

introduction

The greatest secret of success in life is for a person to be ready when their opportunity comes.

-Benjamin Disraeli-

This manual is designed for use by beginning and intermediate real estate entrepreneurs, landlords and real estate licensees to gain both basic and advanced knowledge of lease option transactions. While the information provided can be used in all 50 states, the student should seek the advice of legal, tax, or financial counsel regarding the suitability of this information for any purpose.

The information in this manual will provide the student with the required knowledge to perform lease option real estate transactions for profit without the requirement for a real estate license. The information can also be utilized by those with a real estate license and should be considered a vital component to their continuing education program. Since most real estate licensees have never been trained in structuring lease option transactions, this manual should prove very valuable to them.

The design of this manual realizes its utilization as both a textbook and a field reference guide. The student should be able to learn this information in the classroom or at home, then apply the techniques while performing transactions.

For many entrepreneurs, the application of the information included in this manual will provide a key component to either a fulfilling business or a lifetime source of income whenever the need arises. One will immediately realize that this manual provides all the information necessary to perform lease option transactions for profit. Nothing is held back for a future or more advanced workshop. For others, unfortunately, it will appear too difficult, or time consuming, and discouragement will set in before they begin. The choice to make this system work for you is simple: just try and don't quit. It really works! The author has been performing lease option transactions for over five years and he has no intention of ever stopping.

Lease option is a tremendous real estate technique that is utilized every day all over the country. In fact, it is the only real estate technique that is truly win-win. You will learn that it doesn't matter whether you are the lessor, lessee, buyer, seller, broker, or realtor, everyone benefits. You can profit from lease option transactions utilizing property that you either own or don't own. The technique is quite versatile and can be utilized in many situations.

Fortunately, lease option is not so well known by the masses as to negate the need for this manual. However, since the concept of rent to own is a first cousin to lease option, the masses can understand the concept of lease option if it is explained correctly. You will find that there is no need to try to sell lease option to anyone you encounter. A simple explanation of the benefits is all that is necessary.

Please remember, there is always an abundance of cash and moneymaking opportunities, not a scarcity. There is an abundance of business all around you at all times. The author and his students cannot possibly handle all the potential lease option opportunities that exist every single day all over the country. In fact, as more lease option transactions are utilized, the simpler your job will be to profit from them.

Finally, if you have the opportunity to attend a seminar by the author, by all means do so. In addition to **hearing** the techniques described in this manual, they will be **explained** in a live format and **updates** will be provided when necessary. During a seminar the author expands upon the information in this manual and relates it to social, financial, spiritual, intellectual, and even physical health aspects of a perspective change program. He also provides information to assist entrepreneurs in using their time more effectively, reveals numerous insights from his mentors, and discloses how to make lease option a piece of a real estate acquisition system where you collect money at closing from multiple sources.

To learn more about the acquisition program, seminar dates, the change program, or to begin receiving a free newsletter, visit www.lpeducation.com.

