



CaseStudy

The Roy Harris Success Story

- Broker Certification • Master Broker
- Broker Of Record • One-On-One



Meet Roy Harris

Roy Harris' interest in real estate investing began in January of 2016, when he started Future Technology Homes and began building energy-efficient houses. An email from Lee Arnold piqued his interest regarding Private Money Broker-

ing and he became Certified at Lee's Broker Certification Program that same year. Roy was so impressed with Lee's system and education – and thrilled by the faith-based aspect of the company – he and his partner immediately invested in a comprehensive package that included Master Private Money Broker and Broker of Record. As part of that package, Gary Myers, Vice President of Broker Development and Speaker/Trainer, flew to Seattle to personally coach Roy. Consequently, Roy ramped up his Private Money Brokering business and brokered over a dozen transactions across several states, with broker fees amassing around \$100,000.



Action and Results:

Taking all this education and information to heart, Roy was certified as a Mortgage Loan Officer in Washington State, and is now licensed to do almost any type of mortgage loan in multiple cities. Recently, one of Roy's Seattle clients, who was looking for a reverse mortgage for his existing home, found himself, after his mother passed away, with a secondary home he didn't know what to do with. After Roy and his business partner determined that the cost and effort to rehab the property would be too much to take on, they decided to wholesale it. Roy contracted the home, as-is, for \$1.1 million for 90-days and immediately started shopping for a wholesale investor to purchase the contract.

Action and Results:

In less than two weeks, Harris found a company in California who took immediate interest in the property. They put down \$50,000 in earnest money to lock in a 60-day contract and offered \$1.21 million for the property. Roy's wholesale profit from this deal – which incorporated NO WORK, other than making some phone calls and getting the contract signed – was \$110,000! Roy walked away with \$20,000 after disbursement of profits to his other partners. He also made \$30,000 on the reverse mortgage deal and \$20,000 in financial management fees for both real estate transactions. In the end, utilizing the multiple streams of income that The Lee Arnold System of Real Estate Investing teaches, Roy Harris's total profits was \$70,000.

"I've attended numerous real estate trainings, but have never found ANY other group who 'walks the walk' like The Lee Arnold System of Real Estate Investing! They are a Christian organization who cares about the success of their clients more than any other company out there. I've never met a more trustworthy and ethical group of individuals than Lee Arnold's team."

– Roy Harris

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