

How Robert Kiyosaki Gets Infinite Returns with Real Estate... And How You Can Too

Webinar by Russell Gray & Robert Helms

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Webinar: How Robert Kiyosaki Gets Infinite Returns with Real Estate...And How You Can Too

- Robert Kiyosaki: Hi. Robert Kiyosaki, probably best known for the book, 'Rich Dad Poor Dad', and I'm here with great friends, The Real Estate Guys, Robert Helms, Russell Gray. They were one of the first guys that brought me on their radio program and been friends ever since.
- Russell Gray: It's been a great relationship. Robert, you've changed the world with your message and just the way you've helped people understand the difference between being on the E and the S side of the quadrant and being a business owner and an investor, and that's really the key. The key is getting around the right people. You've always advocated being around advisors and making sure that you're constantly learning, the world is constantly changing, and so it's been a great relationship, and also just watching the way that you continually put great content out there or continuing to feed the sheep if you will.
- Robert Helms: Welcome and thank you for joining us. I want to make sure you're in the correct webinar. We're going to show you how Robert Kiyosaki gets infinite returns with real estate and how you can too.
- Russell Gray: Our goal today is to show you how you can create cash flow with real estate like the pros without leaving any of your own money on the table.
- Robert Helms: If you stay until the end of the webinar, we'll be giving you a free special bonus. Now, I know you'll want to stay until the end because if you're interested in real estate, everything we talk about today will have you wanting more, but just in case you feel inclined to leave us at any point, remember, we'll make it worth your while to stay with us until the end.
- Russell Gray: Let's make sure you're paying close attention because

it would be super sad if you missed a good idea or you quenched the enthusiasm that's growing inside you just because you decided to check your email or answer your phone or do whatever, so shut all that stuff off and give us your full attention for our time together, and we're going to do our very best to make sure it's well worth it.

Robert Helms:

You probably have a vague idea what you want life to look like at some point in the future. This future date might be retirement or where the kids are out of school and on their own, or some other future season in life. I know Russell is looking forward to writing and painting, learning to play piano and fly a plane, do volunteer work and so on. I know I want to spend more time with my kids, playing music, attending concerts, traveling. Perhaps you want to travel or own your own yacht or a plane or retire to Hawaii. Whatever it is, can you imagine what life will look like when you achieve financial freedom?

Russell Gray:

Here's the thing. Life rewards people who know what they want, who learn how to get it, and then go after it with gusto, and the real key is your why. Why is being successful as a real estate investor important to you? That why is going to keep you going when you get tired, bored, frustrated, distracted, or discouraged. It keeps you going when your friends all think you're crazy or when something goes sideways, and sometimes winning is just not quitting. I say grit happens when quit doesn't.

I also think it's important to understand that sometimes, we can be in the right place at the right time, but if we aren't paying attention, we miss it. I was driving around Silicon Valley back in 2001. I heard an ad on the radio for a seminar about real estate. I'd already been to a lot of real estate seminars. I had dozens of books about real estate investing in my bookshelf, videos, audio recordings all about real estate investing, but for some reason, I decided to go to just one more seminar, so I paid my money, and the day came, and I woke up, and I almost didn't go.

I had things to do. I was busy, but because I had spent a few bucks on the seminar, I went, and that's the day I met Robert Helms, and that day changed my entire life. It changed my family's future, and based on the emails we get from the fans of our radio show, it's changing a lot of families' lives all over the world. I call that a 'Date with destiny', but I didn't know it at the time. Maybe this isn't the first real estate investing training you've ever seen.

Hopefully, it's not your last, but we're going to share some ideas that we've discovered along the way, things we think can help you become more successful faster. It's going to be up to you to make it happen. I took bold action on that day that I met Robert. He didn't do it for me. I had to do it, and we can't do anything for you, except educate and inspire you.

Robert Helms:

I suppose we should introduce ourselves. My name is Robert Helms, and I started my real estate investing career in the 1980's. I spent 18 years as a top-producing real estate agent before moving on to real estate development which I'm still very active into this day. I've taught college-level real estate classes, spoke to tens of thousands of real estate investors at seminars, workshops, and conferences, and I've been hosting The Real Estate Guys radio program since 1997. Along the way, I've had the great pleasure to meet tons of really smart and successful people, including Robert Kiyosaki and the man sitting next to me, financial strategist and co-host to The Real Estate Guys radio program, Russell Gray.

