



CaseStudy

- Funding Tour • Lien Abatement • Master Broker
- Broker of Record • Rehab Certification
- Lee's Inner Circle • Cogo Capital

The Alvin Sun Success Story



Meet Alvin Sun

When Alvin Sun, of San Francisco, caught the entrepreneurial bug and took an interest in real estate, he quickly uncovered the common “You have to have money to make money” challenge. After researching and

sampling training with other gurus in the market, Alvin learned how to leverage other people’s money and began flipping properties in the Bay Area.

Alvin started his first business: Pathfinder Ventures, and then went on to establish Pathfinder Capital Partners to broker loans to real estate investors. While researching alternatives, Alvin discovered the Nationwide Funding Tour from Lee Arnold and quickly signed up. Motivated and inspired by the event, he got involved in Lee Arnold's Lien Abatement program and soon became immersed in the Lee Arnold System of Real Estate Investing with classes like: Master Broker, Broker of Record, Rehab Certification, and Lee's Inner Circle.



Action and Results:

After his immersive training with Lee Arnold's company, Alvin jumped into brokering loans through Cogo Capital, as well as continuing other avenues of real estate financing. Using the teachings of The Lee Arnold System, Alvin learned how to broker loans in different cities and states, becoming more knowledgeable and appealing to a wider client base.

In one year, Alvin has brokered 12 loans through Cogo Capital, and about 40 loans in at least 8 states. His highest broker profit to date is over \$8,000 and his estimated brokered profit in his first year is between \$50,000-\$70,000, which does not include his fix-and-flip or wholesale profits. His business model currently consists of three streams of real estate investing income: brokering, fix-and-flip, and the passive buy-and-hold strategy.

“Lee’s program has really opened my eyes to the many different avenues of real estate beyond just fix-and-flip. Without attending the Nationwide Funding Tour, I had no idea that I could broker profits using private money. You may not be in a position to fix-and-flip, so brokering is the way to go. It’s a good way to build knowledge and credibility in your business.”

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