaling Matt?”

I'll be the first to admit. Until wholesaling came along I was frustrated like crazy by my lack of ability to get past “Thinking about real estate” and finally taking action on those thoughts.

Even harder to admit is the fact that I don't think I would have taken action at all had I not hit rock bottom in my life. I guess I kind of lost my *fear of failing* when my life was completely failing. If you catch my drift. Not that I would recommend that to any of you, but sometimes when there's no where to go but up, FAILURE doesn't appear to be that great of an obstacle.

Okay, so the purpose of this little guide is to give you some insight into what was going on in my head as I was bouncing along at rock bottom. I think the rock bottom part is one of the most important things to crawl into, because from my experience many of the people who come to me and want to know about wholesaling have set up a permanent address at on ROCK BOTTOM BLVD, which I promise – isn't the side of town that you want to live on.

Before we get started, my mentor insisted that he say a few words about me. Hopefully they'll be nice words (They better be, I pay him a hell of a lot of money).

Thanks,

Matt Shriver

Words From My Mentor

All of us like a good rags to riches story don't we? I know I do and I've got a sneaky suspicion that you do to. Why do you think that rags to riches type stories are so fun to read?

Well, my best guess is that each of us have played the lead role in our own rags to riches story in one form or another. Rags to riches stories aren't just about making money, they are about over coming the odds and breaking free from the shackles that at one time or another seemed insurmountable to escape.

It wasn't to long ago that I was playing the lead role in my own rag's to riches story. I was a newly married college graduate who was forced to beg my Mom for grocery money so that my wife and I could eat. NOT COOL. To make matters worse as I was trying to get started in the real estate business my wife was out mowing lawns in 100 degree temperatures with nothing to think about but how big of a loser I was.

Luckily for my wife (and my marriage) I got very lucky and found my way to wholesaling. And just like Matt, my life has never been the same since.

I believe it was November 2008 I got a call from Matt's wife inquiring about mentoring with Matt. As much as I hate to admit it, I think she called me like 5 times before I ever spoke with her. At the time I wasn't taking on any more mentoring students because my hands were already full.

Finally on her 6th try I decided to pick up the and tell her the news that I was no longer accepting any mentoring students. We spoke for about 5 minutes and I broke the news to her that I couldn't accept Matt into my mentoring program. However, she had other plans.

Somewhere between me saying NO and saying NOT ON YOUR LIFE, she must have heard YES—because for the next 3 weeks she called me everyday. Finally fearing for my life I decided it would be in my best interest (Health and Sanity) to give Matt a chance.

Since I got started mentoring with Matt he's become more than just another student, he's become someone who I would call a friend. We've spent an awful lot of time on the phone together, sometimes not even talking about investing, but just talking about life.

Lastly, I've got to tell you about how this guide came together. Sometime in September of '09 I was in the REIclub.com forum where I spend some of my time trying to help some up and comers to the investing game. Well, I spotted a post from a guy who seemed to be talking a pretty big game. No I take that back, A REALLY MASSIVE game. Never hearing of him before I decided to inquire and find out if he was a "Forum Phony" (someone who has read a little about investing, but has never invested a day in their life) or if he was the real deal.

So I clicked on the signature at the bottom of his post and I arrived at a pretty cool

looking blog. I started reading it without much thought, then all of the sudden I read the name of the blogs author and it was none other than Matt. Up until then I had heard bits and pieces of Matt's storie over the phone, but to actually read the posts and see where he was at when he got started was a whole new ball game.

I hope Matt's story is as inspiring to you as it was for me.

Talk Soon,

Eric Medemar

www.GreatGuruGiveaway.com

Authors Note: This book is only about 1/5th of the way finished and between my CRAZY schedule and Eric's INSANE schedule we are not quite sure when it will be finished.

But, since it's FREE we kinda figured we'd rather put something out there to help rather than nothing at all.

Hope You Don't Mind.

Before we get started here, I figured I had better explain the way all of this is going to work. Don't worry I'll keep it brief. Basically I took computer images of each of my blog post from www.WholesalingAdventures.wordpress.com and posted them in this little guide. You'll notice that several of the posts will take up 2 pages, so if you don't see a title and date at the top of the post then you can bet that it's a 2 page post.

Also, after each post you will be able to read comments from both myself and my mentor Eric Medemar. Eric will be describing what his experience has been in helping through others through situations like my own, and I'll be explaining what was going on in my head at the time.

 **Flipping Real Estate: Day** Posted by: *property911expert* | January 5, 2008
1 Welcome

Flipping Homes: Day 1 Welcome To My Wholesaling Adventure.

Okay, I'm gonna start by telling you I'm not much of a writer and honestly this whole blogging thing kind freaks me out. I'm about as far from a techno junkie as one could get.

So why am I wasting my time blogging then, you might ask? My father in law is somewhat of a self improvement nut and I was telling him about how bad it sucks that every year about this time I make a bunch of commitments to myself (resolutions) then somewhere around 24-48 hours in, I completely drop them. Maybe you've experienced the same thing.

Anyway, one of my commitments is to finally make it as a real estate investor. I'm 37 now and I've been saying I'm going to get started for the past 15 years or so.

Now I'm flat broke and having trouble keeping my family from drowning in debt. What better time to start real estate investing, huh? Believe me I've asked myself the same question, but I'm hoping that since I'm already at rock bottom, I can't fall any lower. In other words there's no place but up from here.

*Back to the reason I'm here. My father in law told me that by making a "Public declaration" to make it as an **investor**, that my chances of success would increase drastically.*

So here I am, telling you, I am going to make it as an investor.

I can almost here the snickers coming out of my monitor as I write this.

2 Comments

*Posted in **Uncategorized***

Comments On The Jan 05, 2008 Blog Post

Matt Shriver: Wow, is about all I can say when looking back at the situation I was in back then. My father in law still jabs at me about how it was his idea that lead me to the level that I am today.

I will say this, without the blog, the *public declaration* and the massive amount of support I received from my readers, I am 100% positive that I would be today, exactly where I was back then. **Still “Thinking about investing” but not really doing shit.**

What I didn't mention in my blog post, what you don't see is that not only was I flat broke. But I had just gotten “Laid off until further notice”. In my mind that layoff meant I no longer had a job and it was time to put up or shut up.

