

Insider Secrets Revealed To Become

# LIBERATED

Creative Real Estate  
Techniques to Eliminate the  
Most Stressful Challenges  
Homeowners Face

*A Must-Read for  
All Homeowners,  
Possible Private  
Lenders &  
Professionals*

“Lucky Larry” Blizzard

Insider Secrets  
Revealed To  
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# REQUEST YOUR “LUCKY LARRY’S” LIBERATION KIT FOR FREE!

The Best Liberating Real Estate Information Ever  
Crammed Into A Box



## READ THIS FIRST

Just to say thanks for reading my book, I would like to send you my “Lucky Larry’s” Liberation Kit (which includes my Liberation Guide full of Special Reports on how to take your power back and save you huge amount of money, One complete year of my Highly Requested “Great News” Newsletters, My Seller’s Liberation Checklist, one of my Conversations Confidential CD and special goodies) all Absolutely FREE. Visit [www.GetLuckyLarry.com](http://www.GetLuckyLarry.com) to order yours.

# Attention: How to Read This Book.

The premise of this book is to reveal a whole new world of buying, selling, leasing, and optioning real estate that the civilian population, or the 98% of the so-called "real estate professionals," know little about or doesn't fully understand. I am speaking of *Creative Real Estate Transactions*.

These strategies have helped thousands to "Liberate" themselves to relieve debt, purchase property without banks, no down payment requirements, tackle stuck sales, eliminate estate problems, and wipe out IRS and medical liens. These resolutions could never have been accomplished if it were not for the techniques described in the stories of this book.

The average homeowner goes through the process of selling a house three times in their life. That's hardly a number that can command confidence in the skills of marketing, negotiations, locating qualified buyers, dealing with home inspections, creative financing, deal structuring, problem-solving, probate sales, or the endless situations they could find themselves in.

Traditional Real Estate is the preverbal "Tip of the Iceberg" that is only used and seen by most buyers, sellers, real estate agents, attorneys, insurance agents, and bankers. However, there is a huge bulk of creative strategies beneath the surface that isn't seen and used, which can far better serve all the parties once they are exposed to these techniques and mindsets.

I know how they feel. I, too, felt the same way starting out with my first taste in 1990. Then I found and studied under some true creative real estate masters. I then proceeded to develop my techniques, deals, and transactions with remarkable outcomes for all the parties concerned. For the record, the deals and the details of the transactions in this book are real.

Remember, though, that every situation, every person's intention, personality style, needs, and desires are different. The buyer and seller must have an open mind, a degree of trust, and a solid sense of creativity. For each situation, a tool is needed to fix it, meaning a technique or strategy.



A great friend of mine, Joe DiMaggio, who is a proven 30+ year real estate investor, says, “The more tools you have in your tool belt, the better equipped and more creative you can be in helping others buy or sell the property to the benefit of all parties involved.” Well, I couldn’t have said that any better!

Dive into the stories within this book with an open mind. Walk along with me as I share how you, too, can do a transaction that most could never dream of doing and how it could be worth thousands of dollars more to all the parties involved. How is this possible? Well, here’s a hint: the price is rarely the primary focus.

Who is this book made for? It’s for the average homeowner who wants or needs powerful strategies to sell their property profitably. It’s for the attorney who must assist their clients through transactions that their peers would envy. It’s for the lender who needs the momentum to get their assets performing again. It’s for the real estate agent who wants to arm themselves with techniques to drive their business through the roof.

This book is a small fraction of what creative transactions can be done. Every seller, every situation, and every buyer is different and has varied needs and wants. The key is for *you* to see how one or more of the techniques in this book could work with a transaction you could be in now.

Be sure to look for a professional to help, if needed, who is open-minded and doesn't say, "No, it cannot be done," but rather, "How can we make it work to the benefit of all involved?"

**A Word of Caution:** When presenting these ideas and strategies to so-called professionals, who may want to save face because they do not know of or how to accomplish these techniques, you'll most likely hear, "NO, It cannot be done," or, "It's illegal." I am here to tell you that, unfortunately, you may need to search and locate the right open-minded professional to explore and help you walk through and design your creative real estate transactions. So, sit back and enjoy over 29 years of fascinating real-world on-the-street real estate stories!

