



Art Of The Land Flip Supplemental Information:

When flipping your land the 1st decision you need to make is how much money am I willing to spend to improve this property?

There are many ways to improve the property:

Blade a road

Hire a local surveyor to survey and or stake the property

Install a well

Bring in Power

Install a septic system

Plant foliage

Fence the property

Divide the land into smaller parcels

Lease the property to local farmers or hunters- recreational opportunities

Create alternative inexpensive housing on the land:

Click here for examples:

<http://www.frontierpropertiesusa.com/cool-alternative-housing-ideas/>

<http://www.frontierpropertiesusa.com/more-alternative-housing-ideas/>

Sell on easy Terms: For example \$249 down and \$249 a month!

Use a company like Evergreen Note Servicing to help you manage the note--www.notecollection.com

Marketing:

eBay.com

Bid4assets.com

craigslist.org

Facebook.com

Twitter.com

Land sites- www.landwatch.com www.landandfarm.com www.landflip.com
www.eaglestar.net

Offline Marketing:

Local Realtors

Direct Marketing-- Create a Post Card Advertisement to direct lists such as:

<http://new-list.com/>

www.jvnotifypro.com/

www.lists.nextmark.com/

Real Estate Forums:

www.biggerpockets.com

http://answers.yahoo.com/_ylt=AiNgStQsFTwNrSGi6lxnsDvT4JF4

<http://www.creonline.com/>

Tell a Story:

See link below for an example:

<http://www.frontierpropertiesusa.com/78-acres-in-pershing-county-nv-road-access-liquidation-price/>

Make it Easy to Buy!

Open a PayPal account

Close via a local Title Company

Do you want to learn more from the Land Geek?



I began in the land business 11 years ago. I had a high pressure commission only job as a business broker. I would walk into offices of people who did not know me, and did not want to know me, and try to convince them to let me sell their business or represent them in buying a business despite having no knowledge of their company. Constant rejection was a way of life. To make matters worse I had an over bearing boss that would second guess every decision I made and action I took and micro manage me every minute of each day.

I can remember those mornings when my alarm would buzz on the bedside table and I would dread waking up and going to work. Every day my boss would be stripping away more and more of my confidence, to the point that I was depressed and doubting myself. When I would get home I didn't even have the energy to speak to my wife and just eating dinner took more energy than I had some days.

I was so tired of the work environment that was based on lies, politics and ass kissing that just made me feel dirty because if I wanted to get ahead and really succeed in this business I would have to sabotage my integrity and personal values.

At this point my Wife and I had a 6th month old baby boy and we were not making ends meet living from pay check to pay check.... One of our main arguments was about be-

ing able to purchase organic baby food. My wife wanted it, but when I looked at the pennies in the bank account I could not justify it.

No matter how hard I worked at the end of the day I had no control over my income. Fate intervened when I ran into an old high school friend who over a beer told me how he was making money hand over fist buying land at county tax foreclosure auctions. After writing some of his secrets he was telling me on the back of the napkin from the bar we were in, I said to myself "this could be it". After many late nights researching and reading articles and content online, and reading various books that I had acquired from the local library it was now time for me to take some action.

I can remember my first auction in New Mexico, I was so nervous my hands were sweating and my heart was beating out of my chest because I had just spent my last \$3,000 of savings which were meant for car repairs. I remember coming home proudly to boast to my wife I had bought all this land at an auction and I remember her asking me in frightened voice what do we do if you can't sell it?

I said, worst case scenario we own land! It's not like it becomes obsolete, or spoils or is some product fad. It's land and it lasts forever. We'll be able to sell it I assured her... I had bought 30 parcels of land at an average price of \$100 and sold them all in 30 days at an average price of \$900.00. Those 30 days were one of the most thrilling roller coasters of my life. I can remember the yelling matches with my wife as she was so anxious that I had made a terrible investment and never to do it again.


I took all the profit from the first auction and went to my second auction (despite my Wife's objections) in Arizona and ended up making over \$90,217.00 in the next 3 months. It was then that my Wife realized that I had made the right decision and I also knew that I could now do this full-time and earn more money than at my dead end soul sucking sales job.

Over the next 18 months I set out to master every detail of this business so I could confidently look my Wife in the eye and say I could do this full time and quit my job forever. Those 18 months transformed my entire life since I created systems and blueprints that worked time and again in finding great deals and then being able to turn these deals into passive income.

I can remember making mistake after mistake in the early days and learning the hard way, but now with my blueprints and shortcut systems those costly mistakes are pre-

vented. Just like how my high school buddy helped me more than he will ever know that night when he shared his stories and secrets over a beer, I have now been able to help other people remove that paycheck to paycheck frustration from their lives by successfully teaching them how to buy and sell land along with creating a passive income.

Even in the worst real estate market in recorded history since the Great Depression my land buying blueprint is still effective. This has been a terrible year for land and the economy overall, but I've made exactly \$454,516.18.

 **Profit and Loss** ◀ Back to Trends


Period: Yearly

Starting: 2011

Ending: 2011

Sort Rows By: Category Name

Update

 Export to Spreadsheet

Income:	2011	YTD 2011
Advertising	\$300.00	\$300.00
Bank/ATM/Credit	\$0.00	\$0.00
Deposits	\$44,647.06	\$44,647.06
Exclude from Income	\$0.00	\$0.00
Refund	\$2,240.45	\$2,240.45
Note Income	\$310,969.11	\$310,969.11
Office Expenses	\$48.91	\$48.91
Other Income	\$196.67	\$196.67
Personal Expense	\$25.36	\$25.36
Sales Income	\$96,088.62	\$96,088.62
Total Income:	\$454,516.18	\$454,516.18

* Every effort has been made to accurately represent our product and its potential. Please remember that each individual's success depends on his or her background, dedication, desire and motivation. As with any business endeavor, there is no certain guarantee that you will earn any money.

Today, I have a flexible schedule, a wonderful monthly passive income that pays all my bills and allows me the freedom to live within my core values of spending time with family, being physically fit and living a life I never even dreamed was possible.

If you are serious and have a desire to create a better financial future for you and your family visit www.3FatalLandBuyingMistakes.com to find more information on my land

and marketing blueprint and receive my personal manifesto on how to avoid the 3 fatal mistakes the average investor makes when they buy and sell land.

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