Like I mentioned earlier, it's strange how *fear of failure* has a way of vanishing the moment that your life seemingly becomes A GIANT FAILURE. I was kind of thinking to myself, “Wow, if I totally screw this investing thing up, I'd still probably be better off than I am today”. Which honestly gives you some insight into where I was at in my life at that point in time.

Eric Medemar: I remember when I first stumbled upon Matts blog before I realized that this was the same Matt that I had been mentoring all year long. I read it like he had suggested and I started at the bottom.

After reading this first post I remember thinking about a favorite quote of mine: **“Sometimes GOD will knock you down so low, that there's no where left to look but up to him”**. It's not that I think God is out to punish us, or make our lives full of suffering. However, it has been my experience that when my lifes of running off course, pain is usually the guide that steers me back onto the right path.

One of the reasons I started wholesaling was because wholesaling is hands down the ONLY way to get started investing when you're cash poor and/or credit challenged and/or you're scared shitless of risk. I hate to admit it, but when I first got started I was ALL of the above.

When I first chat with my mentoring students who haven't done any deals, I call this crazy state of being :CASH POOR, CREDIT CHALLENGED, and SCARED \$HITLESS OF RISK”-- I call it the **“Wholesaling Hat Trick”**.

As crazy as it sounds, 9 times out of 10 it's my students who are part of the Wholesaling hat trick that go on to do great things in the business. When there's no where for them to go but up, they stop worrying about falling down.

Flipping Homes and Wholesaling Adventures: Discouragement Sets In

Posted by: [property911expert](#) | January 15, 2008

Frustration has set in.

It's been like 10 days and I'm already thinking about quitting. I think the only thing that has kept me going was my "Public declaration" which is why I'm back here today.

I've been getting emails from many of you wanting to basically know. How and the heck I plan to succeed in real estate, when I am flat broke. Some of the comments have been discouraging but most have been a real joy.

I gotta admit, I'm beginning to ask myself the exact same question.

Here was (is) the plan: After spending hours researching online for investing strategies that will work when your broke I realized I only had a couple of options.

*1. **Lease Options**- Where I could play the rate spread and then cash out in a few years. The problem is that I need money now, so I nixed this one.*

*2. **Bird Dogging**- This was all new to me, but from what I understand I'd be getting paid by investors for real estate leads that I sent them...This is my second choice because the profit potential isn't where I would want it to be.*

*3. **Wholesaling**-I settled on this one because it pays the most, pays the quickest and it didn't matter if I had cash or credit. However, catching onto wholesaling seems to be a little out of my grasp right now, but I'm working on it.*

It all looks so darn easy on paper....But in real life, not so much.

I'll keep you filled in....Cross your fingers

[Leave a Comment](#)

Posted in [Uncategorized](#) | Tags: [flipping homes](#), [flipping houses](#), [real estate bird dogging](#), [real estate wholesaling](#)

Comments On The January 15, 2008 Blog Post

Matt Shriver: Man oh man, I'm glad I didn't listen to the nasayers. Since it's done and over with I'll be honest. I was getting a whole lot of **"What the hell are you thinking!"** comments and very few **"You can do it!"** comments.

This is the one point where I was starting to think that the whole "Public Declaration" idea of my father in laws was not such a good idea. I was getting hammered with emails almost everyday with people telling me that I was an idiot. There was one email that I remember in particular from a woman telling me:

"I can't believe you call yourself a man, you need to stop daydreaming about this real estate stuff go get a real job and take care of your family"

Her comments cut like like a knife into my psyche. I was already frustrated, then this crazy woman, who didn't know me from Sam, decided that it was her job to "Tell me how things were". I now wish like hell I had kept her email address, but I deleted her email just as fast as I opened it. That woman wasn't playing nice.

As the post suggests this is the time I had decided wholesaling was my best (and only) option that had the possibility of pulling me out of the crazy life I had been silently failing at creating for the previous 36 years.

Eric Medemar: I always find it interesting how many people are out there playing **"Arm Chair Investor"**. We've all got *Arm Chair Investors* in our lives in one way or another. But you'd better have some really tough skin when you make a public declaration on the Internet. Because *Arm Chair Investors* are always there to criticize you, scare you, and help keep you down at their level.

On the first call with my mentoring students I always tell them something I learned from Zig Ziglar at the beginning of my career: "Share your going up goals with the people who will support you, and share you're going down goals with everybody". Basically, your **going up goals** are things like "I'm going to make \$100,000 this year" or "I'm going to become the investor in Dallas, TX". You don't want to share your going up goals with just anybody. Keep em quiet except to those people who will support you and have faith in you.

On the other hand your going down goals are things like "I'm going to stop smoking" or "I'm not going to eat 14 donuts today". These are the goals that you tell everybody, because you'll want them around to hold you accountable for you commitments. **PLEASE NOTE:** It has been my experience that if you want to feel REALLY great about achieving some going down goals then make some that are super easy to achieve. A couple of my favorites are: "I'm going to give up exercise for the month of June" or the ever popular "I'm kicking the veggie habit by cutting out vegetables for the first quarter of 2009"

☰ **Wholesaling Homes and Flipping Property: Tougher than Planned.** Posted by: [property911expert](#) | January 28, 2008

I'm at my breaking point. The only thing that has kept me going is the emails from you guys giving me words of encouragement. Thank god I did this blog otherwise I would have long since given up. I've got a new respect for my father in law. Maybe he's not the dirt bag I thought he was. LOL

Heres the deal it hasn't even been 30 days yet and I'm ready to quit.

After chatting with my father in law once again he suggested I should think about spending some money on some sort of system that's already in place. "Success leaves clues" he tells me. I'm a bit hesitant because there are so many fricken con artist guru's out there.

