



ST. LOUIS WHOLESALING SECRETS



PRESENTED BY
CHRIS KLEWEIN



Bryan Schroeder



**Mother Teresa, Garage Sales,
and a 16 year-old boy can
actually teach us a lot about
wholesaling!**







Cleaning the house

Picking up Toys

Housework

Yardwork

Helping us work on Rentals and Rehabs

Helping Mom make dinner

Allowance



Lawn Mowing

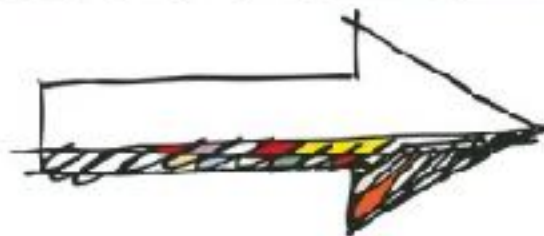


**PET
SITTING**

SERVICE



**GARAGE
SALE**





**GARAGE
SALE**









Smart Phones



Sell » iPhone » iPhone 5C

Sell Your iPhone 5C



iPhone 5C: Sprint, 8GB, Flawless

Your device is valued at

\$16.00

[Back](#)

[Add to Box](#)

Fast and Free Shipping!

Safe and Secure Payment!

\$16.00

\$- 5.00



\$11.00




About Me

Chris Kleewein

- 🏠 Wholesaler, Landlord, Coach.
- 🏠 Wholesale about 50 houses per year.
- 🏠 Rehab a couple of houses each year.
- 🏠 Currently have about 45 rental homes.
- 🏠 I am a local St. Louis guy.
- 🏠 And the important question.....

AGENDA

1. Mindset & Goals
2. Basic Wholesale Strategy
3. Recent Deals in St. Louis
4. The Hidden Markets
5. Additional Opportunities

A portrait of Andrew Carnegie, an elderly man with a full white beard and mustache, wearing a dark suit and tie. The portrait is positioned on the left side of the image, with a dark background.

“Ninety percent of all millionaires become so through owning real estate. More money has been made in real estate than in all industrial investments combined. The wise young man or wage earner of today invests his money in real estate.”

Andrew Carnegie,
billionaire industrialist

If you know what to do and how to do it, you can make a ***FULL-TIME*** income in real estate, working ***PART-TIME***, even if you already have a full-time job and a family at home.....



MINDSET & GOALS

- Surround yourself with positive people
- Abundance (vs. Scarcity)
- Written Goals
- Be open to learning

If you know what to do and how to do it, you can make a ***FULL-TIME*** income in real estate, working ***PART-TIME***, even if you already have a full-time job and a family at home.....



Basic Wholesale Strategy



\$5

iPhone

Designed by Apple in California. Assembled in China.
Model A1401 (2,904) or Model A1402 (2,904)

FCC X CE





Sell » iPhone » iPhone 5C

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\$5

iPhone

Designed by Apple in California. Assembled in China.
Model A1417. FCC ID: B12-2004. © 2004 Apple Computer, Inc.

RCXCE-01





A hand holding a red highlighter is circling the number 10 on a calendar grid. The calendar shows days of the week (Mon to Sun) and dates from 1 to 31. The number 10 is circled in red.

Mon	Tues	Wed	Thurs	Fri	Sat	Sun
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

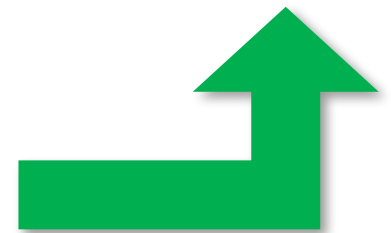
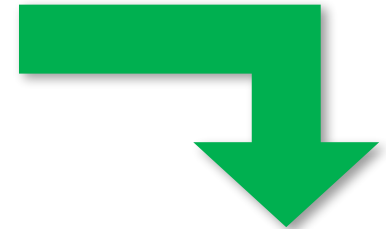


**What does it look like to
Wholesale a House?**

Wholesaling simplified

Placing a property under contract to purchase,
and then selling the contract

Selling the
contract
("Assignment")









**Why do I like
Wholesaling?**

Why I like Wholesaling

If done correctly....

 IT HELPS PEOPLE!!!!!!



