



Haves & Wants

Email: Rachel@FasterHouse.com



What is FasterHouse?

- 1. FasterHouse - Flipping Business**
- 2. 4 Star Properties - Portfolio of Rentals**
- 3. FasterFunds Lending – Lend \$ to other Investors**
- 4. Magnolia Real Estate – Represent other Investors and Homeowners**



A Community of Real Estate Investors

Our Mission is to Provide:

- 1)Real Estate Investment Education
- 2)Quality Networking
- 3)Fun and Entertainment
- 4)Opportunities to Work with Our Team

Flipping Team Leaders



Sam Primm
636.312.2656



Lucas Walls
636.236.5668

Our Team - Buyers



Phillip Vincent
314.537.7445



Dennis Montgomery
636.697.6622



Corey Boyles
573.819.4687



Dusty Sanders
636.262.4418

Our Team - Hard Money Lending



**Arielle
Morris**



**Suzanne
Hunn**



636-223-4262

Our Team - Traditional RE



Matthew Becker

636-485-3585

Matthew@MagnoliaRealEstateSTL.com

Our Team - Wholesale Sales



Phil Blackwood

636-578-0740

Phil@FasterDeals.com

Spacious Woodson Terrace
CASH FLOW Opportunity! 4110
Beauty Ln., St. Louis, 63134

3 Bed 1 Bath

1,591 SqFt

Estimated Rent: \$1,000

Estimated Repairs \$5k

Estimated ARV \$85-\$90K

Asking: \$59,900



4110 Beauty Ln CLEAN Interior!



FasterDeals



Call or Email me if interested!

636-578-0740

phil@fasterdeals.com



Trusted Vendors

What is a Trusted Vendor

- Companies or Individuals We Use
- Part of our Extended Team
- People that Understand RE Investors



Trusted Vendor - Title Company



Tara Smith

314-768-9641

Trusted Vendor - Executive Coach



Mike Kitko
Executive Coach

636-288-0008

mskitko@gmail.com

Trusted Vendor - Insurance for Rentals



John Mica
Insurance Agent

636-946-5050

JMica@ShelterInsurance.com

Trusted Vendor - Insurance for Flips

Melodie Smith and Ryan Mica
Commercial Insurance Agents



636-946-6133

Melodie@LindenwoodAgency.com
Ryan@LindenwoodAgency.com

Trusted Vendor - Roofing & Siding



Shaun & Sandy Wright

636-462-4608

AngleRidgeRemodeling@yahoo.com

Trusted Vendor - Commercial Lender



NMLS#409183

Tim Nash

(636) 328-6931

AmericanBankofMissouri.bank

Trusted Vendor - Direct Mail/Marketing



Ryan Dixon
636.519.8320



10% Discount
www.FasterHouse.com/DirectMail

Trusted Vendor - Call Service



David Cruise

800-347-9296

Sales@CallPorter.com

Trusted Vendor - Collections and Judgement Specialist

Beacon Recovery Systems



Dennis Venezia

636-386-3913

Info@BeaconRecoverySystems.com



**These Trusted Vendors
can be found anytime at:**

FasterHouseBuyersClub.com

Next Month's Speaker



Davis & Travaglini

***Cover your ASSETS and
Other Great Legal
Advice for Landlords***

Tonight's Presentation



**My Journey to Financial
Freedom thru Real
Estate**





My Journey to Mo Freedom with Real Estate

Bryan
Schroeder

I heard the other day that
people want 3 things:

1. Be their own Boss
2. Work at something they love,
believe in and are passionate about
3. Build total independence

What is Your Definition of
Financial Freedom?

Financial Freedom

“A Passive Income Stream Equal to
or Greater than your Monthly
Expenses!”

Mo Freedom

“Rental Cash Flow Way MORE than
your Monthly Expenses!”