Do any of you have any recommendations for something under \$100 bucks. If so please email me at property911Experts@yahoo.com

I'm going to my first **REI meeting** *this week. Hopefully I get somewhere there. I'm holding out hope*

[Leave a Comment](#)

Posted in [Uncategorized](#) | Tags: [flipping homes](#), [flipping property](#), [wholesaling homes](#)

Comments On The January 28th Blog Post

Matt Shriver: Believe it or not this was a tough one for me. You see, up until this point I had invested in some real estate courses and basically thought they were all a huge RIP-OFF. Looking back though, I'm thinking that the courses might have worked fine if I had just taken them out of the box :-)
No, I'm Not Kidding Either.

Once again I was putting my faith in my father in law and his idea to find "A system". On some level I figured since his plan for the "Public Declaration" seemed to be working out pretty good (*Pretty good of course if I could look past the barage of nasty comments that filled my inbox on a daily basis*) then maybe his plan for finding "A system" would work out good to.

"Success leaves clues" as my father in law put it. If I could find someone who had already done what I wanted to do, then do exactly what they did, I guess on some level, I could expect to get the results that they got. That's when I started thinking that **"Maybe, just maybe, there was more to this whole guru system than what meets the eye"**.

Eric Medemar: “**Success leaves clues**”, I don't think I could have put it any better myself. I'm often left scratching my head when I see newbies floating around in the forums looking for FREE advice from people who couldn't invest there way out of a card board box.

Take a guess at what kind of results you can expect when you follow the *success clues* of people who've never succeeded at investing? Don't get me wrong, they've left plenty of clues on their paths to NOT SUCCEEDING, but do you really want to follow them?

Basically by taking the advice of people who HAVE NOT already invested you're left following the clues of people who have “**Successfully NOT Succeeded**”.

I'll be the first to admit, I wasn't overly blessed in the “School smarts” department. But, what I've lacked in the School smarts department, I've made up for in the life smarts department (at least I'd like to think I have). And part of my life smarts from the very beginning was:

“If You Do What They Do, In The Way That They Did It, Then You'll Get What They Got, The Way That They Got It”

Wow, that was either the smartest thing I ever said or the most confusing thing I ever said, I'm still trying my best to decide which. But hopefully you get the picture. The quickest way to succeed at anything is to mirror the actions that someone who is already doing whatever it is that you want to do.

I was flattered to read that people had emailed Matt and told him that wholesaling products were awesome. It kind of caught me by surprise because I don't really consider myself any sort of “GURU” or anything. Basically, I see myself as a dude who knows some stuff that can make just about anyone with a pulse wealthy.

One of the motto's of my business is “**Your Desire+My Experience=Massive Results**”. This philosophy stems back to the conversation we had earlier when I was talking about *doing what others have done, in order to get what others have got*. I've had the fortunate experience of buying and selling over \$13,000,000 in real estate. That's right around 140 homes. During that time I've aquired a TON of experience that people like Matt *can really put to work for them*.

Wholesaling and Flipping Posted by: [property911expert](#) | February 7, 2008

Property Adventures: REI Let Down and My "GURU" Decision

First off, maybe it's just me but the REI meeting seemed a little overrated. When I'm in the forums it's always like "Go to the REI meetings and get rich". I guess if success is talking to a couple of investors who thought I was an idiot, then I am a huge success. LOL

On another tip Thank you so much for all the ideas, I've narrowed it down to a couple of choices...

Choice #1 Preston Ely's wholesaling ebook \$47.00 from [www.LearnToWholesale.com](#) I've heard mixed reviews on this one. I signed up for his "Free E-Course" and since then all that suckers been doing is bombarding me with emails telling me to buy stuff from everyone and anyone.

Choice #2 Eric Medemar's Ultimate Wholesaling System from [www.GreatGuruGiveaway.com](#) . This one cost's \$50 bucks more, but it looks to have about 10 times more material. Right now I'm leaning toward getting this one. I've heard nothing but great things about it and more importantly, since I signed up for his "Ecourse" I've been learning some really useful stuff and he hasn't tried to sell me anything. The only thing that's keeping me back is the price. But this might be one of those scenarios where you get what you pay for.

I'll let you guys know what I decide to do and fill you in on all the details.

[Leave a Comment](#)

Posted in [Uncategorized](#) | Tags: [Eric Medemar](#), [preston ely](#), [real estate guru's](#), [Wholesaling real estate](#)

Comments On The February 7th Blog Post

Matt Shriver: Man oh man that first REI meeting was tough. Most of the posts I was reading in the forums had made it sound like I would walk in, the doors would open and investors would be bowing to my feet because I was a wholesaler. Or at least that's the way I had imagined it happening.

Since then I've realized that REI meetings are a great place to meet investors but you need to have a fair amount of confidence otherwise the seasoned investors will see right through you and that's not such a great feeling.

I know Eric won't comment on Preston's course because I can't even get him to say a bad word about anyone (Even during our private conversations). If he won't say it, I will. What a huge difference there was between being on Preston's email list and being on Eric's. From day one and still to this day, Preston bombards my inbox with endless "Buy this, buy that type" stuff. It's like one week he's selling me Twinkies because there the BEST THING EVER. But the following week he wants me to buy the No Twinkies for Life Diet Book. It's like "Really dude, can that many things be THE BEST EVER?"

Eric Medemar: REI Meetings can be the best thing ever or the worst mistake of your life when it comes to your wholesaling business. The problem is that many newbies go in hopes of setting up connections with other investors in the area, but as newbies they don't know there butt from a hole in the ground (As my dad used to say).

I try to teach my students that you need to go with a quiet confidence and just listen a lot and get the other investors talking about themselves. One of my students who followed my advice told me that he had 3 investors ask him to go to lunch after talking to him. The interesting thing is he said about 10 words over the course of each conversation, but evidently the investors loved talking so much that they didn't even notice the conversation was a one way street.

God gave you 2 ears and 1 mouth for a good reason, he wants you to listen twice as much as you talk. Keep that in mind when you go to your first REI meeting.

The thing I don't want to happen when you go to your first REI meeting is to leave either a bad impression or a dumb impression because those first impressions are very difficult to overcome further down the road. Instead try to have your first impression with the investors be that of someone who is curious about their business and an all around nice guy. My experience has shown that's the best impression you can make if your a newbie.

