



CaseStudy

The Katie Brown Success Story

- Lee's Inner Circle • Wholesale Certification
- Broker Certification • Funding Tour
- Ultimate Package



Meet Katie Brown

With extensive experience in the field of finance, Katie spent most of her professional career as a corporate controller and CFO within the automotive industry. After leaving the finance world, Katie researched other ways to earn an income outside of the corporate space. She stumbled upon wholesaling properties

and attended a few wholesaling informational events and thought, "Well if they can do it, so can I." Learning by doing, without any formal training, she did seven virtual wholesale deals in her first year.

Action and Results:

Excited with her initial success, she knew she needed real training and funding to scale her business to achieve the income she desired.

While searching for funding, she came across an online advertisement for Lee Arnold System's Nationwide Funding Tour. Impressed by Lee's message at the event she signed up for the Ultimate Package and attended the Broker Certification. "What moved me the most about Lee was that he was someone I could trust. I felt like I was being led to this program."



Action and Results continued:

Since Katie had experience in wholesaling, she quickly advanced to Lee's expert-level Inner Circle class. "It really helped me not to feel so intimidated by the process and I feel like I have the confidence to succeed knowing how it all works."

After getting her education through the Lee Arnold System, Katie's first deal was a virtual fix and flip in the state of Texas. Using the education from Lee's class, she got in and out as fast as she could, doing less to turn the property faster. She made the purchase by brokering the loan to COGO Capitol, where she picked up a brokering fee of \$3,640. After she purchased the property for \$150,000, Katie spent \$20,000 on the rehab and listed the property for \$260,000, giving her a total profit of \$93,600! Her successful broker and rehab deal earned her the entire Ultimate Package deposit back. Saying of the process, "They're there to help you do it. The other guys don't do that. They just tell you, 'You're on your own, so figure it out.' That's where Lee stood out more than the others."

Katie has plenty more deals on her plate to bolster her portfolio.

Her biggest goal, moving forward, is to transition from solopreneur status to CEO by adding two full-time crews in both Arizona and Texas. This would effectively double the amount of success she is experiencing and give her a passive income with little or no work needed!

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