



# CaseStudy

## The Okeno Smith Success Story

- Master Rehabber • Rehab Certification
- Broker Certification • Funding Tour



### Meet Okeno Smith

Okeno Smith, or as he refers to himself “The Rehab King,” is the kind of guy who doesn’t like taking handouts and wants to see for himself the fruits of his labor. Formerly from Jamaica, Okeno came to the United States to serve in the Army. After serving for 6 years, he

knew it was time to plan his next move and started researching how to get rich in America. He picked up a copy of Rich Dad, Poor Dad and read it cover to cover in one day. As it did for Lee Arnold, that book put him on the road to real estate investing and changed the trajectory of his path toward financial freedom.



### Action And Results:

Okeno’s first step towards success was to learn all he could, as fast as he could. While researching different educational programs, he stumbled upon Lee Arnold’s Free Nationwide Funding Tour. This workshop opened his eyes and gave him access to other educational opportunities and within a month he had signed up for Lee’s Rehabbing Certification. Over the next 3 months, Okeno fast tracked his education by attending Lee Arnold System’s Master Rehabber and Broker Certification classes. He took all the advice he received from these programs and became a general contractor and licensed realtor to not only help his business, but also create multiple streams of income.

### Action and Results Continued:

After implementing Lee Arnold’s investment techniques, systems, and tools, Okeno’s business took off! With the knowledge gained, he now knows where to find, assess, and secure slam-dunk deals. On his most recent deal, which was originally planned as a fix and flip, he realized he was too busy to manage the project and needed another option. Using Lee’s 5 Tiers of the Deal strategy, he wholesaled the deal and made a whopping \$56,000! He attributes this success to his mentor Lee.

Just like his favorite musician, Rick Ross once said, Okeno is “the kind of person that always wants to do a job the best I can. I don’t believe in half-doing jobs.” To that end, he has big dreams, Okeno wants to own his own subdivision of houses one day. That way he can do exactly what Lee Arnold does, teach people how to become rich in America through real estate. In the meantime, he continues to build his real estate portfolio so he can hit his goal of making a million dollars of revenue in a single year.

*“What I learned from Lee is invaluable. Of the hundreds of thousands of dollars I have made, I can’t put a price tag to it. The lessons and especially the networking you get in those classes is a huge part of the experience. I still do business with my classmates from the Lee Arnold System. You don’t meet those kinds of people on the road.”*

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