Wholesaling and

Posted by: [property911expert](#) | February 21, 2008

Flipping Adventures: Pin Head Preston Ely and Some Cool Tactics

First off, I've been overwhelmed by emails from you folks wondering which course I ended up picking and whether or not I would recommend either of the two.

I ended up buying the www.GreatGuruGiveaway.com Wholesaling course about a week ago and I'm almost finished with it. Learning all this new stuff has helped rejuvenate my faith in myself and in real estate and once again. I've got a positive outlook on the future. So far this course seems well worth my money, I am pleasantly suprised...But i'll give you a full report in a week or so.

Just an FYI. I actually found a free copy of [Preston's Wholesaling course](#) by digging around online. What a waste of space that thing was. If talking about how great he is, could make me a lot of money, then *Preston* would have made me rich beyond my wildest dreams.

It's basically a \$47 wholesaling story about guess who "Preston". After the 5000th email with nothing but offers I finally unsubscribed from his list. Enough about that MORON.

I've got another REI event coming up but I've got some new tricks up my sleeve that I picked up in that course that I bought. It talks about using "Evidence of success" stories at REI functions to demonstrate to other investors, without being pushy that I can help them. I had one of those "Aha" moments that oprah talks about when I read that.

Another thing I'm pretty geared up about is a new buyer location technique I picked up from that course as well. I doubt the authors ever going to stop by my blog, so I'll post it here.

He recommends doing what he calls the **Reverse MLS tactic** for locating buyers.

Basically I called an agent that I decided to work with an had him send me over a list of the homes that have sold in the past 4 months that were in rough shape. then I run that list through the county website and find out who bought the homes. This gives me a detailed list of everyone including investors (which is what you want), so then I can contact them and sell them contracts.

Sorry I don't have time to go over the other killer tactic the HUD hound method, I'll cover it later on. The \$hits amazing. I've got a really good feeling about this!

Anyway gotta roll, I'll keep you posted.

Matt

1 Comment

Comments On The February 21st Blog Post

Matt Shriver: I'll have you know, Eric made me come back and edit my portion of the comments on this post because he didn't want to be part of tearing apart his competitors. At any rate, I think you get the picture by reading the blog post.

Instead of tearing apart Preston and his sub-par wholesaling book. I will focus what DID WORK with Eric's system. Let's start with the "Evidence of success" stories that I started implementing immediately after going through Eric's course material. Talk about a drastic change in the way investors felt about my business. It was a night and day difference, instead of approaching them nervously, they started coming to me. Wanting to hear more about what I could do for them. And, more important I started getting phone numbers that I am still making money with to this day.

Eric's Reverse MLS buyer location technique was everything that he promised and more. Up until that point, I was severely limited in the number of ways that I could locate buyers because of my serious lack of income. Using the Reverse MLS tactic I could finally cut through the clutter and get right to where the buyers were. And, as you know, when it comes to wholesaling, you're only as good as your buyers list.

I'm sure you've hear Oprah talk about her "Aha" moments, I would say right about the time of this post I was in the midst of my "Wholesaling Aha" moment. Finally everything started to click in my head, making way for a blizzard of new profits in my real estate business.

Eric Medemar: If I would have let Matt keep his beat down of Preston's products in this guide you guy's would have swore I paid him big bucks to write this stuff. The thing is I'm only paying Matt like \$67 to say all this nice stuff—just so you don't get the wrong idea and think I'm paying him the big bucks. ;-)

One of the things I really take a lot of pride in, is that many of the ideas in my course material are not cookie cutter tactics that everyone else is teaching as well. My Reverse MLS Method, HUD Hound tactic and Evidence of Success stories were all original to my own thinking. I developed them out of necessity, because I was crazy broke and needed a way to start locating buyers for my real estate business.

Yes, I needed a way to find buyers without paid advertsing but more importantly, I needed a way to find buyers in a matter of days, not months like so many other guru's were teaching at the time. As Matt said both of these methods cut through the clutter like a hot knife through butter.

Wholesaling and Flipping Posted by: [property911expert](#) | June 12, 2008
Homes Adventures: Holy S#*t Things Are GREAT!

Sorry it's been so long. Things have gotten sort of crazy. Crazy in a good way though. For those of you who have been emailing me, you already know what I've been up to.

But now I'm here to fill the whole world in.

Last week I had my very first closing, can you fricken believe it? Maybe you can, but I certainly can't.

You know how when you here all those "Guru's" say things like...Once you know the secrets, everything comes together. Up until about a week ago I thought all that talk was nonsense. Honestly, I still think it's nonsense, but something did change for me. Things kinda started clicking.

Or as my father in law told me "Success is like a combination lock, once you know the right things to do, door opens with ease". I guess I'm starting to learn the combination.

My best guess is that I was lacking confidence because I didn't know who or what to believe. I was getting contradictory information everywhere I turned. So I tried something new. I bought that one wholesaling course that I was telling you about in the last post and I decided, I'm just going to do what this dude tells me to do and see if it all works out.

Sure enough, like my father in law told me. "If you do what someone who makes \$100,000 a year does, the way that he does it, you'll make \$100,000 a year too". It kinda makes sense if you think about it. Anyway I gotta roll. I fill you in more on the details later.

Like really later, not 3 months later like my last post. Sorry about that guys. I still appreciate your emails very much.

Oh for those of you who I haven't answered via email about the www.GreatGuruGiveaway.com course I bought. It passed the Matt Shriver test with flying colors. I should get that dude to pay me for promoting his stuff, I've told so many of my friends about it. Come to think of it, I guess he is paying me.

Oh I gotta ad one more thing and he's going to want to kill me for sayin it. But **Antwan Johnson**, *good luck with that closing tomorrow. I've been sharing all the stuff I learned with him and he's rapping up his first deal tomorrow. You owe me one man.* 😊

Today's my 11 year anniversary and for the first time in a long time, I actually get to take my wife out and do something special.

