



# CaseStudy

## The Karen Ternois Success Story

- Funding Tour • Broker Certification • SendFuse
- Master Broker • Reverse REO • Dealio.pro
- Hands-off Wholesale • Lee's Inner Circle



### Meet Karen Ternois

Although born and raised in Arizona, Karen settled in Houston where she now has her real estate license and more than 15 years of real estate experience in wholesaling and fixing and flipping properties under her belt. Before real estate investing, Karen had ventured into many different entrepreneurial endeavors from owning a travel agency to owning and running restaurants, all while

being a single mother to her twin boys.

She attributes her success to her enthusiastic work ethic and an insatiable desire to educate herself in all things real estate.



**Action and Results:** Karen is a do-it-yourselfer at heart and is mostly self-taught in the art of real estate investment. Although knowledgeable, she always felt like she was lacking information on the private money lending side. Karen's first introduction to The Lee Arnold System was through a webinar with another real estate investing group she followed. She was impressed with Lee's knowledge on how to make fees by brokering private money and thought it was the missing piece to her ever-growing real estate skill set. "It checked a lot of boxes I already loved doing, like being a matchmaker and solution for people. I also realized I could broker and easily make the same commission in a shorter period of time than I could through sticking For Sale signs in front yards, having open houses, or dragging potential buyers from house to house."

### Action and Results Continued:

That first webinar started Karen on a journey with The Lee Arnold System that filled in many gaps. She attended Lee's Inner Circle, became a Certified Money Broker and Master Broker, and a Certified Hands-Off Wholesaler.

After attending Lee's classes, Karen made the goal to bring in an additional \$100,000 through her brokering and wholesaling endeavors. She's well on her way with \$74,700 in profits! Her first broker deal came from an investor in Ohio who Karen struck up good rapport with over the phone. After carefully going over the numbers, she submitted the deal to COGO Capital. It was approved and a few days later, Karen received her first brokering check for \$5,070. Two weeks later she put her realtor skills to good use by helping a buyer and seller overcome their cold feet and made another \$3,570 brokering fee. "Once you get the fear of the first deal out of your head and you have the check in your hand, there is no going back. Just get out of your own way for the first deal and it will change your life."

While brokering, Karen also worked on two wholesale deals that combined made her a total of \$66,000 in profit! Through these successes, she was reimbursed her Ultimate Package investment, making her Broker and Wholesale Certifications absolutely free and her earnings all the more rewarding!

Through Karen's hard work and steadfast entrepreneurial drive, she has passed down a legacy of knowledge and encouragement to her boys who also work in real estate, one as an investment manager in family offices and the other as an owner of his own home building company.

*"After listening to your webinars and going through your programs, I felt that you really do care. You care about people and about seeing their success stories. I think you are sincerely interested in seeing people make successes of themselves."*

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