
CONTENTS

CHAPTER 1	I've Seen This Movie Before, and Know How It Ends: I Make a Billion Dollars	1
	What Am I Talking About?	4
	How This Book Is Organized	5
CHAPTER 2	Realize the Opportunity	11
	How Loans Become Bad Debts, from the Lender's Point of View	14
	The FDIC and the RTC	21
	Two Important Outcomes of Bank Rescues	23
	When I Realized I'd Seen This Movie Before	24
	A Perfect Storm of Financial Factors	25
CHAPTER 3	Understand That You Can Take Advantage of It, Regardless of Your Circumstances	33
	A Secret about Dealing with Borrowers	36
	Billionaire Principle: You Can't Fail at Trying	53
CHAPTER 4	How to Find Good Deals, Part One	55
	Various Types of Loans	55
	Where to Start	59
	Sources of Loan Portfolios	60

vi Contents

	Source #1: The FDIC	60
	Source #2: New Bailout/Stimulus Entities	66
	Source #3: Brokers	71
	National Loan Exchange	72
CHAPTER 5	How to Find Good Deals, Part Two	75
	Source #4: Your Local Bank	75
	Do These Things and You're Sure to Fail	79
	How to Approach Your Local Bank	80
	Your Five-Minute Pitch	96
	Now You're on Your Way	101
CHAPTER 6	How to Review a Loan Portfolio	105
	Factors That Affect Loan Collectability	106
	How to Put It All Together	112
CHAPTER 7	How to Make a Portfolio Offer and Finance It	115
	How to Calculate the Bid	116
	How to Prepare the Bid Document	118
	How You Conduct the Meeting	120
	The Conclusion of the Meeting	127
	Get the Deal in Writing	127
	Financing Your Portfolio	128
	How to Find the Bank That Will Finance You	132
	Essential Ingredients for Securing Your Loan	133
	Loan Proposal Principles	135
	Non-Bank Financing Sources	143
CHAPTER 8	How to Manage Your Portfolio	145
	The Mindset of a Bill Collector	145
	The Two Main Approaches That Set You Apart	154
	To Sue or Not to Sue	165
	How Many Calls Does It Take?	166

	Leaving Voice Mail Messages	168
	Sending Letters	169
	Always Keep ROI in Mind	170
	Hiring a Collection Agency	170
CHAPTER 9	How to Dispose of Your Portfolio	181
	Don't Throw Away—Recycle	181
	Consider Other Auction Outlets	183
	Three Kinds of Loans	183
	Preparing Your Loans for Sale	184
	The Sales Process	185
CHAPTER 10	Mental Checkup and Reward Time	187
	Attitude Boosters	188
	Make One Dollar	197
CHAPTER 11	Get Better to Grow Larger	199
	The Stages of This Business	199
CHAPTER 12	Where to Go from Here	209
	Bonus Materials	209
	Billionaire Business Systems	210
	Live Events	210
GLOSSARY		213
INDEX		217