[Leave a Comment](#)

Wholesaling and Flipping

Posted by: [property911expert](#) | July 26, 2008

■ Adventures: What About That Closing And That ESCALADE

Okay, I'm getting better, this time it was only 40 some odd days between posts. I've gotta apologize there's been like 100 emails since my last post and I haven't had a lick of time to get back to you guys.

This brotha's been busy though. Busy looking at houses, busy lookin at cars. My oh my how things are changing.

So yeah, I got that first closing out of the way before my last post. I'm still pinching myself. But, One of the questions I keep getting is Matt how much money did you make on that first closing? Should I kiss and tell or not?

Alright, but just this once. On my first closing I cleared \$15,532. It was a straight assignment deal to a cash investor that I picked up using that reverse MLS trick that I talked about in my last post. If you haven't read it, you better.

Anyway I used that reverse MLS technique that I picked up from that **Real estate course** I told you guys about and I found this dude who was a "high roller", he had just bought up 4 other properties in our area. When I stumbled upon his first property I was a little exited, then I stumbled upon another, then another, then another. You would have thought I struck gold when I found this guy.

I couldn't even sleep that night, just trying to figure out what I would say the next day to this dude. I knew I'd only get one chance and I didn't want to screw it up.

The dude who I bought the course from said he would answer his email personally, so I gave him a try and asked him specifically what I should say. He replied that afternoon and that evening I was on the phone with the "High roller". Once again I had dialed the right combination. Or at least I knew to ask the right **guru** about the combination and boom we were out to lunch just 2 days later.

Fast forward 9 Days and 1 contract later and I showed him a home that I had put under contract. He took the assignment from me, I got a 5k non refundable. With close to 11k more due at closing. I'll give you guys more details later, but i gotta roll, my son is freaking out about something.

I'll try to post sooner next time, maybe like 30 days lol. Keep the emails coming, I'll get to what I can.

Oh and about that ESCALADE I've got my fingers crossed.

1 Comment

Wholesaling Homes and Flipping Adventures: The Escalade Agreement Posted by: [property911expert](#) | August 10, 2008

All I had to do was mention "Escalade" and my email started blowing up.

I guess that fantastic 11 year anniversary I had with my wife must have made an impression, because we worked out a little agreement just after it.

She was so happy to finally go on a "Real Anniversary Evening" that I decided I better pounce while the time was right. So I did. Since I made such a killing on our first closing, and I had a couple more in the works, she said, after 3 closings I can get the "Baller Car" as I like to call it.

So I got my first closing down before our 11 yrs and made 15k+, I wrapped up another yesterday with the same investor. That leaves me at 2 Down 1 to go.

Okay, I'll save you the email and kiss and tell again. This last deal I put together netted me \$11,679. **That's a two deal total of around \$27K.** My father in law told me that's what I would have made in an entire year making \$13.50 at a dead end JOB. Shoot man, I'm lovin life right now.



Here's What I Got My Eye On. Only 1 More To Go!

Hopefully my next post will be a pick of me and my baby. My fingers are crossed.

[Leave a Comment](#)

Wholesaling homes and [Posted by: property911expert](#) | August 23, 2008

Flipping property Adventures: Today's Secret Word Is Baller!

Wholesaling homes and **Flipping property** Adventures: Today's Secret Word Is Baller!

Gone be baller, shot caller.

Got home #3 under contract today at 10 A.M.

By 6 P.M The bidding war had begun. This is all new territory to me. I've been working the plan pretty hardcore in the buyers department. I'm slamming them down with the **HUD hound method** and the **Reverse MLS strategy** that I picked up from that real estate course I bought a while back. If you didn't read my post on the Reverse MLS strategy you need to. [Click here to view it](#)

Anyway the big dog that I've done 2 deals with actually lost out to an even bigger dog buyer that I picked up. I wasn't sure how he would handle it, but he was suprisingly cool about it.

"Business is Business" as he put it. Luckily, I'm already working on another contract with a homeowner who just got relocated elsewhere. These folks just want to get out of town, and i'm hoping to get their home under contract for about 55% of FMV. It's hard to believe people just serve up there equity on a silver platter like that. Thank God their company doesn't have a relocation service. I'll keep you posted though.

Now as I sit here typing this I've got a **\$8,500 NON-REFUNDABLE Cashiers check made out to yours truly**. Which basically makes my new Escalade "Signed, Sealed, and Delivered"

Hopefully next post you'll see ME and MY "Baller" Car.

It's going to be so difficult to get rid of our piece of \$hit Ford Explorer in exchange for an Escalade. I hope I can do it.

[Leave a Comment](#)

Flipping Homes and Wholesaling Adventures: BALLER CAR BUSTED But I'm Still Smiling

Posted by: [property911expert](#) | October 22, 2008

Flipping Homes and **Wholesaling** Adventures: BALLER CAR BUSTED But I'm Still Smiling

If smilin when I was broke was great, smilin when I on my way to the top is even better.

A couple of you already know what happened. Sorry I haven't been keeping up with my email, for the rest of you.

It's been a cash crazy time in my life. Who could've guessed that someday I'd be **"Having a lack of time problem"** rather than **"Having a lack money problem"**.

I was so excited to show you guys my "Baller Car" but I kept putting off posting it on the blog. I guess I should've jumped on it sooner. Last night my "Baller Car" become a "Busted up car".



"Last Night My Baller Car Became My Busted Car"

Homeboy pulled out in front of the wrong car. I can't tell you how great I felt that my kids were safe and sound in the back of my Escalade, my youngest didn't even wake up!

I don't think our piece of \$hit Explorer would have done so well. So yeah the accident wasn't too cool, but the fact that I was riding in the biggest, baddest car on the road put a grin on my face.

I'll post the complete details about the "Baller Brining 3rd Transaction" in my next post. Plus, I'll fill you in on the 3 other deals, I've got cookin.

I just was dying to show you guys the pictures though

Wholesaling and
Flipping Christmas: 7 Deals a Dealing, 6 Figure Income, 5
Weeks Vacation, 4 Happy In My Family, 3 Car Garage, 2
Smiling Parents, 1 Year's Not Even Past

Posted by: [property911expert](#) | December 18, 2008

I didn't think I could fit all 12 days of Christmas Into One Title. The title just about covers how my year has been. Yeah I know, I haven't gotten back to any of you via email. I'm really sorry. I've been getting slammed. My goal in the new year is post more often, make more money, and help more of you out.