Russell Gray:

Hey, everyone. I'm so happy to be here and excited to share some of these ideas with you. The first thing you should really know is we're not coming from a place of having done everything right, and we certainly have done some things right, but we've also made a lot of mistakes and we've learned a lot from those mistakes. Just by way of getting to know each other, here's some of my history. In less than three months after my 18th birthday, I found myself married, and unfortunately, not qualified to do much else.

I hadn't done well in school. I didn't have any significant amount of college education, and though I'd been working on and off since I was 14 years old, I really didn't have much job experience in anything other than making donuts and pumping gas. My first job was an entry level warehouse worker at a big electronics company, and I worked in the receiving department auditing incoming shipments to make sure the contents of the packages match the packing slip, and I must have counted millions of [keycaps 00:07:13], integrated circuits, and all kinds of various and sundry electronic components, and I hated every day of my life. Every once in a while, the big boss, the division manager, he'd come in to visit us in the warehouse, and he worked in another much fancier building, one that actually in floor coverings. We worked on concrete, and when he'd visit, he would talk about the vision of the company, the goals for our group and the important role each of us played in the company's success.

He did his best to make us feel important, but I didn't feel important at all. I asked myself all the time, "What do you do when you're 18 years old and it looks like your life is over before you even got started?" I was really depressed, and it lasted for a while. I began to understand why all my co-workers live for the weekends and dreaded Monday mornings, so as I tried to get my life get back on track, I did a few things right and a lot of things wrong as I said, but deep down inside, I was driven by this insatiable desire to become successful, so I ended up quitting that job at Hewlett Packard and I went to apprentice with my uncle who was an outside salesman for a commercial office supply company, had a nice new home with a swimming pool, pretty wife, horses in the backyard, and he drove a [Porsche 00:08:17]. He had the life I always dreamed of.

As I went through that experience, I discovered something, that becoming a division manager and making \$50,000 a year was not going to fulfill my desire, and as painful

as personal growth was for me at the time, living a life of below average income and unfulfilled dreams was way worse. The third thing I learned is if I wanted to change my circumstances and my future, I knew I would have to change myself, and I discovered all of that the hard way. You get the easy way, and that's what we're here to help you with.

Robert Helms:

In a world where too many financial advisors don't follow their own advice and real estate experts don't actually own real estate, there are a lot of people who are left to learn about real estate investing the hard way. Most people try to find the brokers and agents and property managers that charge the lowest rates, or they try to do everything themselves rather than find team members who provide the most value. Most people try investing based on emotion and passion. Real estate needs to be about the numbers and the deal. I've met a number of wannabe investors who would not buy something they wouldn't live in themselves.

Now, that's emotional investing, not logical investing. Most people invest for cash flow only, or they invest for equity growth only. The key is finding the deal that uses cash flow to create equity. This lets you use debt to grow your empire 10 times faster with less risk.

Russell Gray:

Ask yourself this. "Do you want the easy way, the way that doesn't require you to use your own money when investing in real estate?"

Robert Helms:

Now, easy doesn't mean it's done for you. It means that you're able to collapse timeframes, take great information and use the experience of other seasoned investors to make it happen faster for you. Now, I need to tell you that these results are not typical. When people in our seminars ask, "You know all those programs that you see on late night TV? Do those work?"

We say, "Sure they do. They work extremely well for the

people selling them.” Please understand what we’re saying here. We’re obviously not against education and we certainly don’t think we’re the only teachers with something to say far from it, but unfortunately, there’s also plenty of bogus advice out there that would do little more than waste your time. We realized get rich quick sells better than get rich slow and steady, but for most people, slow and steady wins the race, so again, the results are not typical because the average person who attends any training of any kind gets zero results because they don’t do anything with it.

Knowledge without action is useless. No one accomplishes anything with just knowledge. You actually have to do something with what you learned. However, we’re happy to share with you today for free exactly what’s working for us and people like Robert Kiyosaki, so if you’re serious about investing in real estate, then keep watching.

Russell Gray:

We’ve got three secrets we’re going to share with you today. Secret number one is it doesn’t take much money to invest in real estate and debt is good. Secret number two is it’s not just about cash flow. It’s about cash flow creating equity. The third secret is your one property then turns into four green houses and one red hotel.

If you’ve ever played Monopoly, you know the key is just to magnify how much property you own. That’s the third secret.

Robert Helms:

We’re going to share those three secrets today with you as core concepts.

