

<b>FOREWORD</b>	How Two Escapees from Corporate America Built a Highly Profitable Real Estate Business (and How You Can, Too!) <i>Stephen Wilklow</i>	xi
<b>ACKNOWLEDGMENTS</b>		xiii
<b>INTRODUCTION</b>		1
	The Eight Major Business Success Factors	3
	The Three Investor Levels—Your Proven Pathway to Real Estate Success	8
	Quick Overview of the <i>Creating Cash Flow</i> Series	16
	The 16 Key Concepts from <i>Buying Real Estate without Cash or Credit</i>	17
	An Overview of What You'll Learn from Reading <i>The Real Estate Fast Track</i>	27

## **PART ONE**

### **The Advanced Investor Workshop**

#### **Section I: EARLY STAGE LEVEL TWO INVESTING— DEVELOPING THE FIVE CORE INVESTOR SKILLS**

<b>CHAPTER ONE</b>	<b>The Big Picture of Taking Your Investing Business to the Next Level</b>	34
	The Seven Keys to Working <i>Smarter</i> , Not Harder	45
<b>CHAPTER TWO</b>	<b>Your Fast-Track Map™ to Real Estate Riches</b>	51
	The Three Biggest Pitfalls for Early Stage Level Two Investors	55
<b>CHAPTER THREE</b>	<b>Core Investor Skill One: Creating a Deal Finding Machine</b>	59
	The Seven Clues to a Seller's <i>Real</i> Motivation	62
	The Two Clues to Great Financing	63

The Eight Clues to a Great Property and Location	64
Seven <i>More</i> Techniques to Find Great Deals	66
Leveraged Strategies and Systems for Finding Motivated Sellers	68
The Mechanics of Tracking Your Marketing	71
<b>CHAPTER FOUR</b>	
<b>Core Investor Skill Two: Structuring Highly Profitable Win-Win Deals</b>	75
The Three Most Important Terms Deal Acquisition Strategies	79
The Deal Structuring Wizard™—Two Simple Steps to Determine the Right Way to Structure the Deal	82
21 Advanced Deal Structuring Strategies to Unstick Even the Toughest of Deals	88
<b>CHAPTER FIVE</b>	
<b>Core Investor Skill Three: Negotiating Magic—Getting the Other Side to Say Yes</b>	101
The Instant Offer System: A Simple Five-Step System for Closing Deals	102
The Three Foundational Negotiating Strategies Every Investor Must Know	103
14 Advanced Negotiating Secrets	110
Five Questions Your Real Estate Agent Will Ask That You Should <i>Never</i> Answer	125
Three Questions to Ask Every Lender or Mortgage Broker You Work With	129
<b>CHAPTER SIX</b>	
<b>Core Investor Skill Four: Running the Numbers—How to Know You’ve Got the Right Deal—<i>Fast!</i></b>	131
The Deal Evaluation Wizard™	135
The Ten Deadly Deal Analysis Disasters	140
<b>CHAPTER SEVEN</b>	
<b>Core Investor Skill Five: Writing Up the Deal—Understanding the Language of Real Estate</b>	143
The Seven Essential Contract Basics	144
Protecting Yourself with Corporations and LLCs	149

The Eight Key Contract Clauses When Buying an Investment Property	151
The Ten Paperwork Pitfalls	157

**Section II: MIDDLE STAGE LEVEL TWO INVESTING—  
FINE-TUNING SKILLS AND LEVERAGING YOUR TIME**

<b>CHAPTER EIGHT</b>	<b>First Steps to Building a Profitable Investing Business</b>	166
	The Four Biggest Pitfalls for Middle Stage Level Two Investors	168
<b>CHAPTER NINE</b>	<b>How to Leverage Your Time as an Investor for Maximum Profit</b>	171
	Leveraging Your Time as an Investor for Maximum Profit	174
	23 Advanced Techniques to Leverage Yourself as an Investor	175

**Section III: ADVANCED STAGE LEVEL TWO INVESTING—  
BUILDING A PROFITABLE REAL ESTATE INVESTING BUSINESS**

<b>CHAPTER TEN</b>	<b>The Key Perspective Shift That Will Make You Wealthy</b>	178
	The Three Pitfalls of Advanced Stage Level Two Investors	180
	What Stops Most Investors from Putting Their Investing Profits on Autopilot	182
<b>CHAPTER ELEVEN</b>	<b>How to Build Business Systems That Work So You Don't Have To</b>	187
	The Seven Steps to Building Business Systems	189
	The Five Key Areas of Your Investing Business	191
	Taking Your Investing Business to the Next Level	196
	Three More Core Investor Skills of Advanced Stage Level Two Investors	197
<b>CHAPTER TWELVE</b>	<b>The Final Session of the Advanced Training</b>	199

**PART TWO**  
**The Real World—12 Months**  
**Building Your Investing Business**

<b>CHAPTER THIRTEEN</b>	<b>Month 2—Tim Tests a Leveraged Deal Finding Strategy</b>	205
	<i>The Four Bottom Lines to Networking with Real Estate Offices</i>	209
<b>CHAPTER FOURTEEN</b>	<b>Month 3—Vicki Feels the Pressure</b>	211
	<i>The Three Keys to Protecting Yourself from a High-Pressure Closing</i>	215
<b>CHAPTER FIFTEEN</b>	<b>Month 5—Mark Gets Coaching on How Best to Leverage His Time</b>	219
<b>CHAPTER SIXTEEN</b>	<b>Month 8—Leon and Mary Learn Tenant Management Systems and Secrets</b>	223
	<i>How to Make Sure You Get Paid Your Rent Each Month—On Time!</i>	225
<b>CHAPTER SEVENTEEN</b>	<b>Month 12—Final Mastermind Meeting on Their One-Year Investing Anniversary</b>	229

**PART THREE**  
**Your Turn—Turning This Book into Cash Flow**

<b>CHAPTER EIGHTEEN</b>	<b>Six Success Stories to Light Your Path</b>	237
<b>CHAPTER NINETEEN</b>	<b>Creating Your Wealth Learning Map™</b>	243
<b>CHAPTER TWENTY</b>	<b>Closing Thoughts on Your Wealth Building</b>	253
<b>APPENDIX A</b>	<b>The Investor Fast Track Program™—Your FREE \$2,495 Gift from the Author</b>	257
<b>APPENDIX B</b>	<b>The <i>Creating Cash Flow</i> Series!</b>	265
<b>INDEX</b>		267
<b>ABOUT THE AUTHOR</b>		273