



# CaseStudy

- One-On-One Mentoring
- Lee Arnold System Client Mentors

## The Dana & Terri Klaft Success Story



### Meet Dana & Terri Klaft

From Nipomo, California, Dana and Terri Klaft have built their lives on giving back. When they first began looking at real estate they did what many real estate newbies do—they

bought an educational package and let it sit on the shelf for 5 years.

After Dana finally read through the material, he gleaned his first real estate AHA moment... "write down your goals." So he did, and decided that he would purchase three investment properties in the next 60 days. According to Dana, they accomplished his goal in just 58 days! Over the next 3 ½ years, Dana and Terri went on to invest in more coaching and education and mentioned in their interview that they flipped over 50 deals. However, the housing market crashed and so did their real estate business. They lost over one million dollars in the process.

### Action and Results:

They received an email from Lee Arnold inviting them to a Nationwide Funding Tour in Las Vegas. Being Christians, they prayed over the invitation and decided to take Lee up on his offer. With their interest in real estate rekindled, the Klafts decided to take the plunge and employ Lee Arnold as their one-on-one mentor. He flew out to their home and spent three consecutive days with them. Although Lee reaffirmed much of what the Klafts already knew, he also helped tweak their business and steer them into more income-generating activities. Dana & Terri immediately implemented Lee's time-tested strategies and techniques and saw instant results.

### Action and Results Continued:

In our interview, the Klafts expressed that they have flipped over 250 homes, which includes multi-unit properties. They also mentioned that the initial sizeable investment in having Lee as their one-on-one mentor has paid the Klafts back numerous times over with profits in the millions.

Because of their coachability and their tremendous success, Lee invited Dana & Terri Klaft to become mentors for The Lee Arnold System of Real Estate Investing. They have mentored over 500 students through different levels of coaching. Mentoring students allows the Klafts to give back and offer others the keys to success that they received over the years of working with Lee Arnold. Many of Lee Arnold's top earning clients were mentored by Dana & Terri Klaft.

*"It is very rewarding to witness success... so keep your cash - spend your knowledge."*  
—Dana Klaft

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