Russell Gray:

Core concept number one is it doesn’t take much money. Debt is good, and this is really the secret. It’s also one of the most controversial secrets because so many people, especially in certain cultures have it beaten into their heads that all debt is bad, but let’s take a look at a hundred thousand dollar property and let’s say we spent \$4,000 fixing it up but we take it from \$10,000 a year of gross rent

to \$13,000 a year of gross rent. Let's say when you bought it, instead of paying cash, putting up a hundred thousand dollars, you only put down 20% or \$20,000.

Robert Helms: That's probably a lot easier for most people than coming up with all the cash, but now you need to get a loan.

Russell Gray: Exactly. With 20% down, you get an \$80,000 loan in doing the math, but that's what I like to do as the financial strategist. At 5% on a 30-year fully amortized loan, your loan payments are going to be about \$430 a month, so you're in debt, but you own the property and the cash flow from the property, and the cash flow from the property actually pays the mortgage, and then some, so the \$80,000 loan is effectively free to you. In fact, you're making money on the loan. You're actually getting paid to borrow. That's the definition of good debt.

Robert Helms: Again, you've got \$20,000 as a down payment, plus \$4,000 on rehab cost in the deal, so you're in for 24,000.

Russell Gray: Right, but with the new income, the property is now worth \$130,000, not just a hundred.

Robert Helms: It's critical to note that the increase in the value came not just from making the property pretty, but from raising the income.

Russell Gray: That's the great point. It brings up another point in what most newbie investors do and what I did more times than I care to admit. They see all that equity, and they want to get at it, so they sell the property. They pay the sales expense, they pay the taxes, they get some hot cash in their bank account, and they think they've won, but they haven't.

Robert Helms: No, they've lost. They've lost the property. They've lost the income. They've lost all the future appreciation. They've lost the tax breaks.

They sold the asset to get to the cash. It's like eating the goose that lays the golden eggs. That's very short-sighted.

Russell Gray: Yeah. The worst part of it is it was completely unnecessary, and so here's what Robert Kiyosaki and Kenny McElroy do. They're looking at \$130,000 property.

Robert Helms: You know, Russ, I think Robert Kiyosaki and The Rich Dad Advisor for Real Estate, Ken McElroy have more zeros in their days.

Russell Gray: More zeros and more commas. Everything about them is more zeroes and more commas, but the point is that's true today. That's true where they're at today, but they didn't start there. Kenny started with a two-bedroom condo. Kim Kiyosaki started with a two-bedroom rental house.

Robert, you started with a duplex. My first rental property was a single family home, but the core concepts, the secrets we're talking about today, those are the same.

Robert Helms: Exactly. That's how you build wealth. You start slow and you move in a reasonable fashion to get more and more. The challenge is to be willing to start small and patiently, persistently build your portfolio while you resist the temptation to consume the equity. That doesn't mean however that you're going to leave that equity sitting idle in the property.

Russell Gray: No. Not at all. I mean, that's really the key to how Robert Kiyosaki gets infinite returns from real estate. You have to extract that equity and put back to work again, and I could and have done seminars, entire seminars on that whole topic.

Robert Helms: Yes you have.

Russell Gray: Back to our main point, the debt is good. Let's go back

to our little case study here. We've got this property now worth \$130,000 and just producing \$13,000 a year of gross income, so we can now put a bigger loan on it with a bigger payment and pay for it with a bigger income, so the debt still is free, meaning it's paying for itself, but we get our original equity out. Here's what that looks like. If we put a new 80% loan on our \$130,000 property, that's \$104,000. We can take that \$104,000 and use it to pay off the original \$80,000 loan, and that leaves us with cash back of \$24,000.

Robert Helms: That's your original down payment of 20,000 plus the \$4,000 for the rehab money, so now, you're in for free.

Russell Gray: Exactly, and so now that you've got your money off the table, your loan payment did go up because you've got a bigger loan. It went from \$430 a month up to 515, but that's easily covered by the new higher rent, so even though you have a bigger loan, your actual cash flow on that original property is better than when you first bought it, and you have all of your original cash back, so effectively on that property, you're getting an infinite return.

Robert Helms: Once you get your money off the table, all the money that comes in from the property, that's an infinite return. You've basically turned the tables in the banks. Just like when the bank borrows your savings at 2% or less and loans it to your neighbor to buy a car at 5%, you're borrowing money from the bank to 100% pay for the property and you get positive cash flow on the bank's money.

Russell Gray: Exactly. Then, what you can do is take that original \$24,000 working capital that you started out with and just go buy another property, and do it over and over and over again. The key is just to keep recycling that money and collecting more loans, more properties, and more tenants. Lesson number one is not all debt is bad, and when it comes to real state, the right debt supercharges your growth, so debt is good. Here's what's also good. Anyone no matter their credit score, their income or situation can get debt for a good deal.