Our Story Starts at Gingham's Restaurant

We had a Two Part Plan

1. Flip Houses for Current Income

- Get out of JOB
- Little bit of Freedom

2. Build Rental Portfolio for Passive Income

- Cash Flow > My Monthly Expenses
 - Mo Freedom

1. Flip Houses for Current Income

Flipping Business (Buy, Rehab, Re-Sell)

- Buy one house per month
- Average profit \$20,000
 - \$10k for Jim & Claire
 - \$10k for Debbie & I

2. Build a Rental Portfolio for Passive Income

Single Family Rental Business

- Use the BRRRR Method
 - Create Mo Freedom with Cash Flow
 - Build Long Term Wealth with Equity in Houses

BRRRR Method:

B- Buy a House at a Discount

R- Rehab the House to Rent Ready
Condition

R- Rent the House to an Awesome Tenant

R- Refi the House and Get Most or All of
Your Money Back

R- Repeat

(Make Sure EVERY Deal Cash Flows!)

Example for the BRRRR Method:

B- Buy a House for \$60,000

R- Rehab the House for \$20,000

R- Rent the House for \$1,000 per month

R- Refi the House: Appraises at \$100,000

- Get a Loan for \$80,000

R- Repeat: You have your \$ back- Do It Again

\$

Value of the Portfolio of Houses

Equity

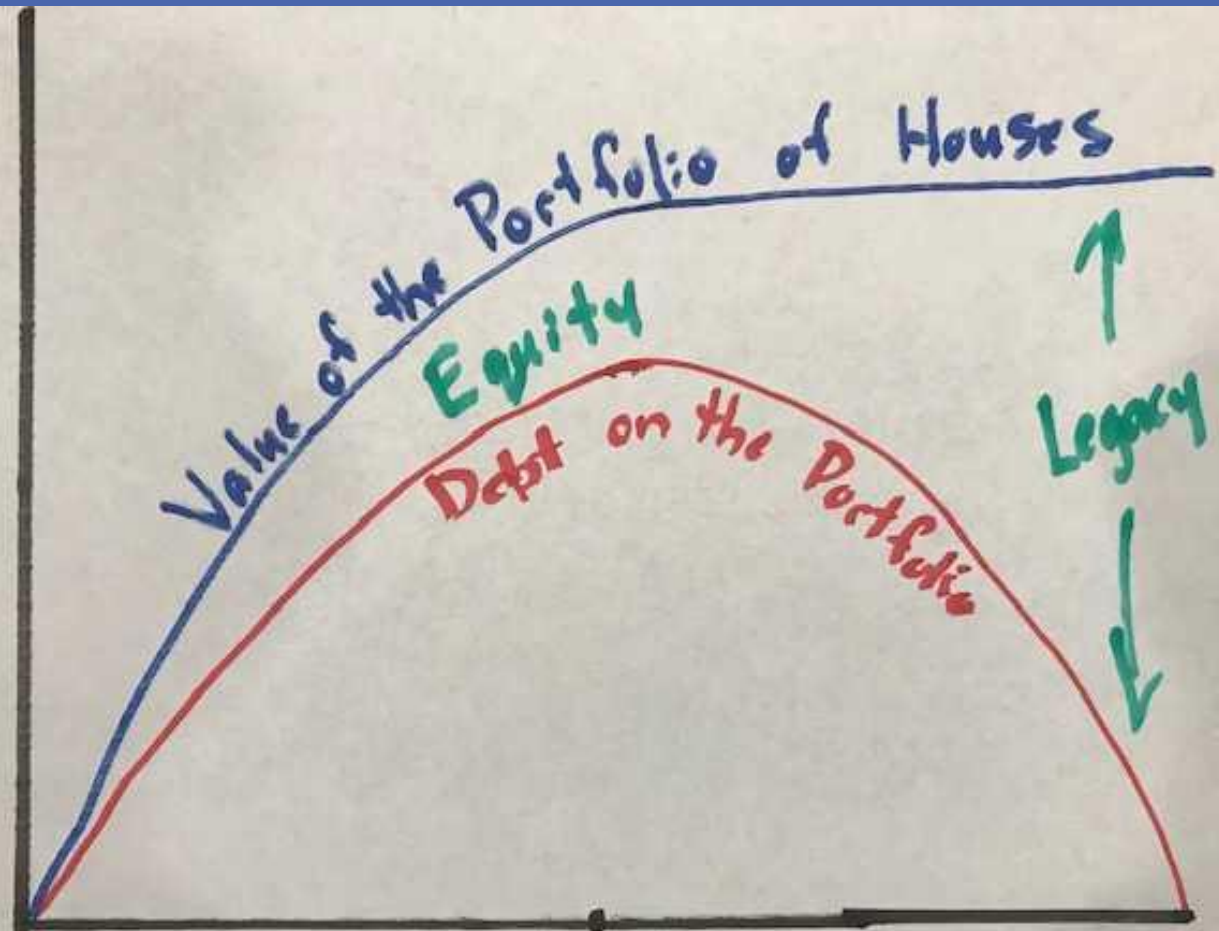
Debt on the Portfolio

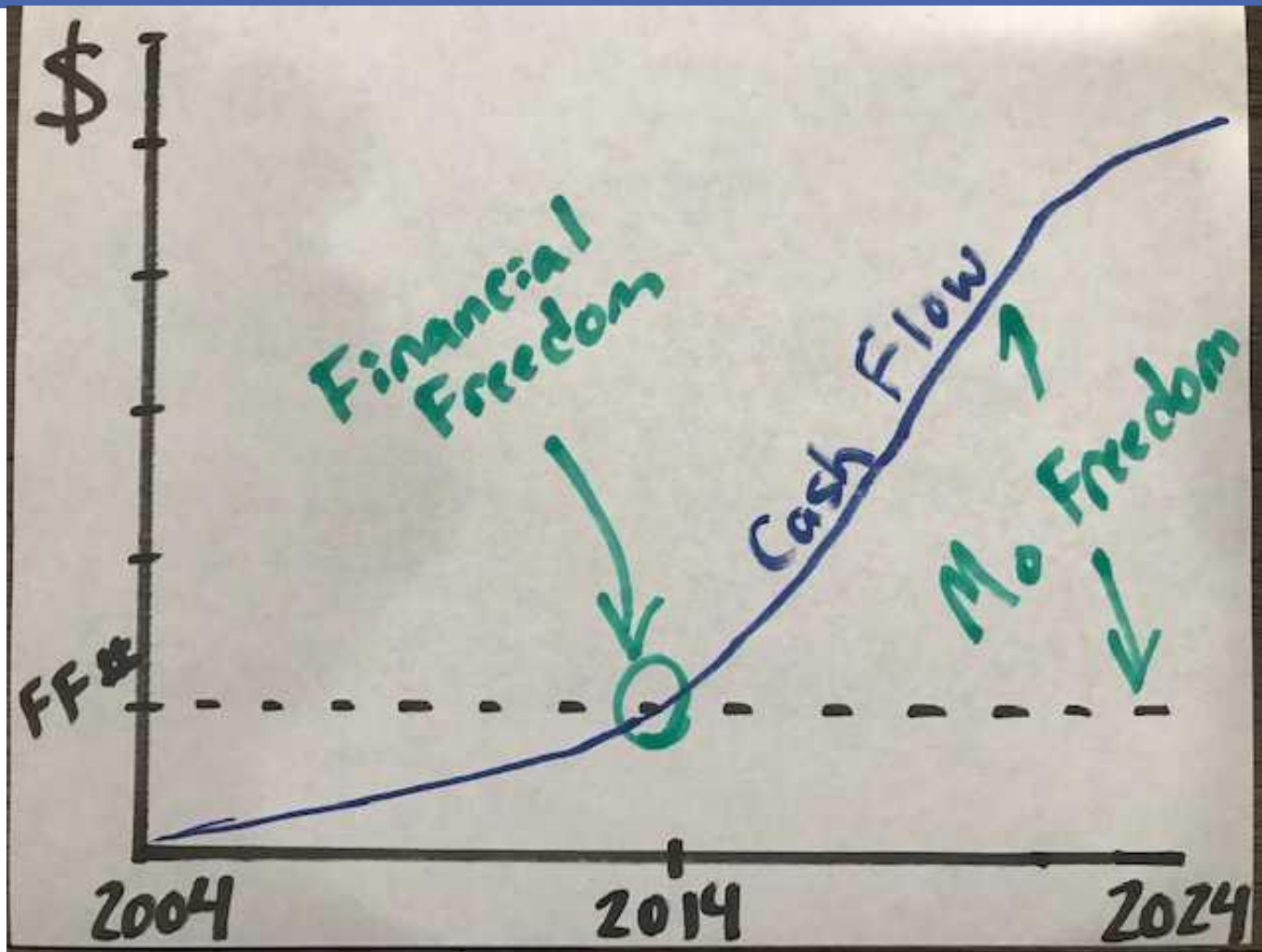
Legacy

2004

2014

2024





Training Tip:

