

**Sgt. Thomas'
Remote Control,
Never-Leave-HQ,
Completely Automated,
Hands Off,
Virtual Commando
Real Estate Investing**



Sergeant Vel Thomas, USMC

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All right recruit — listen up. This is Sgt. Thomas, USMC, and I want your undivided attention RIGHT NOW! If you've ever read any books on real estate investing or taken almost any course, you already know the basics of the real estate investing business, right? But today the battlefield's changed! If you don't have a battle plan, you're in for a major hurt and I mean in your wallet!

Stuff that worked for investors just a few months ago isn't working today. Maybe you've noticed! Plenty of folks are out there shooting at targets, using up their ammo and not bringing down the deals like they once did. If this sounds familiar there's a simple solution:

Stop using old-school methods in a high-tech world!

Why keep burning up all your time, sweat and energy chasing deals when there are beau coup high-tech solutions that'll get you in the money while you're catching Z's in your rack. (That means sleeping in your bunk if you're not into Marine lingo).

Sound interesting? Just follow what I tell you and you just may become like me: a real estate commando who takes down house after house after house to make *mucho dinero*. That's lotsa money if you don't know Spanish. Or, you can keep doing what you've been doing and keep get the same disappointing, frustrating results you've been getting. Your choice.

What kind of commando am I talking about? Well, forget Rambo and Chuck Norris. You're gonna be so far under the radar, so far from the action, you'll never break a sweat.

**I'm talking ultra low cost,
super-stealth, high-tech,
Virtual Commando real estate investing.**

What's a ***Virtual Commando***? It like black ops, delta force stuff. You're out there, right in the market with other investors... but you're not really there. You're a shadow, a home-buyin', real estate dealin' assassin. And when it's all over, you slip away unseen, with the money in your knapsack. Other investors don't even know a deal was just done, right under their noses.

Your Objective

With ***Virtual Commando Investing*** your objective is to operate a real estate investing business where you...

**Outsource and automate every monotonous, mind-numbing,
morale-draining, time-consuming task possible
while earning the income you've been lusting after
— but with a fraction of the effort.**

As a *Virtual Commando Real Estate Investor*...

- ▶ You can do it all from your own HQ (and your HQ – headquarters – is anywhere in the world you want it to be)
- ▶ You'll never have to physically see the houses being sold
- ▶ You'll never have to meet with your sellers face to face
- ▶ You'll be able to invest all over the USA
- ▶ You'll never have to show up at closing to get your check
- ▶ Your money is automatically deposited in your account

That's right bucko, your account will be growing from houses you've never set foot in, from sellers you've never met. They can be right down the street, or in cities and towns you've never heard of. Let me hear you say **OOORAH!** (That's Marine for "I'm with you 150%, Sarge!")

Virtual Commando investing is totally different from traditional investing, but your objective is still the same — make lotsa money with houses the easiest way you can. Instead of spinning your wheels and burning your gas looking for those few big killer deals, our strategy is to take down lots of houses wholesaling. And forget EVERYTHING you ever thought you knew about wholesaling. I'm not talking junkers — Virtual commandos make their bones on pretty houses. We make more on some and less on others, but at the end of the month we've pulled the trigger on 10 or 15 deals.

That means plenty of cash coming in — enough to keep your honey lovin' you like there's no tomorrow.

URGENT DISPATCH: I know some real estate gurus may load you down with books, workbooks, DVDs, bonus material and other junk you'll never use — Not me bucko! I work lean and mean. I'll keep everything simple, straightforward and streamlined with as little B.S. as possible, starting right now. That is, IF YOU DON'T MIND!



Take notes if you want to. You're gonna get the lowdown straight from the Sarge. I've been on the front lines of this business for a long time and I can do it in my sleep. We're about to take a 20-mile hike with a full pack, but you're gonna love where we end up!

Let me hear you say **OOORAH!**

Tactical Strategy No. 1 — Virtual Commando Marketing for Sellers

Marketing is the process of getting your message out to the world and hauling in the prospects you want. It's the key to victory in any business whether we're talking real estate investing or a gun store. Ohhhh, do I love a gun store! But let's stay on point, here.

I know marketing is a huge subject for many people and you can make it all complicated if you want, but let's not. I look at it pretty simply: if you don't let people know you're in business...you won't be there for long. Your business will become another one of the

lifeless derelicts littering the landscape, like an old bombing range full of rusted-out jeeps. But not if you follow the Sarge.

Virtual Commandos have two primary marketing objectives: marketing to get buyers and marketing to get sellers. To achieve these vital objectives, we'll use the K.I.S.S. method (Keep It Simple, Soldier!) Whether we're shooting for buyers or sellers, we want marketing that works like a guided missile — you just aim it, launch it and watch the results.

Capturing Sellers *Virtual Commando* Style

Right now there are hundreds of thousands of houses sitting unsold all across the good Ol' U.S. of A. — some for a year or more — so finding “motivated sellers” is easy pickings. But you can't make money on them using tactics that have been around since Colonel Sanders was a corporal. Sellers today have already dropped their prices so low there ain't any room to make a killing using those old-school investor deals. Why? Because the old way was to **buy low – sell high**, where you beat sellers down and make your money when you sell. It works fine when the market's hot, but half the sellers are already selling at a loss. You can't beat down someone who's already beaten.

So how exactly do you “sell high” when property values are dropping like ducks in hunting season? You don't have to.

We **Virtual Commandos** make our money differently. In fact, we may even offer the seller MORE than what they're asking for! You don't have many hang-ups on that offer, bucko! Don't worry, be patient... Ol' Sarge will get to how we make money this way in a minute.

Look, it's time to throw away the old school BB guns you've been plunking around with and start knocking these houses down with rapid fire machineguns. I'm talking 15-20 houses per month... or more.

Let me hear you say *OOORAH!*

Let's start with how we find these sellers *Virtual Commando* style. First off, drop your pack at the HQ because we are NOT going to slog through the fields and forests to find them. We're going to have somebody else do it for us! In fact, every chance we get we'll outsource our tasks to an online service. When it comes to finding sellers, we'll use a stealthy service that crawls around the Internet and finds every FSBO out there (that's For Sale By Owner if you're a newbie) and dumps them all in one, easy-to-manage database of sellers. This eliminates tons of time spent "site hopping" and making lists and you'll have more FSBOs than you can shake an M-16 at. Any good **real estate lead service** like [Infousa](#), [Melissa Data](#), [Guaranteed Lists](#), or [Foreclosures.com](#) will literally cover you up with lists of current homesellers names and phone numbers. Some will charge you by the lead, others by the area. Regardless, it shouldn't run you more than about **\$100/month** to keep yourself in decent leads.