We teach there are so many places other than banks to get money for a good deal. Now, we're not going to get into that now, but understand that debt in this situation is good and you can do this.

Robert Helms:

You sure can. Now, here's core concept number two. It's not just about cash flow. It's about cash flow creating equity. What does that mean? Some people think you have to have cash flow or you can have growth of price, but most people don't understand that cash flow actually creates equity.

It works like this. Let's say you have a property in the market where properties are selling for about 10 times their gross rent. It's easy to figure out you look at what a property is selling for. Let's say it's a hundred thousand dollars. Then, you look at similar properties for rent and see that they're renting for about \$830 a month or \$10,000 a year.

What that means is that those types of properties are selling for about 10 times their gross income. Now, let's say you invested that \$4,000 we talked about to pretty up a property, and after you do, you're able to raise the rents from 10,000 a year to \$13,000 a year. If investors are willing to pay 10 times gross for properties, then your property with the income of \$13,000 now is worth 130,000 on the market. That's \$30,000 of new equity, and it only cost you \$4,000 to create, so you need \$26,000 of profit on a \$4,000 investment. That's over six times your money, and that's pretty good.

Now of course, that gains only on paper, and as we shared in core concept number one, even though 600% return is great, it still isn't infinite. What's important to understand here is that by being able to raise your rents, you are increasing your cash flow and increasing your value of the property, and therefore your equity.

Russell Gray:

Right. That's exactly right. The key to infinite return is core concept now number three, your one property then turns into four green houses and one red hotel. You keep recycling that money and adding properties, loans, and tenants.

Robert Helms: Ken McElroy does this all the time. In fact, he and his partner have perfected the formula for buying properties for nothing. He does this to equity, and all it takes was one initial deal to get to that point.

Russell Gray: Here's what that looks like. When Ken and his team buy an apartment building, they look for one that's in a good area with job growth. They identify operationally underperforming properties with a value add ability. That means they can go in there and do something to make the property worth more rent, and as we've already learned, more rent, equals more equity.

Robert Helms: For instance, they might see an opportunity to add washers and dryers to each unit. By doing that, they raise the rents, increase occupancy, and drive higher net operating income. That operating income is just the income, less the expenses, and that's how we figure out how a property performs. This increases the value of the property. Then, they refinance the property, pay back all of the investors, and redeploy that money into another property.

In essence, they get this property for free because they're using equity from their other property to purchase it, and because of the increased operating income of the previous property, Ken and his team still realize cash flow. Now, here's the interesting part. Ken started doing this by investing in small residential property like the two-bedroom condo that we talked about earlier. From that small investment, he's build an empire in the hundreds of millions of dollars. The best part, you can too by leveraging the power of real estate equity.

Russell Gray: Do you see how investing in just one property can quickly multiply and become something that has the power to accelerate your wealth potential? If you follow this formula, you can actually become free pretty fast, but you got to use debt. Improve the property, and get more rent. Refinance, do

it again, and again, and again forever. You start small, and you can start with a single family home.

Robert, Kim, Kenny, us, we're not special. We just got educated, and then we put that education into practice.

Robert Helms: Which of course is the key. There you have it. Now, you know how Robert Kiyosaki gets infinite returns from real estate and how you can too. Of course, just like the bank where we talked about needs to know banking to be able to play the infinite return game. With bank accounts and car loans, you need to know real estate investing to be able to play the infinite return game with properties and mortgages.

Russell Gray: Here's the question for you. This stuff's pretty cool. Right? I mean, first time I saw it, it blew my mind, and you're learning a lot, but clearly, an hour isn't enough time to cover it all. What if you could go through a real estate boot camp?

How would you like to be personally guided through this every step of the way? We understand there's a lot to learn, and Rich Dad has something to offer you that will help. Let me ask you this question. If someone could come along, Rich Dad or anybody and could offer you an educational program that could teach you how to do this and it would show you how to accelerate your wealth and increase your cash flow, and get yourself financially free, is there any reason you can think of you wouldn't want to do it?

Is there any possible thing you could think of that would make you not want to do it? If you're serious about getting started in real estate investing, education is the key, and Rich Dad's got something to help. I mean, think about this. Imagine if you had five properties or 10, or a hundred, all cash flowing. How would making that kind of passive income change your day-to-day quality of life?

How would that change your family's life and future, your kid's future? What would that look like? What would that feel like?