# CHAPTER 1

## Ashes to Ashes, Dust to Dust

### **How a Savvy Estate Attorney Solved a Stalled Probate House Sale Once and For All**

One day while in my office, I received a phone call from an attorney who represented two sisters. They were trying to close out the estate of their mother. One sister lived on the east coast and one on the west coast. The attorney seemed to be very open to having me purchase this house. It was the last thing to wrap up to be able to close the estate and for him to be paid. He asked if I could meet them at the property. The west coast sister was in town, and he wanted to get this sale process started and closed quickly and easily.

When I arrived at the house, I was instantly greeted by the attorney who took me to meet the sisters. The house was in some rough shape but somewhat cleared out of items until went upstairs. The three bedrooms were filled, floor to ceiling, with furniture, clothes, and debris. You couldn't even walk into the room. I could hear some ladies talking but couldn't see them. I pushed open a door enough to get my head in and saw them on top of a heap of debris, picking through each item.

The attorney told me that this cleanout process has been going on for well over a year, and only when the sister from California would come to town. They have been working on one room at a time, picking through each item.

The attorney asked the ladies to come down off the pile so we could talk in the living room. I asked about the situation and how I could make things work a little smoother for them. We discussed a price, they accepted, and we all came to an agreement. Heck, I was ready and prepared! I could have them settled in a matter of two weeks to close out this estate, but the girls said that they wouldn't be ready to close for another three to four months. When I hear something like that, I am sure some other issues are going on.

I could see it in the attorney's eyes that he wanted this done. After some prying on my part, I finally got to the bottom of it. They were searching through an entire house of trash and debris, one item at a time, to find a little metal box. Wow, that had to be something extremely special! They felt something valuable was in that box. Now I got it! This was the hidden motivation for their thinking and the source of the long, drawn-out process.

The California sister was heading back home in the next two days, so I wanted them done before she left. I said, "How about if I bring in my cleanout crew with a large dumpster or two? You two girls pick through the items, throw the debris you don't want into trash cans, and my men will haul it out to the dumpster. Keep moving through the stuff, and we can have this wrapped up in a day and a half." They agreed!

I got right on the phone and put everyone into motion. Within the hour, and with only a rough contract signed, I had my cleanout crew, one large dumpster, and those two girls working hard, picking through the stuff. The attorney was so relieved that once he got back to his office, he called me. He had never seen anything happen like this before and was relieved that we were working together.

The next day, everyone was back at it. Several hours in and getting down to the last room, we heard, "Hey, I found it!" They found the all elusive box. Everything stopped while the girls opened the box. To this day, I don't know what was supposed to be in the box but, it wasn't there. Oh well.

The girls quickly lost interest, and the trash moved out quickly from then on. They were able to clean everything out, sweep everything up, and leave for home to await the settlement.

When I stopped back in later, everything was gone except a dresser in one of the bedrooms. On top were two boxes and a small metal vase with a photograph of a cat taped to it. There was a tag on the vase that said, "Muffin Puff." Oh heck, that's an urn! I looked closer at the boxes. Written on one was "Uncle Arthur," and on the other one was "Grandmom KiKi." They cleaned out everything but left me with their Uncle, Grandmom, and Muffin Puff!

I called the attorney and told him about Uncle Arthur. He couldn't believe it! He said to bring him to the settlement; he would take care of it. I didn't tell him about the other two.

For two weeks before settlement, I drove around with them in the back of my car. I could hear them slide around occasionally as I made some turns. When I showed up for settlement at the attorney's office, he was stunned that there were two more family members I hadn't told him

about. Everything went smooth and easy at the settlement, like it should, me, the attorney, and our newfound silent friends. That is the first time I ever had a settlement with a cat in an urn, or for that matter, an Uncle Arthur and Grandmom KiKi in a box.

**The Insider's Liberating Secret:**

The savvy attorney in this case, realized that this probate situation was virtually stuck. By reaching out to a proven professional with a fresh set of experienced eyes to uncover the real problem and to design a workable solution, this estate was able to close in weeks as opposed to months. Everyone was happy and eventually paid. A win for all involved.

