**FOR IMMEDIATE RELEASE:**

# New York School Teacher Discovers Surprising Way for the "Little Guy" to Still Get Wealthy In Real Estate...

## No Matter Which Way the Market is Going...

**Dear Future Land Investor,**

My name is *** *****, and I think you may want to call me as soon as you are done reading this letter . If so, my number is (***) ***-****.

A few days ago, you called my office and asked for some information about how to invest in raw land.

And that tells me something very important about you. Something that is true of almost every successful person I know: **You take action.** You see an opportunity, you make a decision and you act.

And doing that in the right situation can make you a very wealthy person.

But before we go any further, let me be very frank:

**I Have No Idea If Land Investing**
**is a Smart Choice for You**

Investing in raw land isn't rocket science. It's not hard and you don't need to be a millionaire to get started. But it's not for everyone...

...Some people simply aren't interested in dirt. They'd rather invest in gold or other businesses.

...Others don't know where to start. They have no idea what to do first. (We'll talk about that later.)

...But the vast majority of the people out there never even take the time to learn how the land business works. They just take advice from a friend or relative (someone who's probably never invested in land) that land investing is “risky,” or it “doesn't work”... and they keeping hunting for some other way to get rich quick.

Here's something you need to know:

### Land Investing Is Not a Get Rich Quick Business

Anyone that tells you that it is... just run away. Sure, some people do get wealthy very, very quickly. But that's not the best thing about investing in raw land.

The biggest benefit is control. Control over what happens to YOUR money.

Let's take the world of mutual funds for example. You invest your money by handing it over to someone else who invests it for you. Where do they put it? They put it into companies over which **they have no control.**

They are taking an educated guess that the company knows what they're doing.

But then Enron happens... or Worldcom happens... and they lose. Sometimes they lose it all.

### But the Land Business is Different—VERY Different

In the corporate world, you get in trouble when you make an investment decision based on certain knowledge about what's happening with the company.

They call it insider trading. It's what Martha Stewart's been dealing with the past few years.

In the land business, you **must** make your investment decisions based on knowledge about what's happening with the land. Or what's **going** to happen with the land.

You make your decisions based on:

- **Access**: Where are the roads? How easy is it to get to the land?
- **Utilities**: Where's the water? Where's the electric?
- **Growth**: Is the population growing? Will it continue? For how long?
- **Connections**: The more people you know in this business, the more opportunities you'll have. (Opportunities that most other investors will never know exist.)

How do you find out about all of this?

It's not really inside information (although you **do** have to know where to look). In fact, most of it is...

### Public Record

But that doesn't mean it's easy to find. Of course some of it spills out into the papers... or on the news. But by the time that happens, the window of opportunity is often starting to close.

Most of the real information you need is buried on government websites, in regulatory publications, or other places most people simply don't have easy access to.

So why would you want this information? And what can this information do for your land investment?

Here's the answer:

**The More Expert Information You Have About Your Investment, the Greater Your Potential for Profit**

They say that "knowledge is power." In the land business, knowledge is **money**. It's really a game to see who knows the most and who puts what they know to work for them.

Here's an example:

Leonard Mardian—he's a very well known (and very wealthy) developer in the Vegas area. A few years ago, he bought up thousands of acres of dirt in the middle of nowhere—White Hills Arizona.

Some folks thought he was nuts...

Turns out he wasn't.

He knew that a new bridge was being built over the Hoover Dam that would bring better access to the area. And he had the connections (a network he'd built over the years) that brought the opportunity to his doorstep.

Here's the bottom line:

If you **know** more, chances are you'll **make** more. So while I tell clients that I'm in the land business, I'm really in the **information** business. I make sure my clients have the information they need to profit.

And one of the simplest ways to profit is to stick to this golden rule of land investing:

**You Make Your Money When You BUY**

Of course there's a long list of ways to actually make money investing in land. The most obvious way is to buy and hold. You simply wait for the land to appreciate. You lock in the value by buying right. You turn that value into cash when you sell.

Then there's the land split. Here's the world's quickest tutorial on how that works to make you money. Just remember, the key is to find undervalued property.

# How to Make Money with a Land Split


It's just like buying apples in bulk and then selling them off one by one. You just have to know how to find the good apples, when to buy them and when (and for how much) to sell them.

If it's not clear to you by now, let me be very upfront: I know what I am doing when it comes to investing in raw land. I've been doing it for years and I've helped many clients make a lot of money doing the same thing.

But if what I am saying is true, then there's a big question you're probably asking yourself that I want to address right now:

**“If *** *** Knows So Much About Investing in Raw Land,
Why Isn't He Making Millions Just Doing It For Himself?”**

That's a good question. And the simple answer is. I **am** doing it for myself. I am actively investing all the time. And let me tell you, it pays off **very** well.