Calling All Sellers – Automatically

With the list of sellers you've downloaded from your service, you need to find the ones willing to raise their hand and say they want to work with you. Now, you can send them a letter just like everyone else does, or you can waste hours calling and leaving messages on their miserable voicemails – but is that how we do it *Virtual Commando style*? You oughta know the answer by now: NO WAY! While other investors are burning up daylight, we'll save a ton of time and money and use what's called a voice blast service. I call 'em "smart bombs!" These automated calling services fire out your message directly to the eager ears of all those sellers we've found (in your new seller database) at around 12-15 cents per minute. You record a single message and it's repeated hundreds, even thousands of times over... all in the space of a few minutes. You can even set it to try again if the system gets a recorded message! A couple of Sarge's favorites are [Voiceshot](#) and [Call-Em-All](#). Figure at least 500 leads a couple times a month, that's about **\$120 bucks**. Could you imagine trying to dial all those yourself? Yet that's what some morons try to do, instead of doing it all *Virtual Commando* style!

Using a “smart bomb” like this over traditional methods is like the difference between a single-shot carbine and a machine gun. You’ll be amazed at the response rate you’ll get. ***I normally average 10% callbacks, some within minutes of a blast!*** Try and beat that with old “traditional” methods like direct mail by itself! Of course you can’t just record a message that’s boring or long-winded or confusing. It’s like asking for a date: getting good results depends on knowing what to say and how to say it. You need to be like the Sarge — straight to the point, no BS and don’t be boring. Be friendly and businesslike. Act like a professional. Longwinded messages are about as interesting as warm beer.

In your message you’ll direct them to go to your “**Sellers' website** where they’ll submit their information. I can hear you squirming in your seat, Recruit, and I know what you’re going to ask me: YES, you need to have a website. You need to have it set up so your sellers can go there, access a short questionnaire and leave their information. By the way, I might as well tell you now, you’ll also need a website for your buyers. Same deal, only different.

First step is to buy the domain names for both websites (one for your Buyers’ site, one for your Sellers’ site). Lots of registrar companies do this, like [GoDaddy](#), [Buy Domains](#) and [Register.com](#). You can use any of them you want. A one-year registration shouldn't set you back more than \$20 or \$30 bucks for both sites. But unless you've already got a commercial hosting company to run with, you'll need to figure around \$48 apiece to host your sites. Where'd you think websites hung around at, anyway, out in space somewhere? So add another \$96 bucks a year for hosting.

Your Sellers’ Site is nothing more than a one-page landing page that explains who you are and how you'll get them all the money they want for their house. You'll need to have an **automated fill-in questionnaire** to collect info on the seller and their house. This is valuable information and the start of your Sellers Database. Services like [AWeber](#) or [OneShoppingCart](#) let you set up the fill-in forms and plug 'em right into your websites for around \$20 to \$30 bucks a month.

The information your sellers leave on your questionnaire will be emailed to you automatically. You'll want to send some nice, touchy-feely emails back at 'em to thank them, tell them how smart they are, what dogs most investors are, how you've got motivated buyers lined up who want to buy their house, and how you're gonna do everything you can to get 'em top dollar like they deserve.

The same service you used to set up your fill-in forms should be able to automatically send out pre-written emails — also called “**auto responders**” — to the sellers who visit and fill out your questionnaire. These follow up emails give your buyers and sellers additional information and reinforce your relationship with them. You'll need to write these emails ahead of time or have a professional do it for you. You'll need at least five strong emails for sellers and another five for visitors to your Buyers' site.

One key point: Get somebody to help you with the copy and website – don't try to do this yourself if you've never written anything more than a grocery list. Good, experienced copywriters (who know how to write copy that really sells) charge about 25-\$50 per email, so figure \$250 to \$500 bucks, tops. If you don't know who to ask, I can point you in the right direction (The folks I use — WEB3Direct.com — have been doing real estate marketing writing for 15 years, and for ten emails they only charge about \$500 bucks and give me dynamite copy). Don't go cheap on yourself when it comes to having the best copywriting you can get — that's what you're depending on to launch those buyers and sellers into action!

Your Buyers' Website

Your Buyers' Site will be set up the same way as the Sellers' Site. It'll paint the rainbow of home ownership & pitfalls of renting; of all the pride and satisfaction that comes from home ownership. It should also outline creative financing options that avoid banks & traditional mortgages. It will explain to your buyers they don't have to fiddle fart around with stingy bankers and tightwad mortgage brokers to get into a house of their own. Just like we did on our Seller website, you'll have a fill-in questionnaire form here too. We'll

get these eager buyers to leave their information – like the kind of house they're looking for, where they're looking to buy, what they think they can afford and contact information like their email address, phone number and so forth. This is the start of your Buyers database. I'll go into how you get them to this site in a few minutes. So listen to me now and believe me later: contrary to popular belief, ***pulling buyers out of the woods is the easiest part of this equation.***

How do you like this remote-control business so far? Do you think — just maybe — the folks that listen to your phone message, go to your website and answer a questionnaire might just be “motivated” sellers? I'll say! **OOORAH!**

I'm not here to say my tactics will conquer the world but you **will** win battle after battle and get paid for deal after deal with my ***Virtual Commando*** methods. They're the secret weapons for pulling dinero out of the real estate market we're dealing with today.

Look, you can get free, one-size-fits-all website templates that look like what they are and are worth every penny you paid for them. You can even waste time building your own website if you want. You can try to write your own copy or pay your high school neighbor kid to do it.

Of course, you can choose to do it right, to have professional looking sites custom-designed by someone who knows what they're doing and a real copywriter who knows how to write selling, compelling copy. You already know what Sarge would do. Most pros charge around \$500 for each website to register them, set 'em up, and create your forms. A good copywriter will run about the same for the copy part, but here again, the group I use to cover my back is WEB3Direct.com. They do the setup and the copywriting — all of it — for around a grand a site. That way, I'm on my way doing deals and making money while most investors are still trying to choose what cheapo website deal they can get. No skin off my teeth... let 'em keep wastin' time; I'm on to bigger things.

Once this part is done, all you have to do is pick up the phone and call the new, hot leads everyday and qualify 'em!

First of all, you should know by now Sarge has someone do the phone qualification calls, too. Remember? We're gonna “**Outsource Everything!**” In fact, that's our Platoon Motto! But some muleheaded recruits gotta go do it all themselves... and for those folks I provide all the scripts to follow so there's less chance they'll screw up a good deal. For now I'll just walk you through the process. I'll show you how to avoid all this crap later on.

When we talk to the sellers, the offer we present is so generous it'll blow their pea-brained minds: ***we've got a real, live buyer for their property, ready to buy at their asking price, at no cost to them!*** That usually gets them to snap to attention right away. We explain how we can maybe even get them *more* money for their house if they're willing to work with us on the terms of the deal a little. I'll come back to this in a minute and tie it all together.

But how do I promise them buyers for their property, Sarge?

Where do I get these buyers?