Mother Teresa

A hug to say

Thank you





THANK YOU HUG









Hate

Your

Job?

monday



Why I like Wholesaling

If done correctly....

- 🏠 IT HELPS PEOPLE!!!!!!
- 🏠 Doesn't require any money
- 🏠 Doesn't require any credit
- 🏠 Low risk ← use the correct paperwork!! ****
- 🏠 Very fast (compared to other types of real estate transactions)
- 🏠 Can be lucrative
- 🏠 Low time commitment (part-time, flexible)
- 🏠 Can supplement other investing strategies

MY FIRST



WHOLESALE OPPORTUNITY

My First Wholesale Opportunity

- 🏠 Purchase from the MLS for **\$55,000** (handyman special)
- 🏠 My plan: I borrowed **\$55K** purchase from bank.
- 🏠 Invest **\$30K** in rehab from CC and HELOC
- 🏠 Rehab in 90 days.
- 🏠 Sell on the retail market, make **\$20+K** profit, in 6 months.**
- 🏠 On the first day, I was offered **\$65,000**
- 🏠 **\$10,000 PROFIT!** (Wholesale) (with no work!)
- 🏠 What Should I Do?? (What would you do?)



YOU ARE

WHOLESALEERS!!!

The Wholesaler Haircut



Phillip
Vincent



Chris
Kleewein



Henry
Owens



Dennis
Montgomery
"The Rock"

The Wholesaler Haircut



Phillip
Vincent



Chris
Kleewein



Henry
Owens

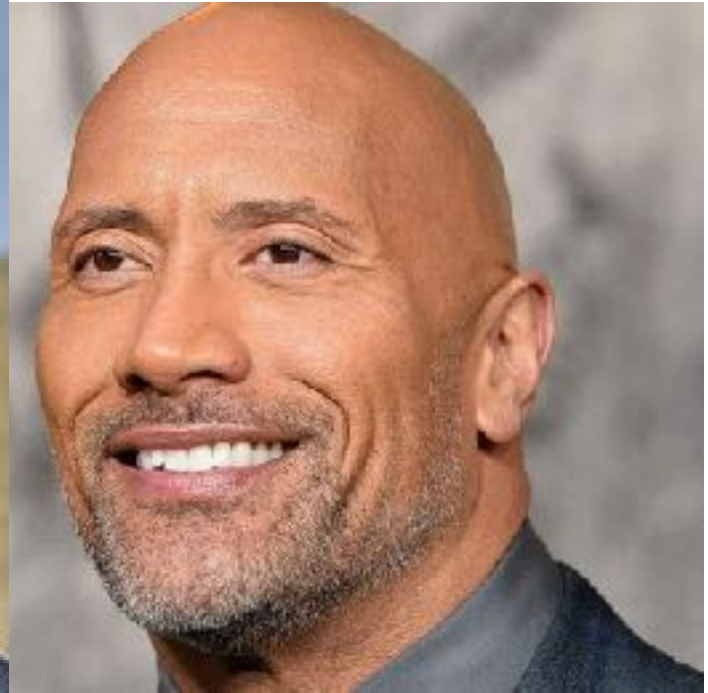


Dennis
Montgomery
“The Rock”





**Dennis
Montgomery**



The Rock



Dennis
Montgomery



The Rock

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- 🏠 On the first day, I was offered **\$65,000**
- 🏠 **\$10,000 PROFIT!** (Wholesale) (with no work!)
- 🏠 What Should I Do?? (What would you do?)
- 🏠 But I said, “No, I will make more money by rehabbing.”
- 🏠 10 months and **\$50,000** Rehab later, over-budget, including jacking the house up off the foundation and replacing 2 basement walls.
- 🏠 **\$2,000 Profit.**