I wasn't a "Blogger" when I started, so I guess I can't be too hard on myself.

I can't thank all of you enough for the *prayers and support* you've given me this year. I know it sounds *cliche* but I couldn't have done it without you. **Remember when I was just about to give up?** I was about two minutes away from throwing in the towel forever when Amanda and John emailed gave me some very encouraging words.

It's so strange, not to get all deep on you guys, but if I hadn't gotten your support, I wouldn't have an escalade in my driveway, I wouldn't have a wife that can finally realize her dreams of staying at home with our children, I wouldn't have a 6 figure salary.

My father inlaw and I were talking this past weekend about how much things have changed over the past year and reflecting on how very close I had come to as he put it "**Settling for a mediocre life**" rather than "**Aspiring for the good life**".

I promise this is the last of my sentimental post, but this holiday season has really gotten me reflecting. This will be the first Christmas that my children are having what we like to call our **"A NO LIMIT CHRISTMAS"**.

It's almost unfathomable that just over a year ago, I got let go from my job, and we had to ask my wifes folks for money to buy our kids Christmas gifts.

Last Christmas was Stressful, humiliating, and filled with doom.

This Christmas is filled with promise, joy, and charity. Thank you!

On another note: Many of you have been emailing me wondering what I've been up to. You have my word that before the new year I will post the details of all my transactions for the year.

My accountant is still tallying the numbers.

Happy Holidays

Matt Shriver

■ Flipping Homes Adventures: My Wife's A Sneaky Lady and Our Year End Tally

Man oh man, I hope your holiday was as good as mine.

What do you want first the **"Kiss and Tell"** or **"The Best Gift Ever"**

Okay, since you didn't answer I'll answer for you. We'll go with the "The Best Gift Ever" First.

So leading up to Christmas my wife was acting very suspicious picking my brain about what **real estate courses** I'd bought and what I thought had made the biggest difference in my **real estate** business. I thought maybe she was going to get me some special gift like a calendar with pictures and dates of each of my successes. But WHOA! She out did herself.

Since the beginning of December she has been secretly talking with Eric Medemar, the guru that got me started in the first place. There was a problem though, Eric stopped mentoring because of his schedule. At first he refused, but I guess he didn't know how persistent my wife was. After the 5th call. She got me 1 year of One-One Mentoring with Eric.

Here's the really cool part, she even talked him into making me a personalized video, so that on Christmas Morning when she hit play on our DVD player and there was Eric personally welcoming me on board. I was floored. I've got a feeling this is going to be a crazy profitable year for my family and I.

And believe me, I will pass on as much info as I can to you guys. **Afterall it was you guys and Eric that got me started in the first place.**

Now onto the "kiss and tell"

Special note: Antwon don't get too down on yourself, 2 deals this year ain't a bad start for you.

Okay it looks like we won't get the 7th deal closed before the year is up which is cool with me, because my accountant had the best kind of "Bad news" in the world. I made a ton of fricken money.

Not Bentley money, but Escalade money and I'm cool with that.

Deal #1 \$15,532

Deal #2 \$11,679

Deal #3 \$16,873 (This was the Escalade deal)

Deal #4 \$4521 Okay this deal deserves some special attention from you guys, this was a *profit stacking deal*. Profit stacking might be one of the best developments in *real estate* that I've come across. I'm chomping at the bit to get on the phone with my new mentor on this one, because he developed it.

Deal #5 \$18,403 Nothing special on this one. Unless you call *making \$18K something special*. I sure as hell do!

Deal #6 \$8432 This one got pretty sticky with some title issues that came up last minute, but we pulled through OK.

I have to leave out deal #7 that we actually did this year, but won't be paid till 2009, but that's looking to be around. \$14k.

I'm no mathematician but that's about \$72,000 in 9 Months. Not bad. If I should say so myself. I cannot tell you how excited I am about this coming year. Watch out world!

This year I am going to do my best to get back to you guys more via email and post more often.

Plus I will be sharing as much as I can from the weekly meetings with my new mentor.

God bless,

Matt Shriver

Wholesaling and Flipping Posted by: [property911expert](#) | January 5, 2009

■ Homes Adventures: 1 Year Anniversary and the Life Report Card

This is my **1 YEAR ANNIVERSARY POST**. You can view the **HERE**.

It was exactly 1 year ago today that I made my very first post here. My "Public Declaration" as my father in law told me to do. I can honestly say that his declaration idea was the best thing that ever happened to me.

It wasn't so much the declaration itself, but the support that it brought from you guys. Without this little blog, I wouldn't have met all you of you guys, and without meeting you guys, I would have given up before I started, If I would have given up I wouldn't have what I believe to be "**My dream life**".

Okay I am going to start the year out strong and I promised you guys I would help you out in any way that I could. So I gotta tell you about the first call with **my mentor** yesterday. I can tell this is going to be a fricken awesome year already.



After learning about my business, he had me do an exercise that completely caught me off guard. He called it his "**Life Report Card**" where he had me write out Economics, Physical Education, Communication, Health, and history. Then he asked me to grade myself in each area.

Then he said something pretty funny, this is an exact quote "Now Matt, after seeing the grades on your report card are you going to be the kid that run's home proud to tell mom and dad or are you going to be the kid that races home to be them to the mailbox?"

I have to admit, I'd been putting so much focus on my business that in PE, Health, and Communication I was NOT going to be passing class.

He went onto explain how "Matt, I can show you how to make all the money in the world, but if you're health falls apart, no amount of money will fix you and no amount of money will matter

and the same thing go's with your family".

He explained further that many of his wholesaling students end up making a small fortune quickly but end up falling apart in other areas of their lives "The Areas That Matter" as he put it and he didn't want to see the same thing happen to me.

So now maybe you guys want to try this little exercise

Economics-This isn't what you think it is he says to base your grade on opportunity cost. Opportunity cost is the cost of not doing one thing in favor of doing another. So basically. How much time are you spending doing the things that matter most, that pay the most, and leverage the best.