Create your Mo Freedom Gameplan

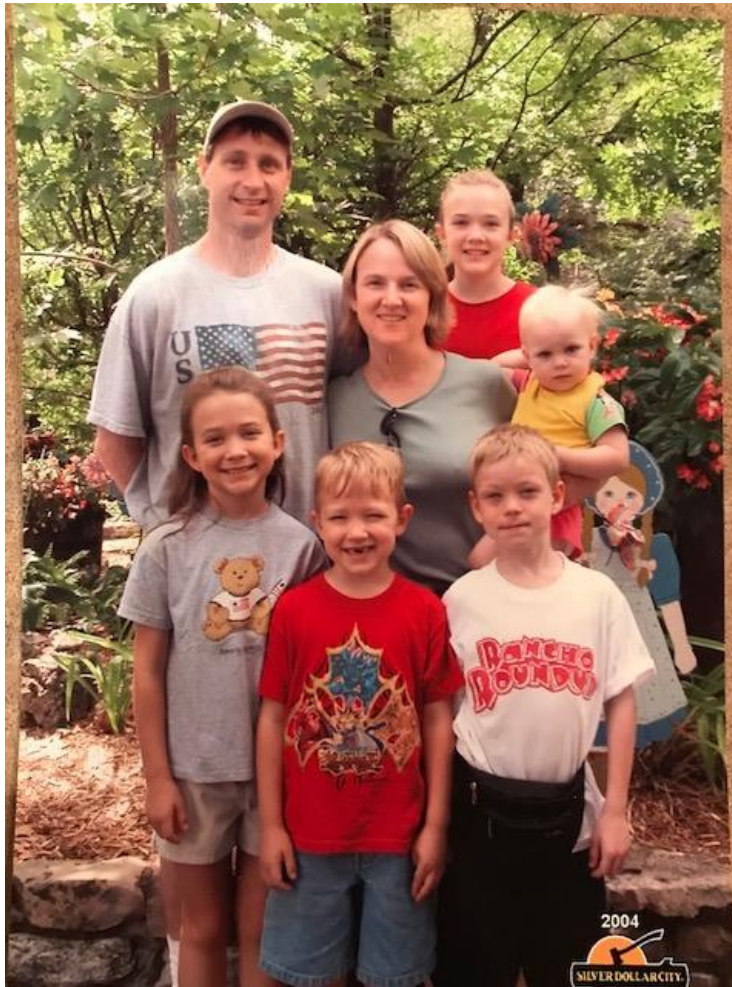
Financial Freedom #: \$6,000 per month

Assume

- Each Rental House Cash Flows \$200 / month
- Buy 30 Properties

$$\$200 * 30 \text{ Properties} = \$6,000 / \text{month}$$

Questions?



Our Journey to
Mo Freedom!

Family Picture
Shortly After
Starting
FasterHouse

2003

Flipping Business: (2002 – 2005)

- Followed the Plan – Life is Good
 - Bryan
 - Bought Properties at a Discount
 - Developed Relationships with Local Banks
 - Jim
 - Rehabbed the Houses
 - Claire
 - Became an Agent and Sold our Properties
 - Debbie
 - Bookkeeper

Training Tip:

Get a competitive edge at one or more of the following:

- Finding Deals
 - Buy them cheaper
- Rehab Properties
 - Better or less expensive
- Financing your Deals
 - Pay Cash or have Cheaper Money
- Selling your Properties
 - Become an Agent

Questions?