Robert Helms: Back during the real estate boom from 2000 to 2007, there were a lot of amateurs that got involved with flipping houses, buying low, and hoping to sell higher. When most people think about real estate investing, they instantly think the way to get rich is through flipping, but as you probably know by now, many flippers flopped and lost everything, so we should let that old mindset die.

Russell Gray: We're going to share with you Robert Kiyosaki's brand new comprehensive real estate boot camp to personally teach you how to invest in real estate the smart way. It's called 'The Rich Dad Coaching Real Estate Boot Camp' where you're going to get live, interactive, step-by-step instruction by Robert's experienced coaches and we're super excited about it. It's everything we wish someone would have taught us early on. It would have made us and saved us multi-millions of dollars.

Robert Helms: This is so cool. The key to compressing timeframes, to learn and earn more faster, eliminate all the stupid rookie mistakes, and recover sooner from the inevitable setbacks is listening to the voice of experience. Robert Kiyosaki asked his team of Rich Dad Real Estate Coaches to come together and create a powerful, live, interactive experience and profit-producing system just for you. Between the deals they've done, plus the successful investors they've coached in, worked with all over the world for all these years, they've come up with a practical application experience to help you get your real estate investing career jumpstarted. Here's the thing.

No one is asking you to get into debt to learn about how to profit from real estate. What Rich Dad Coaching is asking is that you use some of your disposable income, and

instead of buying doodads, coffee or going out to eat at that fancy restaurant, you invest in yourself because the small investment can turn into and grow more money. It's like Robert Kiyosaki says. "Poor people buy liabilities. They buy cars, and boats, and doodads. Their money disappears."

"Rich people buy assets. They buy things that make more money. They buy investments." Instead of spending your money on doodads, why don't you divert your disposable money into an investment?

Russell Gray If you really think about it, the best real estate you can invest in is the six to eight inches between your ears.

Robert Helms: That's right.

Russell Gray: Right? Everything we're talking about here is included in The Rich Dad Coaching Boot Camp, and today's offer is exclusive to you on this webinar. A lot of people were invited, but you decided to show up. You're going to get rewarded for that. Most importantly, this is your chance to be a part of a group of like-minded people who are all working towards similar goals.

You can use the momentum created for you by a group like this to change the course of your life. Now, you don't have to do it alone. Here's what you're going to get. You'll start with 12 highly interactive weeks of Rich Dad's Coaching Real Estate Boot Camp. Your group will meet with Robert Kiyosaki's own real estate coaches every other week who will help you lay the foundation for your investing future so that you do it right the first time.

This is radically different from picking up a book or doing a home study course, and trying to make sense of all this on your own. This is live, interactive coaching and training from experienced real estate investors who are certified in helping others implement the proven steps required to be

successful. This experience alone is worth well over \$3,000. The information you'll learn and the new ways of thinking you'll adopt through this boot camp experience will carry you through the tough times or when you feel like giving up. By the end of this series and interactive experience, you're going to understand how to create your own infinite returns from real estate.

Robert Helms: Now, Robert Kiyosaki is also including 12 months of online access to The Rich Dad Coaching Real Estate Boot Camp curriculum for quick and easy ongoing reference. This will teach you a repeatable process for finding, evaluating, and purchasing real estate investment properties. It's online and accessible to you on virtually any device from anywhere in the world. A value of \$500.

Russell Gray: As Robert Kiyosaki likes to say, "Business is a team sport". So as real estate. You're going to learn how to find the right team that's going to help you achieve your investing goals. What's the value of that? Priceless.

Robert Helms: Let's talk about money, one of the most important topics in real estate. Figuring out where the money is coming from is a step most amateurs overlook before finding the property. You might think this is counterintuitive, but it's how all the pros do it. Your coaches will walk you through the ins and outs of financing so that you don't just know how it works on paper, but you actually know how to fund your own cash flowing investment. You'll be surprised to learn that a bank is not always your best option, and there are so many ways you can invest your money. I don't know how to put a price value on that.

Russell Gray: You'll learn how to find the right deal the right way, and yes, there is a right way and a wrong way to find a deal. You'll learn how to find and analyze the most profitable real estate deals, and when you find the right one, you'll have access to Rich Dad's Coaching Library of Contracts and Forms ready

to go so that you can close the deal, and then manage your asset like a pro. That's valued at over \$200.