The Math

WHOLESALE

- \$10,000 in one day

REHAB

- \$2,000 in 10 months
- \$200/month
- \$6/day
- 75 cents/hour

Time and Money Expectations

\$7-12K

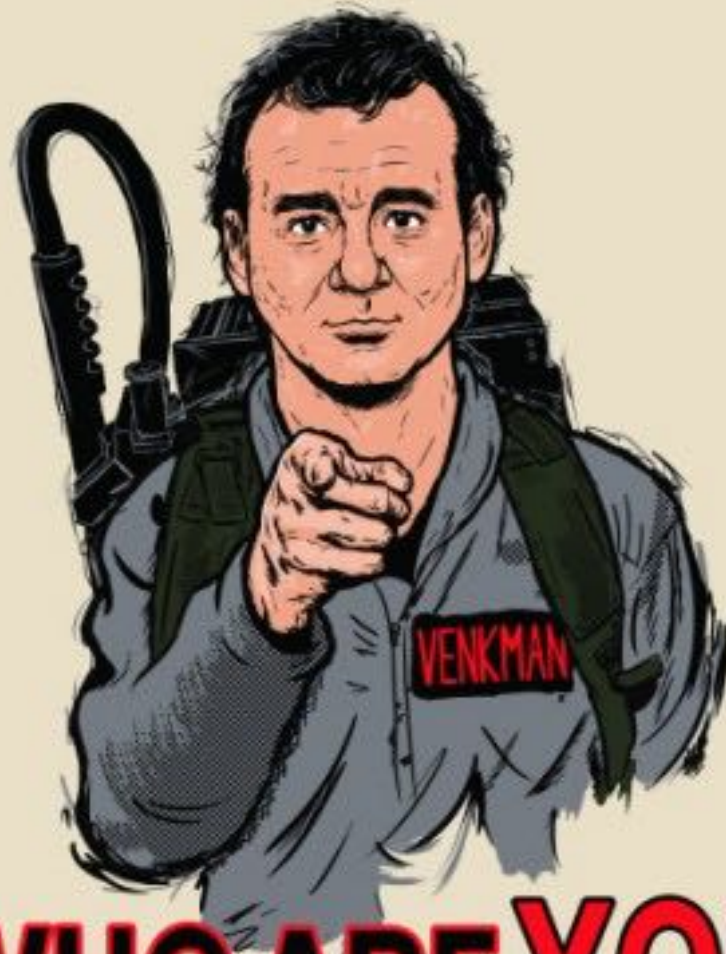
Average Wholesale Assignment Fee

3-8 hours

What it takes per week to get started



2129 N Fourth Street, St. Charles, MO 63301



**WHO ARE YOU
GOING TO CALL?**

GHOSTBUSTERS

**WHO YOU GONNA
CALL?**



Bryan Schroeder

Our Team - Buyers



Phillip Vincent
314.537.7445



Sam Primm
636.312.2656



Corey Boyles
573.819.4687



Dusty Sanders
636.262.4418



63 Woodlawn Drive, St. Charles, MO 63301



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Our Team - Buyers



Phillip Vincent
314.537.7445



Sam Primm
636.312.2656



Corey Boyles
573.819.4687



Dusty Sanders
636.262.4418



Mary & George



12186 McKelvey Road, Maryland Heights, MO 63042









Put the property under contract for \$60,000.

Assigned the contract for \$22,000 assignment fee.

Buyer needs to bring \$82,000 to buy the house.

Where does the money go?

Buyer brings \$82,000 to buy the house.

Seller gets \$60,000

Mary & George get \$22,000



Mary & George

[Search](#)[Preferences](#)[Help](#)Welcome Christopher | [Realist Mobile](#)**12186 Mckelvey Rd, Maryland Heights, MO 63043-1240, St Louis Co...**

Expired Listing

Close R

[Property Detail](#)[Comparables](#)[Market Trends](#)[Neighbors](#)[Neighborhood Profile](#)[Building Sketch](#)3
MLS Beds1,683
MLS Sq Ft25,265
Lot Sq Ft\$60,000
Sale Price1
MLS Baths1956
Yr BuiltSFR
Type10/04/2018
Sale Date

Owner Information

Owner Name:	Zhang Dongsheng	Tax Billing Zip:	63303
Owner Name 2:	Zhang Lijung	Tax Billing Zip+4:	6277
Tax Billing Address:	417 Katy Ln	Owner-Occupied:	No
Tax Billing City & State:	St Charles, MO		

Location Information



Mary & George



Matthew & Molly



6315 Wyoming Street, St. Louis, MO 63139















PLASTIC BOTTLES



Contract to Purchase for \$90,000

Assigned the contract for \$10,000 assignment fee























Matthew & Molly

Recent Examples of Wholesale Deals

- 🏠 *Driving for Dollars*
- 🏠 *\$5,000 profit*



St. Louis County



🏠 Source = Postcard

🏠 \$10,000 contract assignment fee

MY FAVORITE DEAL



North STL City House

Source = Referral

- 🏠 Purchase = \$1,500
- 🏠 Sell = \$15,000
- 🏠 Profit = \$13,177



Supported by 1st Ward Alderwoman

Sharon Tyus

Coming
Soon

CROWN
Mart

Supported by
1st Ward Alderwoman
Sharon Tyus

GAS STATION • CAR WASH &

Convenience Store

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MY FAVORITE DEAL



North STL City House

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If you know what to
do and how to do
it,
you can make a
FULL-TIME income
in real estate,
working ***PART-***
TIME, even if you
already have a full-
time job and a
family at home.....