Rental Business: (2004 – 2005)

- Bought First Rental 2004
- Grew Portfolio to Around 20 Houses
- We would keep anything that was a deal as long as we met our Flipping Goal of 1 house per month

133 Sun glow Drive Lake Saint Louis



Flipping Business: (2006)

- January
 - Decided to Build a Team
 - Hired 4 Buyers
 - Mostly existing Wholesalers we Had been Buying From
 - Their Job:
 - Buy Houses
 - Rehab Houses
 - Sell Houses
 - We Split Profits when SOLD

Flipping Business: (2006)

- September
 - Seamed like we had a HOLE in our Financial Bucket
 - Jim & I jump in his truck and drive to ALL 41 of our VACANT houses
 - Most were NOT good buys and/or good rehabs

Flipping Business: (2006)

- Lessons Learned:
 - We allowed guys to do things they weren't good at without knowing it
 - Most were not good rehabbers
 - We made poor hiring decisions
 - Most did not have our values
 - We did not train them properly
 - We did not have good procedures in place

Flipping Business: (2006)

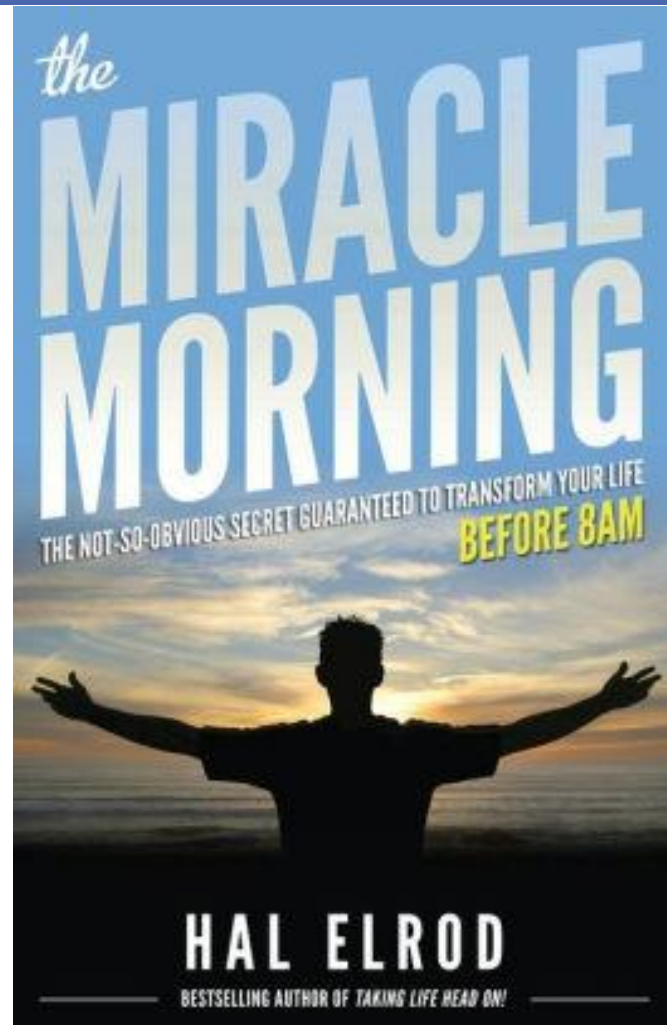
- By the end of the year we had parted ways with almost everyone
- Back to Me, Jim, Claire & Nancy
 - Debbie temporarily got a job
- Focused on getting everything sold or rented before we went BROKE

Training Tip:

This business is a simple if you have a plan and follow the plan.

What makes it difficult are our emotions and our ego!

Make sure you keep your mindset & attitude right!



HOW TO WIN THE DAY

IF YOU WIN THE MORNING, YOU WIN THE DAY. HERE'S HOW TO START THE DAY OFF RIGHT.

From the Ask Altucher
interview with Hal Elrod



S

Silence

Meditation. Prayer. Breathing. Whatever it is for you, the idea is to quiet your mind, block out the chatter, and start the day with calm thoughts.

A

Affirmations

Encouraging words you tell yourself to achieve your goals, overcome fears, be healthy and happy, and live out your purpose.

V

Visualization

Imagine yourself doing each thing, step by step, that you need to do to accomplish your goals. Then imagine what it will feel like when you succeed.

E

Exercise

It doesn't have to be powerlifting or long distance running. Just do some bodyweight exercises for 5 minutes to get the blood and oxygen flowing to the brain.

R

Reading

Fill your brain with positive thoughts and ideas to improve yourself. Learn the knowledge of people who have accomplished the things you want to do.

S

Scribing

Writing or journaling is a great way to process your thoughts and reflect on your life. It will help you be more self-aware and more articulate.