Hang in there, recruit! We've gotta rewire your “stinkin' thinkin'!” It's easier than you think. Hardly any other real estate investing system out there has changed much at all since about WWII. Back in his day, Sarge's granddaddy had to struggle to find a “motivated seller” so he could “steal” their house, then tie it up long enough to go find a buyer. In today's battlefield you don't go in like that — you go in fully armed with an entire platoon of



buyers all ready to snap up your seller's property! So when you talk to the seller, you're

negotiating from a position of STRENGTH. You have what they want — desperately: a buyer who'll pay them full asking price for their home.

Instead of worrying about finding “motivated sellers,” *Virtual Commandos* focus on finding MOTIVATED BUYERS.

I know, I know. I started out describing how we find the sellers, then I talked about lining up the buyers. But the fact is, Sarge gets the buyers in place BEFORE worrying about finding the sellers. I knew if I started this report out with finding buyers it would cause all sorts of confusion and just cause your whole head to go “TILT!” ... but that's exactly how we do it. Maybe now that I've described some of our processes, you can see how easy it is to flip the traditional approach on its head and go after the buyers first.

We've already described how you need a Buyers' Site, so let's talk about how we find and capture those buyers. There are several ways to reach this objective, but we only use the *Virtual Commando methods* that require the least amount of effort and time. Let me hear you say OOHRAH!

Capturing Buyers *Virtual Commando* Style

Now one way to ferret out these buyers is to personally place ads on all the online classified ad websites to attract the kind of prospective buyers we're looking for and send them to your website. The 800-pound gorilla online classified website is Craigslist, but you can also find buyers on Backpage, Google Base, Blurbpage, Freeified, Infozeal and who knows how many others.

You can place your ads for buyers in cities all over the country. These classifieds are free and they're read by hundreds of thousands of people. Great concept — However, writing and placing these “free” ads can be a time-consuming, monotonous and tricky daily chore.

Why online classifieds are a tremendous pain in the bohunkus!

To make these online classifieds work, you need to *manually* place the ads over and over again, **three times a day (morning, afternoon, evening)** in every city and burg you want to pull buyers from. Why all this effort? To make sure your ads stay near the top of the list throughout the day. Also, don't assume your buyers only come from your town... in fact, for many "bedroom communities," most of the buyers will NOT come from the same town, but from other towns or cities nearby. So the *minimum* I tell my troops to post are in their own town and the nearest four or five other cities or towns.

You do this three times a day for each of your ads (let's say five cities total, that's 15 ads you're posting every day). That's the minimum, so you're able to post at least one ad in one category in each city... and do it enough times to keep it near the top of the list. I do a LOT more than just the minimum... cause I like getting TONS of great deals.

To do 15 ads you're gonna need at least **15 email addresses**. You really need more like 90 or 100, but let's say you start out with 15. I'll get to why later, but essentially you need to set up a different Craigslist account for each ad you're running, and if they start seeing lots of ads coming from any one of those accounts, WHACK! You're busted! Back to square one. So get more than you think you need upfront — just get a bunch, OK? (Go ahead, waste time and prove it to yourself... then just do it the way I'm telling you 'cause it works).

You want each ad to be unique, and every time you post it they'll notify you and verify your ad placement through the email address on that account. Regardless of how many accounts you start with, plan on adding more every month. Forward all of your emails to one central email account to make grabbing your leads easier. Any old email address will work fine. I just use the free ones you get on services like Yahoo, Google and others. It's just a monstrous time-drain to manually set them up one-by-one yourself. You can waste a little more of your time doing it that way, or get a program that will do it on the fly like [Jiffy Gmail Creator](#) for a one-time cost of \$77.

These classified services love to block ads that look like they might be spam... or “ghost” ads entirely. “Ghosting” means you wrote it, you placed it, they acted like it went up but when you go in to check, it ain't there. See why I say it's a tricky chore everyday? So to *keep* each of these 15 ads unique and different every time you post it means you need to word them a little differently each time you place one. Switch around some of the copy and maybe reword your headline so it doesn't look exactly the same as before. You can also use what's called “hidden” text, which is like jambalaya text that only the robot programs can see.

You'll also need to learn to **place Internet code into your ads** – it's called html or hyper-text markup lingo — to link back to your website. Again, make sure every ad is unique and not just a duplicate of another ad, because if it is, it won't go up.

Just thinking about doing all this crap three times a day — times five ads, times four or five cities — is enough to make having a root canal sound like a holiday! It can take a several minutes on every stinkin' ad...that really adds up! You can easily blow 20 or 30 hours a month or more doing this bunk! If I wasted my time doing all that everyday, I'd never have any time left for making deals, much less have time to enjoy a little R & R with my money and my honey! And it doesn't stop there!

Aren't there software programs you can buy for all this?

Sure, you can waste your time and money checking out some of the robot software out there that will place the ads for you as many times as you choose. I've tried 'em all. There are lots of pretenders to this crown, like [Craygo](#) and [CL Auto Poster](#).

Problem is, these robot programs can post *some* of your ads — at least for a little while — but the different classified websites have ever-changing criteria and psychotic spam bots. By the time the software sellers finally adjust to every new change, their “updates” are already yesterday's news.

And don't think it's just "write an ad, punch enter" and you're done, either. No sir. You've gotta learn some techno-geek's way of looking at the universe through his navel to figure out how to program each of these jewels. So either you've gotta learn to be a junior programmer – or hire one – to even futz around with these great "timesavers!"

So even if you use some of the more expensive software, you've still gotta have a human being watching over it all. But then hiring someone is another issue: If someone actually has a clue about how to write good ads or what it takes to be a **Virtual Commando** – why would they sit around and do all this crap when they could be making mega bucks by actually doing these sweetheart deals themselves!?

You can stumble around and burn daylight with this route if you want, but Sarge finally figured he could easily pay out half his paygrade following this path with ZERO guarantees of success. Heck, the cost of all the software and updates alone is enough to lighten your wallet faster than a \$10 slot in Vegas!

Phone Verification Lines

The online services are getting savvy to these huckster programs, anyway. More and more you've got to manually type in a confirmation code, or manually answer a telephone verification call to create a "verified account." So add in setting up 15 phone lines initially to handle your telephone verifications (and you'll really need around 100 here, too). Fortunately, you don't have to pay Ma Bell charges on these lines. There are special services that provide them, and I've tried more than one. The one I use only charges around \$10 each, so figure initial set up costs of around \$150. There are some that shave a buck or two off that... but it ain't worth it (how do you think I know this?).