Discover the Hidden Markets

- 🏠 The key to our *MUTUAL* success is finding and serving homeowners that NEED to SELL NOW!
- 🏠 There is an endless supply of motivated sellers and we bring creative solutions to satisfy their needs!
- 🏠 Sometimes, time is their #1 concern, not money. We pay CASH & close fast & take the property AS IS.

Discover the Hidden Markets

 Divorce

 Death

 Probate

 Unpaid Taxes

 Burnt-out
Landlords

 Non-Owner
Occupied

 Retiring

 Job Loss

 Relocation

 Foreclosure

 Fire Damage

 Health Issues

 Down-sizing

 Vacant Houses

 Structural Damage

 County Nuisance

AGENDA

1. Mindset & Goals
2. The Basic Strategy
3. Recent Deals in St. Louis
4. The Hidden Markets
5. Additional Opportunities

3-DAY BOOT CAMP

- 3-Day Boot Camp
- March 1-3. (Fri, Sat, Sun)
- SHERATON CLAYTON PLAZA HOTEL
- Doors Open at 8:30am
- 9am-5pm each day



The 3-Day Boot Camp will cover:

- 🏠 My top 3 negotiation techniques to negotiate a better deal and make more money on every deal you do
- 🏠 The exact blueprint on what houses are the best deals, what areas of St. Louis & bedroom count & WHY!
- 🏠 Get copies of my contracts and ALL my paperwork!
- 🏠 Phone scripts, what to say to sellers when they call you
- 🏠 Scripts to talk to investors to build a buyers list
- 🏠 Build your confidence!
- 🏠 And much more.....

Lead Generation

Mail

PPC

SEO

Networking

Cold Call

Driving for Dollars

LEADS

APPOINTMENTS

OFFERS

FOLLOW UP

Business Operations

LEADS

Answer Phones/Web Leads
Schedule Appointments

APPOINTMENTS

Attend Appointments
Evaluate Comps
Evaluate Repairs

OFFERS

Make Offers

FOLLOW UP

Follow Up
Contracts

Exit Strategies

Assigning/Wholesaling

Rehabbing/Retailing

Rentals



**EXTRA
BONUS**

Added Bonuses

- My personal contractor, who works right here in St. Louis, rehabbing houses every day (has worked for me for years), will talk to you about estimating repair costs.
- My title company closer will teach you how the title process works and how they handle the assignment process for wholesaling.
- Several students will do live case studies, showing you how they got the deals and how they made money.

Added Bonuses

- I will provide information about funding sources. How to fund your deals.
- Rehabs/Rentals
 - Private money
 - Hard money
 - Creative financing

3 Full days of Training	\$1297.00
Wholesaling (From Start to Finish) ..	\$497.00
My top Negotiation Techniques	\$297.00
All my documents and forms	\$297.00
Marketing to find deals in St. Louis ..	\$297.00
TAX-FREE IRA Investing	\$297.00
Local St. Louis BluePrints.	\$297.00
Finding all the money you need!	\$497.00
100% money-back Guarantee	Priceless!
=====	
Total Value	\$3,776.00

3-Day Boot Camp



Huge Discount!

**Only
\$297
per
person**

But Wait...
**THERE'S
MORE!**

BONUS!

Two People for the price of
one.

Bring a spouse or a business
partner, and get 2 seats for
only \$297



SATISFACTION

100%

GUARANTEE



Money Back Guarantee

- Attend. And if you feel our training program is not right for you, let us know by the end of Day 1.
- We will refund your entire purchase price
- Keep our private training materials as our gift for taking action!