Robert Helms: You're going to learn how to actually do a deal, sign a contract, and get your first or your next property in your portfolio. Some say this is the most fun and rewarding step in real estate. We agree, but you'll have questions. Now, Robert sure wouldn't want you to get stuck with a concept or may cause you mistakes, and that's why you'll also get six one hour Q&A sessions with Robert Kiyosaki's personal coaches. A value over \$1,200.

Russell Gray: You're also going to learn the fundamentals of negotiating and how to make sure you're doing your due diligence so you're not buying something that isn't a good deal. Then, because Robert's boot camp coaches will be covering so much with you during your biweekly coaching sessions and your Q&A sessions, you're going to receive recordings of all your sessions so that you can go back and review them and refer to them over and over again. That's worth at least a thousand dollars and it makes it simple and easy to receive the full benefit of all your live training. You're not one and done.

Robert Helms: No two real estate investors are alike, and the most important thing for you to understand when you invest is yourself. What are your tendencies and preferences, your strengths, your gifts? That's why you also get The Rich Dad Coaching Investor Profile, powered by the world-renowned Myers-Briggs assessment. A \$200 value. This is used by high-level performers all over the world, and Rich Dad Coaching wants you to have access to that same kind of incredible insight.

Finally, to help you maximize your progress and track your goals, you're also going to receive The Rich Dad Dream Achievers Online Goal Setting Tool. A value of \$150.

Russell Gray: When you put all of this in the spreadsheet and total it all up, you're looking at a value of over \$6,250.

Robert Helms: At that price, it would be completely worth it. After all, we're talking about real estate investing. If you just get one good idea that makes or saves you even 5% on the \$200,000 deal, you're talking a \$10,000 savings, and if you're serious about real estate investing, you'll use this education over and over again on millions of dollars of deals.

Russell Gray: Here's what you won't get. You're not going to waste your time learning how to be your own lawyer, broker, accountant, general contractor, appraiser, a property manager. There's too many things to learn for you to become an expert in all this technical stuff. That's what you have a team for. Instead, Robert Kiyosaki's own real estate coaches are going to teach you how to build and lead your team, including how to get their A-game and their loyalty without having to pay them more.

Speaking of building your team, for those of you in the United States, you're also going to get one year of access to a team of certified public accountants. They'll answer your tax-related questions. They'll even file one tax return for you, how do you know which expenses can qualify as a tax deduction, or how to structure a deal and the best way to limit your personal tax liability. These guys are qualified to answer those questions, and believe me, just one good tax strategy can save you tens of thousands of dollars, and that would usually cost you \$1,200, but Robert Kiyosaki is going to include it as a bonus for those of you who start today at no additional cost. That brings the total value of this package to over \$7,400.

Robert Helms: This boot camp is a real-world education developed for real-life applications, gleaned from many years of investing, professional practice, teaching and coaching with thousands of investors and dozens of some of the smartest experts in

the business. This is a library of wisdom. It's taken Robert and his coaching team decades to develop. In fact, let's talk about who this has worked for. Because we know that investing in real estate isn't for everyone, it's important that you get an idea of who this strategy has worked for.

Take Gary G. from Ontario, Canada. After a couple months of coaching, he purchased a seven-unit commercial building. Gary is seeing an instant change in his life with cash flow. More than that, people are seeing Gary differently and bringing every possible deal they know of to him. Gary's not stopping there. He's building a vacation rental property in a tropical location, and exploring even more opportunities using the creative financing options that he learned from Rich Dad Coaching.

Not only is this changing Gary's life. His family is reaping the rewards and his kids are also getting the investing itch. If Gary did it, so can you. Kodi from Wyoming learned to work hard when she was young, but she didn't learn the new rules of money until Rich Dad Coaching came along. Kodi said that she learned many pieces of valuable education from her coach that may have taken her years to learn on her own, and Kodi learned a way to overcome fear, and that is with the confidence that comes from having the knowledge needed to succeed.

She now calls herself a 'Changed person with a new outlook on life', and she can't explain how good that feels. How great is that? Tim and Angela are from California. They signed up for coaching to learn real estate investing and ended up learning so much more. Not only were they able to develop and begin implementing a plan to be secure, comfortable, and rich, but they ended up teaching their son some of the valuable lessons that they had been taught.

More than learning real estate, they are happy to report they actually felt for the first time in their lives like rich parents.

Talk about building a legacy. Jennifer B. from Michigan, motivated by a desire to have quality time and freedom to schedule her life as she saw fit began working with The Rich Dad Coaching team. She proudly proclaims that she's now on her way to financial freedom. Jennifer said that she loved that The Rich Dad Coaching materials are designed not only for the already rich or financially literate person, instead designed in a way that made her feel like she could do it.