It's not the cost of the lines that'll kill you anyways; it's having to make sure you're around to answer the ridiculous phone verification calls on every stinkin' account. Like I don't have anything better to do! You might just as well get used to the chore of constantly adding more lines every month to replace numbers the classified

services decide they don't like. Yep, they eventually stop accepting ads from verified accounts that place a lot, so you have to go through all the motions setting up new accounts verified with new numbers all over again. I recommend you start out with more than the minimum number of phone lines... if for no other reason than it takes a few days to get them up and running, and it costs you a lot more than \$10 to miss out on several days of leads! Gotta keep our focus on the goal, here! **OOORAH!**

The good news is, there are better, **Virtual Commando** ways (and I do mean outsourced, but with absolute certainty of results!) So, let's try to follow our mission to outsource this task as well. Sarge's ultimate solution was to create my own specialized online ad "strike team" and personally train them in undercover ways to get these ads posted with **no blacklisting and no ghosting**. Originally, I kept this connection real close to my body armor and only used them for my own deals. I did this for a long time before finally making them available to my troops.

They ain't cheap, but you'll forget the cost pretty fast when you start counting up how many more leads you get, how much less work it takes, and how many thousands of bucks you get to stuff under your bunk. **Virtual Commandos** know the difference, and don't trip over the dollars trying to pick up the dimes. Question really is, how long do you want to fiddle-fart around before you start making some serious jack at this business? My approach ALWAYS is, "The sooner the better!"

Anyways, a top-shelf service like this'll run you around \$2,000 to set up and around \$1500 a month or so to keep the dealflow coming... depending on how many deals a month you want to make money on. Obviously, Sarge spends more because I like doing a LOT of deals, not just a few! I've got a voracious appetite, and I don't mean for food at the Chow Hall! I mean for qualified, excited, motivated buyers who are looking for me to guide them right into their own home-sweet-home.

How to know the BEST places to market for qualified buyers

A lot of the time – heck, MOST of the time – real estate investors just kinda stick a pin on a map to decide where to market... and guess where most stick their pin? Righto: within about five miles of their hacienda. Pin the tail on the donkey was great fun in kindergarten, but only a moron would use this method to determine the best places to find buyers and sellers!

Virtual Commandos let our buyers tell us where the best “theater of operations” should be, instead of basing our decisions on convenience or guesstimating. You’ll be amazed at how easy you’ll be able to access this information, weed out the deadbeats and deal with the cream of the crop. Make sure you get those websites shipshape before you open for business, cause nothing boils my blood more than sucking in a boatload of fish and finding out there’s no net, no pole, not even a hand grenade to get ‘em all in the boat!

See, your marketing is the bait that gets ‘em swimming to you, but your website is the big net that grabs them and drops ‘em into your boat. And just like with one of those commercial fishing rigs, they’ll turn into dozens and dozens of fresh, crisp hundred dollar bills every month. I realize that’s a pretty fishy metaphor but hey, I’m the Sarge, not Earnest Hemmingway. Personally, I like using a hand grenade instead of a net any chance I get, anyway... and this system is all that and more!

Trust me, there are a walking TON of qualified buyers out there and you don’t want to let ANY of them slip through your fingers. When I use the term “Qualified Buyer” I don’t mean qualified by any weasely banker’s definition. Those idiots in the banks are the ones that got everyone into this mess to begin with, anyway!

You’d be amazed at how many truly qualified buyers think they can’t get a loan from a bank for love or money because some banker told them NO. Well, the banks didn’t count on Ol’ Sarge sneaking around them using our **Virtual Commando** tactics.

Easy financing terms are a LOT more important to our buyers than the seller's price alone.

While everybody else is running around trying to line up traditional deals, we line up seller financing, bring in the buyer and assign the terms to the buyer for a nice little fee. We're out of there sometimes before other investors even know the house is on the market. It's simple, quick and easy when you use all the automated tools and outsource everything else.

There are lots of other ways to find these qualified buyers. You can run TV and radio ads, billboards and busboards, put out signs and flyers, you name it. Probably the most used is direct mail, and it's still real effective for thousands of investors when it's done right. However, it's even MORE time-consuming and expensive than online classifieds! It's pretty easy to target our A-Number-One buyers using a mail list company (like [Melissa Data](#)), but the overall response rate may be less than you'll get with online classifieds. That's because with direct mail you're chasing the buyer instead of the other way around. With classifieds, they search and find you! Every part of the sale is easier when you let the customer think it was all their idea.

Tactical Strategy No. 2: Sweet Talk Negotiating

OK, it's time to interrogate – make that TALK! – to your seller. They will expect you to come at them with some scumbag lowball “I-want-to-steal-your-house” offer. They don't want to hear it and I *know* you don't want to say it. ***Virtual Commandos*** never have to!

I bet you're wondering right now, “If I don't get them to sell it to me cheap, how in the heck am I supposed to make money?” Just put your mind at ease, soldier. Our objective is not to *steal* the house like lots of real estate “experts” tell you to do. How many calls do you think those sellers have already gotten from all the investor wannabes, fresh off a three-day high at some seminar? In most cases, there's no way to steal from someone who's already at rock bottom, anyway. Your only objective is to get them to wave the white flag and gladly accept the terms you want to give them.

That's why this is so easy! You don't have to beat 'em up or bleed 'em dry. You can be the good guy; you can be their hero. As ***Virtual Commandos***, we let them keep their equity. Do you think just maybe they'll be interested in continuing the conversation when you tell them they're going to get what they want? That you don't want to beat them down on their price? That you've got buyers waiting in the wings? That none of it will cost them any money? Of course they will! They'd be absolute idiots not to!

Imagine how different the conversations will go when you can offer sellers exactly what they're asking for — or more!

First you knock their socks off with, "I'm an investor, not a Realtor (unless you *are* a Realtor). I have buyers who want me to find them homes, and they pay me so you don't have to. My services cost you NOTHING."

Holy Cow...you've really got 'em spinning now!

Next you're gonna hit 'em with... "I'd actually like to get you as close to market value as I can." ALL RIGHT...they're about to be putty in your hands. You're going to be their conquering hero.

When you don't go for the kill like all those other investors, they'll love you for it. And how we make money doing it this way is really pretty simple:

As *Virtual Commandos*, we look for easy deals we can do in volume.

Instead of trying to suck out all their equity (if there is any) we're going to go for those creative financing terms — our secret weapons. I'm talking lease options, wraparound mortgages, all inclusive trust deed, seller financing in land trusts and such. If your seller is on the ropes already, they'll be totally open to owner financing... just tell 'em where to sign!

I call it the "Smaller Bang" Theory!

What makes these weapons important to your seller is simple — they make it so ***YOU can get their house sold when nobody else can or will.***

Yeah, I see that puzzled look on your face. You don't know diddly-squat about these seller-financing techniques. Don't worry about it. I can walk you through each of these step-by-step, and I do for all my team members. Trust me, it ain't a minefield — it's a walk in the park.

You can do it day in and day out without leaving your home, and earn plenty of money without ever even seeing the houses, meeting the sellers or buyers, or going to a closing. What a great world!

What's that you say? You don't like this kind of stealth action? You want those big money bombs falling in your lap? You've still got dollar signs dancing in your head from some guru who says the average profit for a deal is supposed to be \$27,000 nationwide? Well how long have you been chasing that white rabbit, Alice? How many \$27,000 deals have you done in the last month? That many, huh?



