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## Welcome to the Course

## Start Here!

Not that long ago, I was in the position many of you are in now, a novice real estate investor trying to get my foot in the door and learn how to talk to sellers.

I was struggling to get leads, I was struggling to understand the vocabulary of creative finance, and I was struggling to talk to sellers.

The big problem was that the traditional methods were not an option for me. Banks, realtors, I was self employed and putting everything back into my business. If I wanted to do deals, I needed to talk to sellers one on one, but what do you say?

My construction business hit a wall and I needed to learn how to truly be an investor. Bills were piling up and I was running out of time, which meant I was on the clock to find a deal, speak with a seller, and close that deal.

Then, as if by chance, something amazing happened...