She also explained that her coach was able to explain complex ideas in simple terms when needed. It's great to hear that beginner and expert investors are seeing results from their coaching programs.

Russell Gray:

Here's a personal story that maybe some of you out there can relate to. Back in 1999, I paid \$2,500 for a one-day class on how to start a mortgage company. \$2,500 for just one day live training. Guess what? A year later, I started a mortgage company part-time.

A year after that, I went full-time. A year after that, I made more money than I'd ever made before, and the year after that, I was making more money in a single month than I did at the six-figure corporate sales job that I quit to start the company. Here's the scary part and the lesson. The high price of the training almost kept me away, but the guy teaching the class reasoned with me. He told me that if I just did one mortgage, it would probably double my investment in the training, and he was right. It did.

Shortly after that, I met Robert Helms. A little while after that, I met Robert Kiyosaki, and now, here I am on this webinar talking to you, and I almost let \$2,500 keep me away from that. That's scary. The other thing I learned from that experience is how important it is to have skin in the game because if I'd only paid \$59 or \$99 for that day, probably wouldn't have done it. I would have been able to blow it off, but when I spent \$2,500, I was committed, and so I took the

steps I needed to take to implement the education I got and actually build the company.

The same is true with real estate education. We see it all the time. People who make the big commitments take the big bold steps, and they make the big changes in their lives that they're after. Robert Kiyosaki challenged his coaches to create this comprehensive, live, interactive boot camp experience for you, including all 12 live sessions, the reference recordings, the 14 module course material, the library of contracts and forms, The Rich Dad Investor Profile powered by Myers-Briggs, the Dream Achievers Tool and access to tax professionals for those in the U.S., plus case studies and other valuable tools, and make it all affordable enough so that anyone serious about real estate investing could afford it, but high enough so that anybody who buys it is committed to do it. Even though this is a total value of \$7,450, Robert Kiyosaki's arranged for a special highly discounted, limited time, exclusive price just for you during this webinar, and this special pricing is exclusive and available based on a first come, first served basis and it's going to be taken down once they've hit their maximum capacity.

Robert Helms:

For years, our motto at The Real Estate Guys radio program is "Education for effective action". We only want to teach stuff that we know actually works in the real-world, and Rich Dad Coaching has the same passion of taking learning and putting it into action. It's not just a bunch of boring technical mambo jumbo. It's action-based education for real life. For example, in the contracts and offers section.

They're not going to teach you about the legal clauses of a contract. Your lawyer and broker can help you with that. Instead, they'll focus on little known real-world strategies for getting your offer accepted. After all, if your contract is filled out perfectly and you don't get the deal, you're not going to make any money. You can't make money in a property you

don't own, so learning how to get your offer accepted in a hot market is much more important than filling your head with legal ease.

Russell Gray:

This boot camp also teaches you the language of real estate, street smart tricks of the trade, and how to focus on what matters most. Again, this is what you're getting, the 12-week Rich Dad Coaching Real Estate Boot Camp, live, interactive experience which is a \$3,000 value at least, 12 months of access to The Rich Dad Coaching Real Estate Boot Camp course curriculum, valued at over \$500, access to The Rich Dad's Coaching Library of Contracts and Forms, a \$200 value, plus six one-hour Q&A sessions with Robert Kiyosaki's coaches, valued at over \$1,200, recordings from your Coaching Real Estate Boot Camp and Q&A sessions. That's a thousand dollar value, your personalized Rich Dad Investor Profile powered by Myers-Briggs, valued at \$200, plus your Dream Achievers Online Goal Setting Tool valued at \$150. Finally, for those of you in the U.S., one full year of access to a team of tax professionals, a \$1,200 value. That's a total value of \$7,450.

Robert Helms:

One of the characteristics of high achievers is they make quick decisions, so for the first 30 people that signed up right now, the deal is going to get even sweeter. When you invest in The Rich Dad Coaching Real Estate Boot Camp, Robert Kiyosaki will toss in a bonus, Robert's six steps to becoming a successful real estate investor home study course. This is a \$500 value course that you get as a special bonus when you invest in The Rich Dad Coaching Real Estate Boot Camp.

Russell Gray:

That's The Rich Dad Coaching Real Estate Boot Camp 12 Intense Weeks to Reshape Your Future, a \$7,450 value including your free bonus, Six Steps to Becoming A Successful Real Estate Investor which is a \$500 value. That's a total value of \$7,950. Now, if all this boot camp did was get you into one real estate investment of \$500 a month or more in monthly cash flow or got you an asset or two or 20 that

keep growing in value over time, would that be worth it?