Unless you wanna make a career of crying in your soda pop at the real estate investor club meetings over how hard it all is now that the easy money financing deals are gone, it's time to make a change. Get your head out of the clouds or wherever it is and start thinking about how clean, swift, and profitable *and easy* this can be, especially when you don't have to buy a house, find financing, get hard money or show proof of funds to do a deal. You get paid today and move on.

Like I said before, you don't even have to close! And I teach you how to do it over and over again, month in and month out.

Are you a math whiz? Which is better, beating your brains out for months over one \$25,000 payday or sitting back and knocking down five or ten \$3,000 - \$5,000 assignment deals every month without breaking a sweat?

You get paid whether the deal goes to closing or not!

WAKE UP and smell the coffee!!

You don't even need any special equipment. Sure, you need a phone, an Internet connection, some typical office supplies... maybe a little backbone. A head on your shoulders helps, too!

Paperwork, There's Gotta Be Paperwork Sarge!

Sure there is. Big frikkin' deal. There are a few basic docs you gotta get signed. You probably already have them in your files back at HQ. If you don't have these basic forms handy they're pretty readily available. We're talking pretty basic forms like...

- Letter of Intent
- Real Estate Purchase Contract
- Assignment Form
- Option to Purchase
- Assignment of Option to Purchase

Of course, I equip my troops with whatever forms are required. In fact, in our HQ we supply a fully-automated software program with all the forms you could ever need in real estate, all set up with fill-in-the-blank fields so you can enter in the buyer's and seller's info, price numbers and all, and print 'em out. Done. Software like this runs around \$1000, but it saves ten times that in time, effort and energy.

The best one I've found is called [Forms Magic](#) by longtime real estate investor Beau Ethridge. He's made it so simple a Gomer corporal could do this business. Every line, every item is explained, step-by-step, so you know going in what forms to use and how to use it. Beau charges \$997 for this gem, and like I said, it's worth every dime. Stick

around and I may just give you a copy... that's how impressed I am with this "smart bomb" software.

Do I really have to talk to buyers and sellers?

I know I used first-hand examples when I was walking through how a deal goes down, and every step I've listed is an important link in the whole chain of success. I've written all the killer scripts that take the buyers and sellers step-by-step down the cherry lane, but do you think for one minute Ol' Sarge personally does all the crap I've listed? No way! I've told you a hundred ways from Sunday that I outsource everything I can like any true ***Virtual Commando***. The only reason to waste phone time on buyers and sellers is if you *like* explaining stuff over and over and over, spending your life yakkin' with folks you don't know. Do you like burning daylight like that? Didn't think so. There are lots of better ways to spend your time. Remember, our motto is, "***Outsource Everything.***"

Sure, it sounds easy for you, Sarge... But I've Never Done This Before!

Chances are you know a helluva lot more than you think you do. Most of you have been stuck in learning mode for who knows how long, and nobody's ever put the pieces together for you. But this ain't elementary school or theory class, I'm giving it to you the way it really works. You don't need to overthink it. Just follow orders. I'll drag you kicking and screaming to success if necessary. Stick with me and your honey will love you like in the old days. (Just checking to see if you're reading all this!)

Are You Ready To Enlist?

So now you have a feel for what this is all about. If I've sized you up right, right around now you're probably thinking,

"Sarge, this looks like something I can do. Heck, with the tools and techniques you've shown me I can be a ***Virtual Real Estate Commando*** and start knocking down a dozen or so deals a month. I mean, why not? I don't have to invest any major cash, I don't even have to leave my hooch. The time is right, the market is right and I'm ready to rock 'n' roll."

That's the kind of attitude it takes, my friend. Sure, there's a little bit of recon work involved; a little prep time going in... but once you've set it up, you're on cruise control and your business is automatically kicking out those hot prospects. Just to make sure you're down with all the steps you need to take to get rolling, let me summarize where we've been.

Summary: Sgt. Thomas' Virtual Real Estate Commando Battle Plan

	Steps	Setup	Monthly
✓	Sign up with a real estate lead service like Infousa , Melissa Data , Guaranteed Lists , or Foreclosures.com . for lists of sellers' names and phone numbers. To keep a decent leadflow will cost you approximately...	\$0	\$100
✓	Buy domain names for two websites – one for your Buyers' site, one for your Sellers' site. Use GoDaddy , Buy Domains or Register.com . One-year registration and annual hosting for two sites...	\$20	\$96
Have Websites set up for your domain names (don't try to do this yourself) You can get free, one-size-fits-all website templates that look like what they are, and try to write your own copy and build your own website if you want. Or you can have professional looking sites custom designed by someone who knows what they're doing. You know what Sarge would do. A pro will charge you about \$1000 for each website, for everything, including setting up your forms...			
	➤ Your Buyers' Site — paints the rainbow of home ownership, pitfalls of renting, and shares creative financing options that avoid banks and traditional mortgages entirely. It also collects contact information and what they are looking to buy	\$1000	\$0
	➤ Your Sellers' Site — explains who you are and how you will get them the money they want for their house. A fill-in questionnaire collects info on the seller and their house.	\$1000	\$0

✓	Sign up with a service like Aweber or OneShoppingCart to set up the automated fill-in forms that plug into your websites. These let you to collect information and start building your database...	\$0	\$30
✓	Aweber or OneShoppingCart should also be able to automatically send out pre-written “ auto responder ” emails to buyers and sellers who sign up on your site. These give your buyers and sellers more info, and help to build your relationship with them. You'll need at least five emails for buyers and five for sellers. Good, experienced writers like those at WEB3Direct.com charge about 25-\$50 per email (they know how to get results and been doing real estate copywriting for 15 years)...	\$500	\$0
✓	Set up a voice-blast service like Voiceshot or Call-Em-All . to automate your initial followup calls. These pre-recorded phone calls will direct sellers to your website. To call a minimum of 500 leads twice a month figure...	\$0	\$120
✓	Set up at least 15 email addresses and forward them all to a central email address. You can waste time and doing them one-at-a-time get a program that creates them in bulk like Jiffy Gmail Creator ; one-time cost...	\$77	\$0
✓	Set up at least 15 telephone verification lines , and plan on at adding more new ones every month.	\$150	\$150
✓	Set up classified ad accounts on Craigslist , (or Backpage , Google Base , Blurbpage , Freeified , Infozeal ... we're gonna use Craigslist for our example) To find your buyers, set up 15 Craigslist accounts using those 15 email accounts.		
	➤ Write your ad copy for 15 different ads to attract buyers (or have it written for you)		
	➤ Place your ads on Craigslist (again and again and again), changing them each time, three times a day. Or, just pay someone to write your ads, change them and put them up three times a day, every single day, day-in-day-out, like I do...	\$1,500	\$1,200
Total of all set up costs & basic monthly costs		\$4,247	\$1,996

Once you're all set up, then you start going through all the leads you've got to separate the wheat from the chaff, the good from the junk. Then, once you've got a match, wrap up the deal and collect your money.