Questions?

Flipping Business: (2007-2009)

- Followed the Plan – Back to Normal
 - Bryan
 - Bought Properties at a Discount
 - Worked with our Local Banks
 - Jim
 - Rehabbed the Houses
 - Claire
 - Sold our Properties
 - Nancy
 - Did our Book Keeping & Property Management

Rental Business: (2006-2008)

- Continued to Grow Rental Portfolio to Around 40 Properties
- Some were Flips Gone Bad

Training Tip:

Make Sure Every Property Cash Flows

- Income
 - Rent
- Expenses
 - Mortgage Payment
 - Insurance
 - Property Taxes
 - Maintenance
 - Property Management Fee
 - Vacancy
- Stay Focused on Mo Freedom

Questions?

Flipping Business: (2010)

- Who Remembers what Happened in 2010?



Flipping Business: (2010)

- Spring Market was Pretty Strong
 - Was the Real Estate Market Recovering?

NO

Flipping Business: (2010)

- Nothing Sold from July - December
- Everything we bought that wasn't sold by June 30th we owned until 2011
- We made NOTHING for 6 - 8 months

Training Tip

What do you need to know to Flip Successfully?

- Flipping Formula
- $MAO = ARV * \% - Rehab$
- Two # You Absolutely Need to Know
 - ARV & Rehab Cost

Training Tip

- If houses stop selling

Stop the Bleeding!!

In 2007 & 2010 we sold or rented
everything

Those that didn't declared BANKRUPTCY

Questions?

Rental Business: (2009-2013)

- Tale of TWO Stories
 1. Renewing Bank Notes
 2. Cash Flow

Rental Business: (2009-2013)

Renewing Bank Notes

- Our loans are with local banks
- Loans would reset every 3 years
- Properties bought before the Crash (2004 – 2007)
 - Renewed in 2007-2010
 - First time around not much of an issue

Rental Business: (2009-2013)

Renewing Bank Notes

- Second Time Around in 2010 – 2013
 - The SHIT hit the FAN
- To renew the notes we often had to bring \$10k - \$25k to the closing
- To do this we raised private money from family & friends

Rental Business: (2009-2013)

Cash Flow

- We saw an Opportunity
 - North County values had dropped by 40-70%
 - Rents stayed Flat
- Examples
 - Buy all in @ \$40k –Rent for \$800/mo
 - Buy all in @ \$75k –Rent for \$1200/mo
- We Hired a Full-Time Property Manager (Steve)
- We got Focused on Mo Freedom

Rental Business: (2009-2013)

- Tale of TWO Stories
 1. Renewing Bank Notes
 - We ended 2013 with \$800k in private notes to friends & family
 2. Cash Flow
 - We ended 2013 with 120 properties

Training Tip

- **Never Run Out of CASH**
 - Keep a sufficient amount of Cash Reserves at ALL times
 - Borrow \$ from Private Lenders (Last Resort)
 - Run out of cash = NO “Mo Freedom”

Training Tip

- When FEAR is everywhere...
 - Buy Rental Houses
 - Stay focused on Mo Freedom

Questions?

Flipping Business: (2011-2013)