But frankly, it doesn't take a whole lot of my time. I've been doing this for so long that it's pretty much second nature to find a deal, separate the winners from the duds and take action.

And there are a whole lot of people just like you (many of them read this letter each week) who I can help do the very same thing.

Plus... it really gets me fired up to be able to help a client buy a property for $15,000 and call him back years later and present an offer to sell it at $250,000 (which I've done). You should have heard the silence on the phone when I told him. To say he was pleased is a huge understatement.

As a *** *** client, everything you'll hear me recommend isn't theory or what I think "might work." If I'm recommending a strategy to you, you can be sure that I **know** it works... because I've done it.

**The Most Frustrating Part
About the Land Business**

I've been in the land business a very long time. And I've bought and sold a ton of land.

But during all those years, I always got frustrated when an investor let a big opportunity (one that I had discovered and researched personally) slip through their fingers.

I'm sure they thought they were doing the right thing. But based on my experience, I knew they were missing out.

It took me a little while, but I finally found the problem. I finally found the key piece of the puzzle that was keeping them from moving forward. They didn't have the **information** they needed to make the right decision for them.

And it finally became clear that potential investors like you need a whole lot **more** help than simply someone to sell them the land.

As you probably already know, people don't buy land because they like it. In fact, most investors buy land for almost every reason **except** that one.

Some invest in land:

- to build wealth for retirement...
- to provide for the future of your family and loved ones...
- to claim your own piece of the "American Dream" and provide for your family in a way that parents or relatives could not...

And that's why I created *** ***. To deliver the kind of expert knowledge, experience and support it takes to help people just like you reach your financial goals I listed above.

And to do it with a level of service and commitment not found anywhere else. From any company. Anywhere.

To succeed, you need a steady flow of information. Information about new opportunities. Information about changes in zoning laws or regulations and the constant changing of the market. Information that could affect the investments you already have. Or the ones you are about to make.

***** *** Gives You Access to a Steady
Stream of Expert Information**

You see, my knowledge, experience and network of connections mean that I get access to information and investment opportunities that most people don't even know exist.

And that's information I pass along to my clients. In fact, I provide you with any piece of information I feel could make a positive impact on your financial well-being.

### What It Means to Be a Client of
** ** **

So instead of telling you about what it's like to be my client, I want to introduce you to one of them. His name is *** ***. He's a 5th grade schoolteacher from New York. That's a picture of *** standing right on his new property.

*** ***, *New York*
*Client of* *** *** ***

*** is a first time land investor. To say he didn't know anything about investing in raw land would be accurate. I know he would say the same thing.

There's nothing wrong with not knowing something. The problems start when you choose to not do anything about it.

In fact, there are a lot of people that say they will **teach** you how to make money. They'll tell you where to put your money. And they'll be happy to charge you a fee for that advice.

At *** ***, we teach too... But we also help you create results. We take you through the process. We don't just tell you how to do it.

*** flew out from New York and spent a day touring land in the area. I showed him more raw dirt than he's probably seen in his whole life.

Don't get the idea that you have to see a piece of land before you buy it. After all, it's just dirt. But in ***'s case, it's something he wanted to do.

*** invested in a 40 acre piece for about $100,000. As I write this, he closed about 30 days ago. And calls are already coming in for the whole property... at $10,000 per acre. That's $400,000.00.

So what was the value *** received by becoming a *** *** Client?Here

are just a few of the things...

- *** bought right. He bought the **right** piece, at the **right** time, for the **right** price. Remember, this was his first land investment. Having a land expert walk him through each and every step of the way saved him time, money and a whole lot of frustration.
- *** got in the “back door” of the Title company. I've been doing business with them for decades. And they treat me like royalty. Going through the front door would have cost him a whole lot more. As a client, he was granted **V.I.P.**access.
- As a *** *** client, ***'s access to expert information is only beginning. He is now a Member of the *** *** **Inner Circle** and receives up to the minute information about new opportunities to grow his money and how to protect the

investment he's already made.

- As a client, *** gets **instant acces**s to the network of connections it's taken me **decades** to build. Connections that bring me better opportunities, more often.

The bottom line is that being a client of *** *** potentially helped *** (**if** he decides to sell) multiply his money four times... in 30 days—with **no** prior land investing knowledge or experience.

## How Can You Become a *** *** Client?

I deliver the most value to investors who are serious about making money. Believe or not, not everyone is.

And not everyone is the right fit for the type of service I provide.

That's why I require potential clients to submit an Application along with a Membership Fee. You need to have skin in the game. That proves to me that you're serious and you're not going to waste my time.

It's not really the money at issue, it's what the money represents that counts. It represents **commitment**.

Not commitment that you'll work hard or spend a lot of time learning about land... that's not the best use of your resources. That's why you work with someone like me.