Physical Education-Pretty simple, are you exercising?

Communication- Are you spending time with your family, are you listening to the people around you, are you telling people NO when you need to?

History- This is the one that I liked the best. Are you learning from your history (mistakes of your past) so that you don't make the same mistakes again. WOW this was a great "aha" moment for me.

Anyway, I gotta get out of here, I'm off to work on "Communication" communication with my lovely wife.

[Leave a Comment](#)

Wholesaling and Flipping Posted by: [property911expert](#) | January 20, 2009
Homes Adventure: Quick HUD Wholesaling Insight

Just when I thought I knew it all, my *mentor* pulled a new one out of his behind for me.

It's kinda funny how so often "You don't know, what you don't know, so there's no way of knowing it until you've at least realized that you don't know it, it's only then that you can begin knowing it". WOW. Either that was the smartest thing I ever said or the most retarded. But either way my story really does have a point.



"DUH... You Can't Know What You Don't Know"

I had my weekly mentoring call yesterday and learned some killer new stuff that I must have overlooked in his course because all of it was news to me.

Anyway there's 2 lessons that we went over for **wholesaling HUD homes**.

#1 Your Realtor decides their commission. HUD Will pay up to 5%. Yes your Realtor will tell you that HUD pays them, but you are actually paying them because HUD makes their decisions based on NET prices.

#2 You can wholesale HUD homes by getting an "Ad a buyer for financing form", then adding your buyer onto the contract as an additional purchaser, then after closing you simply quit claim yourself right off the deed. **BOOM** just like that you've got **MONEY IN THE BANK**, with no money out of pocket.

I've gotten about 20 emails asking what deals I'm doing right now, so here go's

We wrapped up deal #7 last week, and I have 3 more in the works. Once again EVERY SINGLE ONE OF THESE DEALS was put together using the Reverse MLS and HUD hound method that I covered in [THIS POST \(CLICK TO SEE\)](#)

I've gotten about 20 emails asking what deals I'm doing right now, so here go's

We wrapped up deal #7 last week, and I have 3 more in the works. Once again EVERY SINGLE ONE OF THESE DEALS was put together using the Reverse MLS and HUD hound method that I covered in [THIS POST \(CLICK TO SEE\)](#)

I'm hoping to make January a \$30,000+ Month. Dang, just thinking about that relative to where I was last year at this time puts a BIG OLE SMILE on my face.

I'll keep you posted.

Oh and this week the "BALLER MOBILE" is getting an upgrade, I'll have to post the pics. Just be sure you bring a napkin when I do, because you don't want to drool in your keyboard LOL.

[Leave a Comment](#)

Flipping Homes Adventures: Bad News, Good News and No Lose

Okay where should I start?

I'll start with updating you guys on where I stand with my wholesaling business. I quit.

Kidding, I did quit about a year ago. I quit being poor 😊

Anyway, January was our best Month to date bringing in a **whopping \$35, 412**. I couldn't be more pleased if Halle Barry was waiting in my bathtub.

Bad news my mom fell down on the way out of the grocery store and broke her hip. I told her she should just file a lawsuit against the store then she could own the place, but she says it was her fault.

Here the good news bad news part. The bad news is that she can't go to work for 3-4 months while she recovers. The good news is that I'm now making enough money to help mom out and it feels fantastic.

I told her to quit her job and I would take care of her. She just needs an extra \$500/month or so because she's got a retirement check, but now she never has to work again.

I have to say as much as I love my Escalade, **helping my Mom out feels better than anything in the world**

Speaking of Escalade here's a pic of the new interior.



"Ballers Wholesaling Paradise Office"

One of my buddies asked me the other day "Why and the hell do you need 5 tv's", I scratched my head and said "Cause I can". That was my "Baller Moment" I guess. lol

Anyway, I'll get you some new updates on info soon. I apologize for not getting back to you guy's via email but things are WILD around here. Wild in a good way of course

[Leave a Comment](#)

Flipping Real Estate Adventures: Julian Home pt 1

Posted by: [property911expert](#) | June 19, 2009

Contrary to popular belief I did not die. I've been busy as heck, which is an awesome thing. We've got a ton of catching up to do in the next couple posts but I wanted to show you guys what will be my most profitable deal to date. It makes January's record month look like a flash in the pan.

Once again I'm so sorry I haven't been getting back to any of your emails, it's been CRAZY hectic but man oh man have I got some great stories to tell in the next couple of weeks so stay tuned.

If you can't tell...I'm pretty dang happy, this is my first **flip** where I haven't even closed on the **property** and I already have it sold to the end buyer. Things are running along pretty smoothly, I will fill you in on the details later on. But from what I'm guessing we're going to turn a profit of around \$40-\$50k on this one depending on how everything goes.

Unlike most of our flips where you Buy=> Repair=> Market=> Sell we are doing things a bit different, and I couldn't be happier.

This time our transaction is running like this **Home Under Contract** => Bring in Prequalified Buyers => New contract w/ buyers including necessary repairs=> Our **buyers** close on home => Escrow repair money => We play the spread between our price with the seller and our price with the buyer....

If you haven't noticed yet it's kind of a modified **wholesale** deal, except my profit is through the roof. **The reason I'm pulling around 40k** on this deal is because I'm working with a retail buyer who wanted a rehab, rather than an investor.

Investors typically like to buy my contracts for about 70%-80% FMV where as retail buyers will pay up to 95%.

My mentor Eric and I just discussed this strategy about 3 weeks ago and challenged me to see if I could put a deal like this together. When I called to fill him in on the details, I thought he was going to flip his lid. Normally he said it takes his students about 8 weeks to start implementing his newer strategies, so when I wrapped this up in 3 weeks it was a new record for both him and me...

I'll keep you guys posted. This should be interesting.

Also, what do you guys think of the new site design. It was kind of a bear figuring this thing out. Sorry most of your comments ended up getting dropped during the move... Feel free to leave some new ones.