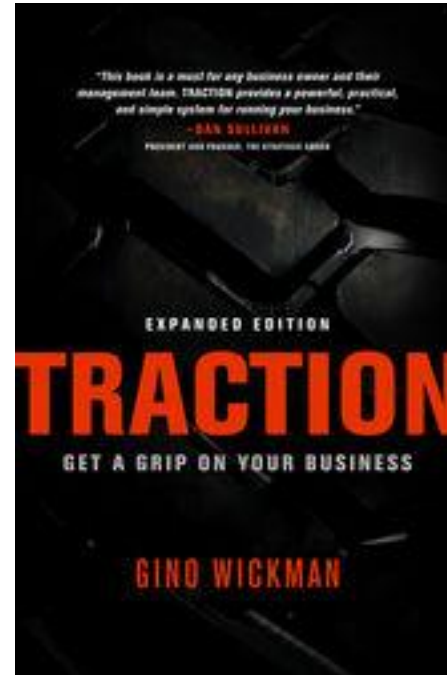
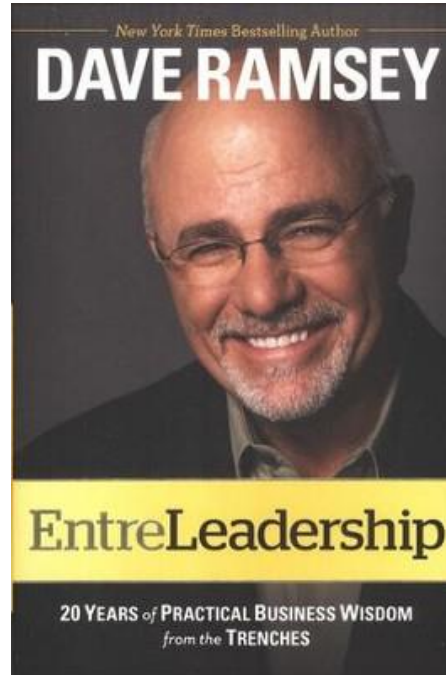
- Followed the Plan – Back to Normal
 - Bryan
 - Bought Properties at a Discount
 - Worked with our Local Banks
 - Jim
 - Rehabbed the Houses
 - Claire
 - Sold our Properties
 - Pattie
 - Did our Book Keeping

Flipping & Rental Business (2013)

- After 10 wonderful years as business partners Jim & I decide to part ways
- We had different Ideas & Interests
- Although the process was difficult we are Friends to this day

Flipping Business: (2014-2018)

- Time to Scale the Business & Build a Team



Flipping Business: (2019)

- Partnership: Sam & Lucas & Bryan
- Sam Heads up Sales & Marketing
 - 4 Buyers – Phillip, Corey, Dusty, Dennis
 - Marketing – Yates
 - Wholesale Dispositions - Phil
- Lucas Heads up Operations & Finance
 - Rehab Manager – Lucas
 - Retail Sales - Claire
 - Office Manager - Tammy
 - Contract to Close - Lori
 - Finance – Tim & Pattie

Rental Business: (2014-Today)

- Debbie Comes Back to Manage Rentals
- Builds her Team
 - Lorie & Scott
- Develop a Core Focus for Rentals
- Focus on Increasing Cash Flow & Paying Down Debt = Mo Freedom!

Training Tip

- **Have a Core Focus for your Business**
 - **Rentals**
 - Single Family Houses (120-150 units)
 - Within a 30 Minute Drive of our office
 - Primarily Low Maintenance 3 Bedroom
 - B – C+ Type Properties Rents \$900-\$1,500
 - Maintain Occupancy at 95%
 - “In House” Property Management Team
 - A Core Focus = Mo Freedom

What our Business looks like Today?

1. Flipping Business
 - 170 deals this year
2. Rental Business
 - 130 Single Family Houses
3. Lending Business
 - 90 Loans - \$9,000,000 on Street
4. Traditional Brokerage
 - 15 Agents
5. Education Biz
 - Club & Mastermind

FasterFreedom

The Mastermind to Achieve Freedom
thru Real Estate

Our mission is to improve, serve and support the community.

LOVE AND
RESPECT

We put people first.

CONTINUOUS
IMPROVEMENT

We grow, innovate
and are open to change.

PERSONAL
ACCOUNTABILITY

We take responsibility.

COURAGE TO
PERSEVERE

We get things done.

MINDSET OF
ABUNDANCE

We believe there is
enough for everyone.

INTEGRITY



We do the right thing.

FUN AND
SUPPORTIVE

Our environment is friendly,
open and drama free.

What do I receive for Being a Member of FasterFreedom?

1. 90 Minute Vision Planning & Goal Setting Session with Bryan & Rachel
2. Peer Group
3. Accountability
 - Monthly Group Session
 - Closed Facebook Group
4. Access to Deals
5. Shared Resources

FasterFreedom Membership

\$495 / Month

Who is this for?

1. Wholesalers who want to be their own Boss
2. Rehabbers who want to work at something they love, believe in and are passionate about
3. Landlords who want to build total independence

If you think FasterFreedom
might be for you.....

Fill out the form

Rachel & I will be meeting with
everyone who fills out the form

First Time Visitors

FAQ Corner