I mean commitment to making a decision. I mean commitment to communicating with me. I mean a commitment to give my advice a fair hearing... and commitment to make your own decision. It's really a commitment to **ACTION**.

The Membership Fee is $997.00—payable by check. And it's due in full before we start working together. In fact, the fee is due when you submit your Client Application. If your Application is not approved, you will not be charged.

If your Application **is** approved but it ends up that I can't help you, you'll be the first to know. And I'll send you on your way... **with** a 100% refund of your Membership Fee.

Or if we do work together, and you follow my advice (which includes keeping in touch with me and being available when I have something you need to know) and you **still** aren't satisfied, you'll get your money back... with no hassle.

I've done everything I can to put 100% of your risk squarely on my shoulders. And that's why I need to be very careful about who becomes a client of *** *** ***.

## What *** *** Membership Fee Really Gets You

As a client of *** ***, you're really a personal client of my own. A client of *** ***. You work with me, one-on-one. I don't pack you into a bus and send you on a tour of the Vegas desert.

You tour the land in <u>my</u> truck... you talk with <u>me</u>... you work directly with <u>me</u>.

So the question is: Is this a smart investment for you?

That's one question I can't answer for you.  But here's what one of my clients had to say...

*Hi ***!*

*It's been a while (as usual) but I did want to let you know that the 80 acres I got from you was sold last year for $396,000!!  I'm holding the paper and this made my retirement economically feasible, so thanks, and know that you should have great karma for a long time.*

*If you're ever in my part of the woods, don't hesitate to let me know.*

*Best wishes,*

**** ****

And I have pages and pages of results just like that one...

**Here's What You Need to
Do to Get Started**

If you are serious about making money in raw land, and want <u>expert</u> help doing it... then here's what you need to do:

Complete the enclosed Client Application and submit it (along with your Membership Fee) to my office.  You'll find complete instructions on the Application.

And don't worry... the information you provide is 100% CONFIDENTIAL and will <u>never</u> be sold, rented or shared with anyone outside of *** ***.

Once you submit your Application and Membership Fee, my assistant, ***, will contact you within 48 hours to let you know the status of your Application.

If it is approved, Jenifer will work with you to schedule your phone interview with me.  And once we're done, I'll know if we're a good fit to move forward.  If not, I'll refund your entire Membership Fee and send you on your way.

**WARNING: This Opportunity is Very Limited**

I invest a lot of time in my clients. Take *** *** He received my undivided attention for hours and hours. The land tour alone took 11 hours. That's a lot of dirt.

As you can imagine, I am only able to work with a few select clients each month. And the first ones that submit their Applications are the first ones I consider.

If you are interested in getting access to the same type of service *** receives, then you need to complete your Application and send it in (with your Membership Fee) right away.

At the beginning of this letter, I congratulated you for taking action. For seeing opportunity and making a decision. Now is your chance to do that again.

Take a few moments and complete your Application right now.

Sincerely,

**P.S.** At the beginning of this letter, I told you that land investing can be profitable no matter which way the market is going.

Let me explain how that works...

When the market's down... that's obvious. You're able to buy land for pennies on the dollar.

When the market is up, cash is king... If a vacant land owner is hurting for cash, what's the first thing you think they're going to sell?

The first thing they'll want to get rid of is the land... because they aren't using it. It's of no use to them in their current situation.

Like they say... "One man's trash is another man's treasure."

To a savvy land investor, that's a huge opportunity.

I just bought a 2.5 acre piece of property from an investor who needed to sell. Access to the property wasn't great (there was a road to the general area, but no road right to the property). I bought it for $10,000.

I took the property and invested $500 dollars to get a land grader to cut a road.

I turned it into a $20,000 property with that $500 investment.

I **doubled** the value because I could see what the former owner couldn't see. I could see value where he saw nothing but dirt.

As a *** *** client, you'll get access to that very same knowledge, expertise and network of connections I use for my own investments.

But you need to take action. Fill out your Application right away.

**P.P.S.** Just one more thing... Remember Leonard Mardian? He's the Las Vegas developer who bought up 46,000 acres of White Hills Arizona for pennies.

Well, the reason he bought it was because of the BRIDGE that's being built across the Hoover Dam. Right now, the 15 MPH winding road over the dam takes Mohave County AZ out of the picture for becoming a bedroom community for Las Vegas.

When traffic gets backed up, it takes forever to get across.

In 2010, when the bridge is done (according to the most recent available information), that's going to change... very quickly.

Right now in Mohave County, prices for new residential construction are starting at about $140,000 (Las Vegas comparables at $340,000).

People are going to get **a lot** more for their money. We're talking big growth on the horizon.

And where there is growth, there is generally rising land values.

The good news is that you still have time to take action. You still have time to take advantage of the type of opportunity that really doesn't come along all that often.

Just complete your Client Application and follow the instructions to submit it (along with your Membership Fee) to my office.