From Donna and Erik

Our first Wholesale story:

“We started driving for dollars for an hour or two each day after we got out of your class. Within two weeks, we were talking to a motivated seller. After some negotiation, we put her house under contract for \$10k. And less than a week after that, we assigned the contract for \$4k. It was a pretty exciting experience.”

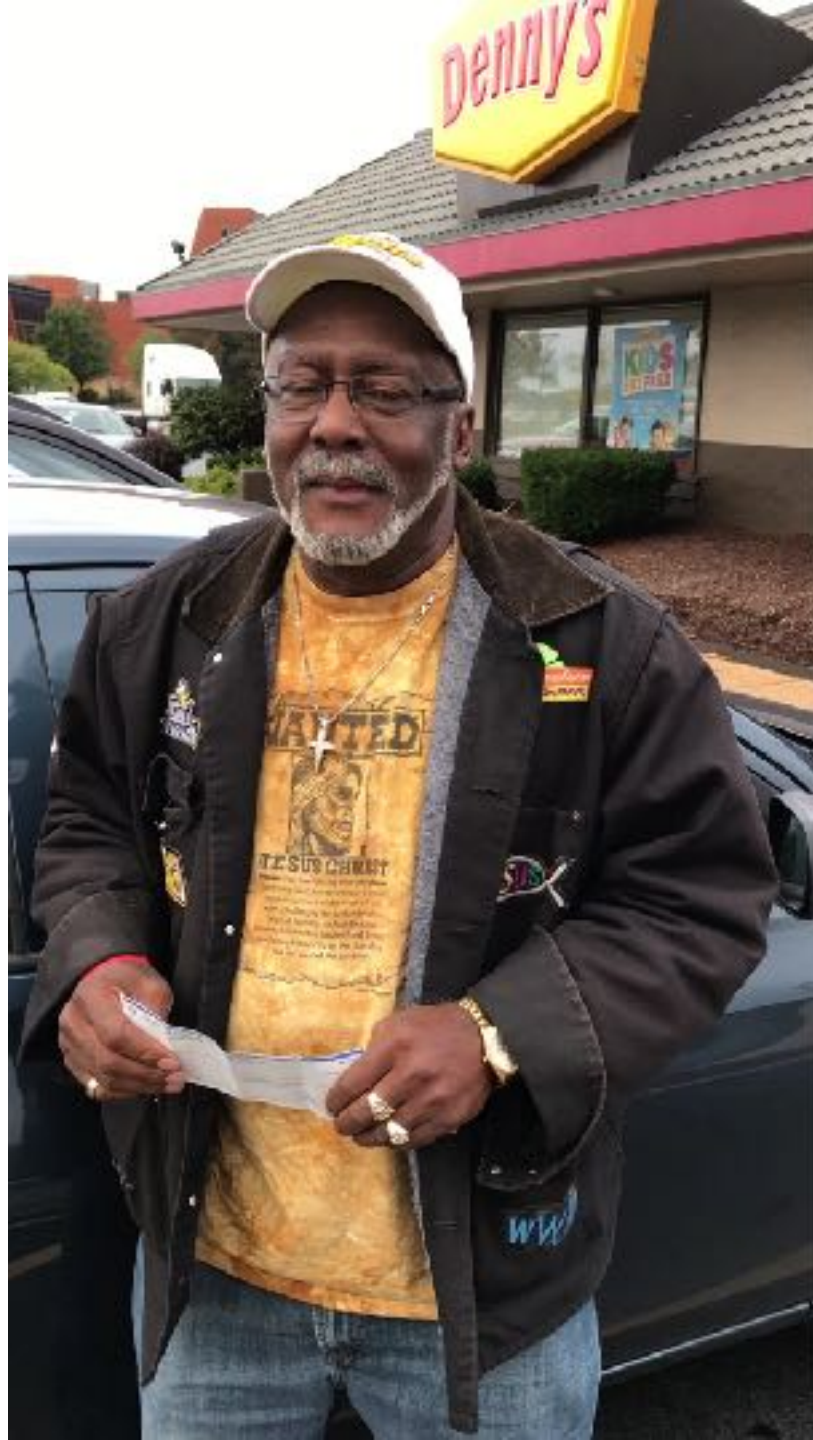
Meet Don McGhee.....





Google

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- 9am-5pm each day (arrive early)
- www.STLinvestorAcademy.com/bootcamp
- (636) 706-8455

**TODAY'S
SPECIAL**

**Only
\$297**