[Leave a Comment](#)

Flipping Property Adventures: Posted by: [property911expert](#) | July 9, 2009
Bathroom Remodel

Before I show you this Jason Travis emailed me and said that I should put a link at the top of my posts so that people who are new here can see where I started about 18 months ago. I wish I could make the blog go in reverse order, but I'm far, far from tech savvy so here is the link to see how this crazy train got started==> [LINK TO MY HUMBLE BEGINNINGS](#)

Anyway, on with the post.

I don't know if you've ever heard of doing a **flip**, where the home was sold to the buyers before actually closing on it. As great as it sounds, it can be a friggen nightmare. We had promised this homeowner to remodel the bathroom up to her specs, and it ended up eating into our bottom line pretty deep.

Don't get me wrong, **flipping property** before you close on it has got it's benefits. We should make around \$40,000 on this flip, which considering the real estate market isn't so bad. But this pretty little bathroom ended up running me about \$6,000 and my contractor told me it was going to be \$4,500.

I guess I shouldn't be complaining...\$40k is \$40k, but I absolutely hate going over budget.

Today's lesson: Always get EVERYTHING in writing from your contractors

By the way I've got some KILLER NEW insights from my mentor that I'm just dieing to share, once I get the chance. So stay tuned.



Property Flipping: Before Photo of Julian Bathroom



Property Flipping: After Photo

[Leave a Comment](#)

Flipping Properties and Wholesaling: Friends Don't Let Friends Suck!

Posted by: [property911expert](#) | September 21, 2009

I couldn't sleep last night, so I tried counting sheep but that didn't work. But I started counting something new last night, \$\$\$\$\$. For one thing dollars don't make noises like sheep do, but even more importantly, having a decent chunk of change in my account allows me to rest very easy at night. Just 2 years ago I wasn't sleeping a lick. I wasn't livin a lick. I wasn't enjoying life a lick. Nope, I was STUCK. Anyway I was thinking last night about a comment one of my buddies made yesterday. He said those 2 fateful words, that have ended most real estate businesses before they started.

I'm **THINKING** about **TRYING** real estate investing. My mentor and I were talking about this **TRYING** thing last week and he told me the funniest thing ever. When he has students that aren't succeeding because they're too busy trying, this is what he tell them.

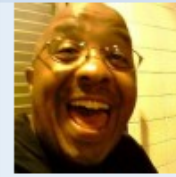
Eric says, "Let's do an experiment tonight, after were done with this call, go to your kitchen and get a spoon. Now place the spoon in the middle of the dining room table, and TRY to move it without touching it with anything. Now I'm gonna call you back tomorrow morning and we'll see how you did" he said, "that's what we all do when we TRY to do anything, were taking action in our head instead of in our hands".

So what is this whole TRY real estate theme thats been plaguing investors for ages? Truthfully, I know what it's like to TRY real estate investing because I did it for about 20 years. Looking back on my crazy *below broke* start in this business, I was pondering what took me from TRYING real estate investing to being an investor, here's what I came up with, let me know what you think:

#1 I had hit rock bottom and from there all I could go was up. My mentor told me that because failing is what my life was already, I had no where to go but up. He said 80% of his highest earning students, were also at one point the most broke students. As he put it, "You can't fall any farther than the bottom"

#2 I don't know where I heard this but this fit my rise to success like an old pair of shoes "**Pain will push you, till vision pulls you**", how's that for hitting the nail on the head. I had been strung along all my life by where ever pain would push me to. Do you know the feeling? It was only when I stopped being pushed by my pain and started being pulled by my vision that my golden chariot (black Escalade) was ready. Or another way to look at it is the old buddhist saying that my father in law always repeated to me "**When the student is ready, the master will appear**".

MATT SHRIVER



[property911expert](#)

BLOGROLL

- [Bigger Pockets Forum](#) One of my favorite real estate forums
- [My Mentors Blog](#) Great reading if you want to make a ton of money!
- [REI Club Forum](#) Another of my favorite real estate forums

PREVIOUS POSTS

- [September 2009](#) (1)
- [July 2009](#) (1)
- [June 2009](#) (1)
- [February 2009](#) (1)
- [January 2009](#) (2)
- [December 2008](#) (2)
- [October 2008](#) (1)
- [August 2008](#) (2)
- [July 2008](#) (1)
- [June 2008](#) (1)
- [February 2008](#) (2)
- [January 2008](#) (3)

CATEGORIES

Select Category

PAGES

#3 I had a ton of support from people who were reading my blog. Here's the thing I've come to notice about support from friends, family and mentors. They see the potential in you that you are completely blinded to. How do I say this without offending anybody? Many of the people who were supporting me and brought me up when I was down have never made it in the business. Not because they don't have the skills, not because they don't have their finances in order but because they couldn't see the same POWER in themselves that they saw in me. If they could have only looked in the mirror and realized that in order to notice the POWER in me, they had to have the power in themselves, because you can't notice things you don't know about.

Nowadays I have mentored several of my friends to help them get started and I have a mentor as well. I get asked all the time, **"Why on earth would you spend \$10,000 a year on a mentor, when you're already a success"**. It's simple whether you're paying for a mentor or having a friend mentor you, mentors see past your stories, they see past your delusions of "I can't do it", they see you for all that you are, all that you can be, they're not caught up in your drama, they've been where you want to go and can show you the way.

It's very strange, once you've seen how easy it is to make a ton of money, even when you've started with none, you look at peoples potential in an entirely different way. Instead of projecting your old "Limited beliefs" onto everyone else saying things like "No way you can't do that", you start projecting your "Unlimited beliefs" onto them saying things like "Go for it, go big or go home.

As humans many of us "Need Proof" before we "GO FOR IT" the trouble is 99% of the time you can't GET PROOF without "Going for it". Quite a paradox, huh? So give yourself a chance and start building your "Proof in advance" by breaking away from the way that your life IS and envisioning what it could be.

Matt

2 Comments

- [About "Big Baller"](#)
[Matt Shriver](#)

GET UPDATES BEFORE ANYONE ELSE

- [RSS - Posts](#)
- [RSS - Comments](#)

ASKIMET

8
spam comments