Even though traditional old-school real estate investors think they have to be "hands-on" with everything, the true *Virtual Commando* outsources the final few tasks to an acquisitions person as well. They receive a commission when the deal is done. Here are the steps for this part:

✓	Follow up with prospective buyers – Screen them to separate the tire kickers from the live ones. This requires some focus, a good script and rehearsal time so you don't waste time with unqualified buyers and don't blow out good ones. I use a hand-picked outfit I personally trained...	\$500	\$1,500
✓	Follow up with potential sellers – You need to verify the information about their home and share some of the owner financing options available to sell their house for top dollar to pre-qualified buyers. This should be rehearsed with a good script, too, so you don't leave out important details, misstate any of the facts, or screw up a good lead. Of course, Sarge outsources all these calls, too...	\$500	\$1,500
✓	Get control of property by obtaining an option agreement from seller. You know where Sarge gets all his forms... Forms Magic	\$997	\$0
✓	Match up Your Buyer with Your Seller – Assign your option to the seller for a fee. Kindly take the buyer's money and...		
	Move on to your next deal for the day!		
	Total follow up to completed deal (outsourced)	\$1,997	\$3,000

That's my *Virtual Real Estate Commando Battle Plan*. It may look pretty involved at first, and granted, not everyone will make it through all these steps. There are a lot of maneuvers to do before you can deploy, like lining up those websites and writing all

those killer ads. Some folks will start rolling their eyes just adding up the numbers, wondering if they can swing it.

So have I separated the men from the boys and women from the little girls with those numbers? What do you get for that ante? You get what I've just described, a business that pretty much runs itself and keeps healthy chunks of cash making their way into your knapsack on a regular basis. You just sit back and count your money or polish your bayonet while other investors are chasing their tails over deals that may or may not happen. Marines have a term for that: Sweeeeeet!

Life on a Sergeant's pay taught me a few things

As sweet as a deal can be, I know most folks will swallow hard, then shelve this whole business over a few lousy thousand dollars... with hundreds of thousands of dollars just beyond the towering mountain of a few grand that dominates their minds. Life as a Sergeant before I discovered **Virtual Commando Real Estate Investing** taught me the value of a dollar. I've eaten more beans and MRE's (those vacuum-packed, government-issued Meals Ready to Eat) than I care to shake an M-16 at. I've lived in tents and low-rent military housing. I've patched my own tires, changed my own oil, and learned to pray over my old junker car on cold, snowy mornings. No money is no fun, and believe it or not, the Ol' Sarge loves to hoist a brewski, shoot some pool and have some fun with the best of 'em.



I sacrificed a lot figuring out how all this works, and I spent a princely sum in the process. I went at it the hard way, doing everything my own darn self. Setting it up one

miserable piece at a time. If you want to go that way and follow all the steps I've just laid out then count on spending pretty much what we added up above... and probably more before you've got it all running smoothly.

But you don't have to go through all that crap, unless you've got some pain wish or an especially hard head. Don't you think along the way I figured out some ways to streamline all that crap, so the monthly effort and cost could be brought way down, and the entry level to get started dropped even lower? You bet your helmet I did.

That's why you can forget learning all this new stuff and get started in as little as 14 Days ... with every step done for you — totally TURN-KEY

What would you say if I told you that, from right now, my HQ could have you up-and-running within the next two-to-four weeks? I mean everything totally DONE FOR YOU:

- ✓ **All your domain names, email addresses, and phone numbers** created for you, so you don't have to spend time pulling all these together
- ✓ **All your websites professionally written and designed, with all the forms in place**, so you don't have to try to figure out how to do it yourself, or try to find someone who's not a meathead programmer but knows what they're doing
- ✓ **All your autoresponse emails professionally written and set up to go out automatically**, so you'll never have to putz around learning fickle programs
- ✓ **All your outgoing phone messages set up, ready to rock 'n' roll**, so all you have to do is record your message and send 'em out (I've even got trained people to do this, if you'd prefer)
- ✓ **All your Craigslist and other classifieds created and going out the door, three times a day, everyday, guaranteed never to ghost or be blacklisted**

OK, that's enough for now. I can even have the actual followup prescreening calls AND the closing seller and buyer calls made, too, but that'll cost you more 'cause I have to have someone with some smarts to handle those. What I will give you are the scripts we

use as well as the basic forms so you can have someone do these for you or opt to do it yourself (geez, are we back to that again!?)

Our fully-staffed HQ can put together every bit of this for only \$1497 in as little as the next two weeks. Then it's only \$1497 a month to keep it churning out lead after lead, week after week, month after month for as long as you want to make money.

Or you can spend \$4,247 (that's almost **THREE TIMES MORE**) to set it all up yourself and you'll still drop more at \$1996 a month to make it all work. Gee, Sarge, how long do I have to figure this out?

Who's Ready To Deploy?

Normally I'm pretty good at sizing someone up if I can look into their eyes while I'm briefing them like I've just done here. But I can't see your face can I? So I don't know what kind of recruit you are. This much Ol' Sarge knows, when it comes to this stuff, I usually find there are only three types of soldiers:

Soldier 1: The Coward In The Foxhole

Some of you are going to look at this and say "Man, that looks like a great business, but geez! I don't know if I can go through all that stuff, Sarge. It's more than I bargained for..."

These folks will look at half the numbers — their cost — and give up before they even start. They'll fret over adding up the costs without considering the money they'd be making. For the most part, even if someone shoved and pushed these folks into action, they'd ultimately do an about-face, followed by a rapid advance to the rear — a "full retreat," as it's properly called. Yep, they're the cowards — in life, in business and in the Corps. They usually quit eventually anyway, hightailing it after their first tour, so it's more than fine with me that these pantywaists give up the ghost before wasting my time.

Not to be cold, but I don't want dead wood getting in the way of working with people who are ready to roll. Even if they jumped in today, they'd be too scared of the economy or employment numbers or weather or just about anything you can imagine — too scared to jump out of their foxhole to seize the tremendous opportunities our current market offers true **Virtual Commandos**. They'll be too busy whining because something costs a few bucks more or it takes an extra week or two longer to that first deal.

Believe me, the Ol' 80-20 rule applies here: these dead wood folks will take up 80% of your time, if you let 'em. *Sarge won't let 'em waste my time like that!* I only work with winners... not whiners or losers.

Soldier 2: Corporal “Gung-Ho”

Then there are the Gung-Ho types, the guys and gals who'll walk through fire to get what they want. Once they see the battle plan I've outlined above, they'll eat bullets and drink gunpowder soup to make it happen – whatever it takes! These folks don't just leap tall buildings in a single bound like Superman, they'll kick the building out of the way and keep on going. They don't care if costs aren't exactly what they figured, or if it takes four weeks instead of three to get their first deal.