Robert Helms: Imagine how your life would change. Imagine for a moment how your family's life would change. How would you like change with an extra \$500 a month coming in, or even \$10,000 a month or more? It could be a lot more. How would your life change? What would you be doing?

What would you not be doing? Maybe your day job could go away. Maybe you'd go on an amazing vacation you've been dreaming about. It's up to you. How would you change your life?

Russell Gray: You can see it's a great deal even at \$7,950 to the general public, but because you've joined us today ...

Robert Helms: You can actually get started for just \$1,997. Yup, a savings of nearly \$6,000. To get started, click the button below or go sign up at RichDadCoaching.com/bootcamp.

Russell Gray: Now, here you are, and you've got two choices. Your first option is do nothing. It's a hundred percent risk-free, safe route doing nothing, keep your money in your pocket, keep your life exactly the same, get up every day and do exactly what you've been doing and head wherever you're heading, but I'm guessing you didn't listen to this webinar because that's what you want. I'm guessing you listen to this webinar because maybe you want to get out of the rat race. Maybe you want to change your life, your family's future. You want to have a whole new destiny, so your second option is to take a look at the value of everything you've been offered today and make the small investment in your future to help guarantee your success.

If you learned everything we think you'll learn, fabulous. If not, just ask for your money back.

Robert Helms: There is such power in forward momentum and taking action, so sign up today. If you're not thrilled with your

experience for any reason whatsoever, Rich Dad Coaching will give a hundred percent of your money back. That's their simple, straight forward, risk-free, 30-day money back guarantee.

Russell Gray: That's a Rich Dad Coaching Real Estate Boot Camp 12 Weeks to Reshape Your Future, a \$7,450 value and the bonus for joining us today, Six Steps To Becoming A Successful Real Estate Investor, a \$500 value for a total value of \$7,950.

Robert Helms: But it won't cost you anywhere near that. You can get started risk-free right now for just \$1,997. Of course, to get this deal, you've got to sign up today and it's only available at this discounted price on a first come, first served basis.

Russell Gray: Think about this. How many of you can relate to this slide? You see the guy there on the left? He's the guy that lives in fear. He's been taught his whole life that the only way to achieve financial freedom is through having a good job, earning money, paying his taxes, living below his means, and saving for retirement.

He's the guy that hopes the money in his retirement fund will be enough just to survive through his 70's. His family is depending on him along the way to be prepared for anything and everything that comes up, and that just leaves him feeling like the weight of the world is on his shoulders. That's no way to live. Do you feel like that guy? Do you want to stop feeling like that guy?

Look at the other man, the second man. He's living the life he wants to. He can spend quality time with his family. He can take vacations when he wants. He's built the flexibility into his life to live life on his terms. Wouldn't it be better to be that guy? Real estate, passive income can give you that life.

Robert Helms: All you need to do next is click the button below and take action.

- Russell Gray: That's The Rich Dad Coaching Real Estate Boot Camp 12 Weeks To Reshape Your Future, a \$7,450 value and your special bonus for joining us today, Six Steps To Becoming A Successful Real Estate Investor, a \$500 value. Total value, \$7,950.
- Robert Helms: Today, this journey is all yours for just \$1,997 invested in yourself, your goals, and your future.
- Russell Gray: When you think about it, it's really just ridiculous. If you think about how much money you can make in real estate, a \$1,997 investment in education that you're going to monetize the entire rest of your life. The only reason not to do it is if you actually have zero intention or desire to get rich through real estate because you're going to get a lifetime in valuable lessons, all kinds of bonuses, a highly discounted, exclusive, limited time, affordable price, all backed up by a hundred percent risk-free, 30-day money back guarantee. Now, it's decision time. You can go back to hoping, dreaming, searching.
- Last time I looked, hope is not a strategy, or you can do what I did way back with that mortgage training. You can choose to take bold action, invest in your real estate-investing future right now, and Rich Dad Coaching has made it risk-free.
- Robert Helms: You're a click away from a brighter future. Thanks for watching today.
- Russell Gray: Okay. For those of you who stuck around, we promised you a bonus for staying all the way until the end. We know we covered a lot of information today in the webinar, and it's a very, very important topic. I mean, after all, what you do now could change your future, so for those who stayed until the very end, we're going to give you the complete transcript of today's webinar so you can study and review everything, so look for this transcript in your email inbox after this webinar.
- Robert Helms: We'll see you on the radio.