



CaseStudy

The Sheila Wakeman Success Story

- Rehab Certification • Master Rehab
- Master Lien Abatement • Master Broker
- Lee's Inner Circle • Cogo Capital



Meet Sheila Wakeman

After retiring from 30 years in education, Sheila decided to focus her time and effort in real estate. Although intrigued by the idea of investing, her knowledge was limited. With only a few webinars on the subject of

pre-foreclosures under her belt, she convinced four owners to deed over their homes. Unfortunately, the homes were tens of thousands of dollars in arrears, and she ultimately lost the four homes to foreclosure. Realizing she wasn't educated enough to be a savvy investor, Sheila took several more real estate courses with none delivering the kind of actionable results she desired.

Action and Results:

Sheila saw an online ad for the Lee Arnold System of Real Estate Investing and after speaking to a business consultant, quickly signed up for the Certified Rehab Specialist training. Since receiving that crucial education, Sheila has taken Lee Arnold's master level courses in Lien Abatement, Brokering and Rehabbing.

Action and Results Continued:

She utilized Cogo Capital for her real estate funding needs and has brokered over \$1 million in loans for her borrower clients. Investing in the RIGHT education has proven invaluable.

Through the knowledge she has received at the Lee Arnold System of Real Estate Investing, she has learned not to leave any money on the table and now gets paid several ways on the same deal: she collects broker fees, rehabbing fees, and realtor fees on the projects she takes on, not to mention the profits she receives once the deal sells. She has earned as much as \$105,000 on a single investment. Sheila has also met the 4 deal challenge and has had her Master tuition reimbursed.

"Since having been trained through the Lee Arnold System of Real Estate, especially the very valuable Master Rehabber Course, I have in one year, at age 74, purchased six houses to fix and flip. Am I proud of myself? You bet I am!"

—Sheila Wakeman

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