These “Damn the torpedoes” folks are gonna do whatever it takes to achieve what they want no matter what. Their motto is, “Don't just stand there, DO something!” You've just gotta love these folks! To them I say **OOORAH! And Semper Fi!**

Unfortunately, in the Corps these Gung-Ho types also have a higher casualty rate than the ones who listen and learn from the old salts. In fact, as cool as it is to cheer on their enthusiastic way of taking on every challenge, the fact is, most don't make it through it all, and a dead soldier ain't any use to anyone. Their “hell-bent-for-leather” attitude makes every skirmish a San Juan Hill to charge up, guns blazing. You might think Ol' Sarge wants more of these

Gung-Ho types in his outfit, but the reality is, I'd rather have a few smart, cool soldiers any day of the week.

Soldier 3: The “*Eye Of The Tiger*” The Soldier Who Works Smarter, Not Harder!

Instead of trying to be some Rambo hero, the smart soldier waits for HQ support, spends time working on good strategy and uses smart weapons and stealth tactics to win the day. These soldiers are able to have ongoing successes, because they worked smarter, not harder.

The best of the smart soldiers also have what I call the “*Eye Of The Tiger*” mentality. They want to get there so much they don't want anything in their way, so even though they don't want to wait, they know that by doing things right and with the right DI – Drill Instructor – they'll make it through Boot Camp and be knocking down 5 to 10 deals a month. The Gung Ho types are usually floundering or gone by then.

The smart soldiers say “I'm ready for high tech warfare. I don't ever want to be a foot soldier. In fact, I don't want to work that hard at any of this. I want to be a super stealth, under the radar *Virtual Commando* who stays as far from the action as possible.”

So this third type of soldier says, “What do I have to do to get this done ASAP — so I don't have to spend time setting it up and doing all the prep work. I'm in, but I need HQ to set it all up for me and keep all my support going... then point me in the right direction so I can just do deals!”

You know what? I may not be able to do too much for the “Hell bent for leather” soldier, 'cause they're out there running ahead of themselves and way ahead of any plan of action. However, I do have a plan the “Eye of The Tiger” types, one that skyrockets them past private, past corporal, right up to Sergeant status themselves. It takes some doing but I have full HQ resources and mad skills to get it done.

If you're ready for some real action and hot to go, Instead of riding in some faded green "do-it-yourself" Humvee, I'll have you in a rocket-powered Stealth bomber in under 30 days... with leads flying in the door and deals popping left and right. You'll be speeding down the road past all the ground pounders.

Just pick up the phone and call my HQ at 888.909.REIA (7342) and I'll set up everything for a fraction cost and time it'd take you to do it yourself.

Sgt. Thomas' Light-The-Afterburners And Hit The Instant Launch *Virtual Commando* Package

Let's recap what I'm talking about: In just 2 short weeks from the time you call, HQ will...

- Set up your two Internet domains
- Write, design and set up your buyers' and sellers' websites
- Set up your fill-in form questionnaire
- Write 10 auto responder email messages for your sellers and buyers
- Set up your 15 email addresses
- Set up your 15 phone verification numbers
- Start a monthly lead generating service for the area you designate (to pull in buyers)
- Write, record and start your voice-blast service
- Set up your 15 Craigslist accounts
- Set up your service to place Craigslist ads
- Give you all the basic forms you need to get started

Whew! Now that I look at it, that's a truckload. Heck, it's an entire convoy! You saw some dollar figures above that show you how much all this would normally suck out of your checking account: \$4,247 (just to set up and \$1996 a month to keep it going.

But the Sarge is one softhearted SOB so...

You will pay LESS THAN HALF of that estimated total for this entire package.

Our fully-staffed HQ can do it all for only \$1497 and have you bringing in leads in as little two weeks, four weeks max. Then it's only \$1497 a month to keep going until you get tired of depositing all that money in your bank account.

Did I forget to mention the valuable time, energy and hassle you'll avoid by having all this done for you?

But I'm going to make this so good, so incredibly sweeeet, that even a brain-dead monkey with a note tied around his neck would be able to make money as a ***Virtual Commando***.

I have some limitations on how many we can effectively handle in this program. I peg it at around 40, and we have close to half that many already (yeah, Sarge has been doing this for awhile, just not promoting it until now). I'm more into quality than quantity. That's why I aim for...

100% Success Rate In This Program... Or Else!

Sarge doesn't do anything half-ass. So, to make darn sure you succeed, I will give you **FREE access to my own live calls to buyers and to sellers for a FULL YEAR**. I do this now for a select few who've already paid me good money to be included. I'm taking good care of them so they're won't bellyache about me giving you this great deal. Access to these calls, as well as to the archive of past calls, and our live **“War Room Roundtable”** calls runs \$1,000 a month and I'm including it for you for 12 complete months — 100% paid *for you* in advance.

You get this \$12,000 value included, FREE, when you become a *Virtual Commando* today.

Not only that, I've decided that for every *Virtual Commando* (up to our limit), I will personally pay for and GIVE you, for not one penny extra out of your pocket, Beau Ethridge's incredible *Forms Magic* software. I've always provided my soldiers the basic forms they need, but this program is the best I've ever found, and it's what I use personally now. I've already bought it for all my current troops, and I'll do the same for you. This completely interactive resource has all the forms we use as *Virtual Commandos*, as well as any other form you could ever possibly need for any kind of real estate transaction, anywhere. You get:

- The complete Forms Magic CD (Yes, this is a real piece of software on a real CD, mailed to you — not some downloaded come-on)
- Beau's User Guide with step-by-step instructions on how to use Forms Magic
- A checklist of all the forms you will need for any transaction, over 60 forms in all with explanations and fill-in-fields you can use right on your computer.
- A question and answer flip chart for reference when dealing with buyers and sellers on the phone (I use this all the time myself!)

Forms Magic — all by itself — sells for \$997 all day long online...when you become a *Virtual Commando* I'm gonna ship you a complete copy of your own on CD (no cheap download program here!), absolutely FREE!

So let's rack up these balls one more time:

You get everything it takes to become an instant **Virtual Commando**, all set up for you and ready to go, value.....\$4,247

Plus the \$997 Forms Magic software, value.....\$ 997

Total Value \$5244

And I'm gonna give you all that for only \$1497, completely set up and ready to roll in as little as TWO WEEKS. That's a \$3747 savings over doing it solo. You KNOW there's NO WAY you'd be up and running in 2- 4 weeks if you tried to do it all yourself! But you with Sarge, you'll be rockin' and rollin inside of a month.

Virtual Commandos also save a ton on their monthly costs.

Regular monthly costs (do-it-yourself).....\$1996 per month

Plus Live Interactive Phone Training with Sarge for a FULL YEAR\$1000 per month

Total Value \$2996 per month

You get this \$2996 monthly value for only \$1497 — a savings of \$1499 a month.

And you'll be getting the kind of real-world, live-action training that molds any soldier into a true *Virtual Commando* fast!

Let me hear you say **OOORAH!**

At this point, if you're a reasonably normal, mentally competent human being, the next words out of your brain should be...

"That's flipping fantastic Sarge! How soon can I get started?"

To which I have to reply "At ease soldier! I'm not Wal-Mart and you can't just walk up and buy this package just by waving a few greenbacks in my face." I've already told you I'm not interested in wasting the time, energy and expertise on some deadhead dillweed that doesn't know his boots from his socks, especially if I'm going to have my HQ staff **do all of the work for you!** You and I need to talk first, to let me get an idea of what you're made of before I'll even let you reach for your checkbook. That's just the way I am. Besides, you've gotta know there are tens of thousands of real estate investors out there, plenty who'd like to have a hands-free, business-in-a-box setup that brought them lead after lead and do deal after deal. Plenty who dream of a program that keeps them

covered over with qualified buyers and sellers and gives them every stinkin' thing they need to put deals together and money in their pocket fast. And I don't want most of 'em in my unit!

I'm looking for the cream, the best, a "Few Good Investors!" NOT the roaring crowd of wannabes!

I'll give you a number to call at the end of this but first I want to show you that Sarge is an honorable Marine — a man you can trust to the very end. If I allow you into this program, and you lay your money down, I will give you my absolute...

Sgt. Thomas' 100% WALK-THE-WALK MONEY-BACK GUARANTEE:

"When you enlist in the *Virtual Real Estate Commando* program, let HQ set everything up and follow up on your leads the way we show you, you will earn a minimum 100% of your investment back in the first 12 months OR ELSE! If you haven't cleared all of your investment and then some, OI' Sarge will send every penny of your money back OR, if you prefer, *I'll work with you personally until you DO earn back your investment and then some... and I'll pay your monthly fees until you do!*"

So, recruit, I'd say that's about as locked-down solid, honest-to-goodness and air-tight as a guarantee can get. Either you make your money back or you get it back, or I'll work for FREE and you get your money back anyway. So let's find out what you're made of. Give me a call and let's get you out of the mud and into high cotton. Here's the number:

800-909-REIA (7342)

You can call anytime between 9 a.m. and 9:15 Eastern Standard Time. You can go to the website (www.VirtualCommando.com), leave your name and all that. But if I were you, I'd call right now, no matter how late it is when you're reading this, and leave your

name and number and HQ will get back to you ASAP. I can't make it any easier than that!

Semper Fi!

Sarge

Sergeant Thomas

P.S. I said it once but I'd better make it clear again: I can only take 40 *Virtual Commandos*, and half the slots were full before I finished this letter. This is a drop-dead gorgeous program if you want a turn-key, ***you-do-nothing, we-do-everything*** kind of system. There are hundreds of thousands of sellers waiting for you to be their matchmaker, and hundreds of thousands of buyers who don't have a clue about getting approved unless you come into their life. And you don't ever have to meet 'em or see the house, and you make your money whether or not they go to closing...what could be better than that?

Get Your Name on Sarge's Roster Now!

800-909-REIA (7342) or go to

www.VirtualCommando.com

P.P.S. If you call now and are accepted into the program, you'll get ALL the setup (a \$4247 value), PLUS the \$997 Forms Magic CD, AND almost \$3000 in normal monthly expenses for a FRACTION of what you'd pay doing it yourself.

There is NO Obligation when you call, but every recruit has to be personally interviewed for this program. The openings are limited 'cause this ain't some mass-produced course — it's all set up for you, custom-like, so all you have to do is match up qualified buyers with eager sellers — so we ain't interested in wastin' time with tire-kickers. If you've got the right stuff — that “Eye of the Tiger”

Sgt. Thomas' *Virtual Commando* Real Estate Investing www.virtualcommando.com

mentality, you'll be up and running in as little as two flippin' weeks, with a 100% assurance that you'll earn back EVERY PENNY you spend or your money will be sent back, period. ***OOORAH!***

Call Now — 800-909-REIA (7342)

www.VirtualCommando.com



OOORah!!

About The Sarge

Sergeant Vel Thomas is a former United States Marine Corps sergeant. He comes from family with a history of service in the armed forces, including his Grandfather who served in the Corps and was a decorated war hero, his cousin (also in the Corps) and his father (U.S. Army). Sarge enlisted right out of high school was assigned to an aircraft carrier, and trained to service Huey and Cobra helicopters. He also served as door gunner on the choppers. Tours included time in Bosnia, Haiti and Liberia.

After his promotion to sergeant, he was reassigned to a recruiting office. Working on a tight quota system, he honed communication and marketing skills and was a top performer. After leaving the Corps, he went back to aircraft repair as a civilian, both for the U.S. Navy and for Northrup-Grumman. But the Sarge had decided that working that hard wasn't what he wanted, so he began reading about and investing in real estate using traditional methods.

He also worked directly for several of the “gurus” including Ron LeGrand, Scott Scheel, Richard Roop, Dan Doran and Lou Brown, learning and using everything he could to develop his own real estate investing business. Soon, he was coaching and shaping raw recruits again — this time new real estate investors, and developing his own Virtual Commando investing strategies.

Today he doesn't recall the last time he pounded in “We Buy Houses” yard sign, walked through an actual seller's home, met an buyer face-to-face, or attended his last closing. Using his system he has taught dozens of others how to run their own virtual real estate business from their own “HQ,” and get paid whether a deal ever goes to closing or not.

In 2008 he partnered with REIAssure, Inc. to further develop his “Virtual Commando” system and make it available to more investors around the country. Up until this report, he only worked with personally selected individuals who were individually-referred by other students. His vision is to have a limited number of hand-selected “Virtual Commandos,” helping each of his students dominate their market. As the Sarge would say, *OOORAH!*



About REIAssure, Inc.

REIAssure takes business-building to a level beyond seminars, courses and businesses-in-a-box. As a company, REIAssure designs programs to provide serious real estate investor with services and tools to free the investor's time and energy by providing vital, multi-dimensional marketing support. The REIAssure client has very little more to do other than focus on structuring deals with excited, motivated sellers and willing, qualified buyers.

The professional team at REIAssure brings to their work a unique combination of top-level real estate investing, marketing, copywriting, advertising and media experience. They have crafted over 6500 real estate-related campaigns on a national level.

Their expertise has been honed not only from their own investing, but by direct involvement on marketing campaigns for the nation's top real estate gurus including...Ron LeGrand, Dan Doran, Richard Roop, Donna Bauer, Steve Maletos, Jay Mitton, Lou Brown and many others.

This is a company that knows the needs of serious real estate investors intimately, and brings first-hand experience into the development of new programs and services to make your job easier.

REIAssure provides unique "hands-free" systems and services that allow you to do what you're best at: making deals. The company has a simple philosophy::

You Do Nothing. We Do Everything.

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