# CHAPTER 2

## Aww, Rats!

### **How to Make an IRS Tax Lien Disappear!**

In my travels, I saw a small Cape Cod house in desperate need of renovation. I enjoy the pride of taking a rundown house and making it shine. This little one needed it badly! I located the owner and found out that the son oversaw the house of his mother. I mailed and called, without any response whatsoever, until one day, maybe a year or two later, I got the call. "Hey Larry, this is Frank. Can you meet me at the house on Fowler?" He sounded a little desperate. I answered with a resounding, "Sure thing, I would be more than happy to!" We set a time to meet the next morning.

As I pulled up, I saw a top-of-the-line Mercedes Benz and a man and woman standing beside it. The front door of the house was wide open. Frank introduced himself and his wife to me and



said, "The front door is open. Go ahead in and look around but, keep your eyes open. We are going to stay right here." Huh? Well, when someone says that to me, my antennas go up!

I walked up to the steps and looked in; I saw old worn out furniture, and the house was dirty, grimy, and in horrible shape. I noticed gnaw marks on the bottom of the coffee table legs. The whole house was a total disaster. As I walked around, I tried not to touch anything. I saw holes in the bottom of the basement door where rodents had been coming in and going. Okay, that was enough! I walked out and spoke to Frank.

"What in the heck has been going on here?" I asked. Frank's mom, as he explained it, would not let anyone from the family in the house for many years. She was very defiant and kept the entire family away. Somehow, Baltimore County was alerted to a health concern, and they came by, saw the situation, and took Frank's mom to a healthcare center. The family realized that their mom had started to lose it and was hand-feeding the rats that were entering the home as if they were pets. The rats had full run of the house!

They had a trail out from the basement door through to the back yard. The County Health Department took her away and told Frank that he had two days to clear everything out and clean the place up. If not, he would be heavily fined. He was in a tough spot and didn't know what to do.

Frank called me to buy the place and to handle it all. Right there in that gravel driveway, we agreed upon a price and terms and that I would send my crew in to handle everything the next day, basically on a handshake. I didn't own the place, but I put my team in action right away, all at my own cost!

We started title work the next day and proceeded to close the sale. But Frank, as it sometimes happens, forgot to tell us some essential information. His mom had cashed in thousands of dollars' worth of stocks and never paid any of the taxes. We were told the amount of IRS taxes due plus the fines and fees totaled roughly \$35,000! Holy Smokes! This was way more than the house was worth as I was only paying \$28,500.

So, I put out \$780 to clean up plus title work and attorney fees to close on a house that I didn't even own and maybe could never buy. Frank said, "Hold in there, I think we can have the Federal Government waive those taxes and fees and remove that lien on the house." Well, I have to say that I was skeptical, but what did I have to lose? Let's give it a try.

I found out that Frank was the finance manager at the local Mercedes dealership. He was a sly, sharp, and a stand-up guy. He said that if this all blew up and we couldn't get everything worked out, he would pay me for everything that I did.

He also said that if we could have the IRS waive these fees, he would honor our agreement to the price. He wanted me to buy this house.

We ended up going down to the Federal Courthouse and explained how his elderly and sickly mother needed the funds, and that's why the taxes were not paid. I know that there were countless phone calls, endless paperwork, and many ups and downs in the process. Frank stood by his word and worked hard.

After one-and-a-half years of back and forth, the IRS agreed to release the liens, and we got the all-clear to close on the property. All went well with the final closing. Frank's mom received the funds from the house that she needed and was able to get treatment and housing. All was good in the 'burbs.

This is a perfect example of, in this business of buying houses, how we run into many complicated situations. Frank's mom wanted to be self-reliant but slowly slid downhill. She had to get funds from wherever she could and went as long as she could.

I feel that everyone won in this case, except the government, but that's the way it is. We were able to get in and do a fantastic renovation. We resold the house to a lovely young couple who could then raise their family there, as Frank's parents did.

I still drive by that house today and shake my head. Most professionals would've walked away but, not us. I am not sure who is feeding all those rats now, but it sure isn't me!

**The Insider's Liberating Secret:**

The IRS will work with certain individuals and certain hardship cases. It will take time and supporting documents to show the reasons for a reduction in amounts owed or in a full discharge. Persistence and in getting the information, the Federal office wants back in a timely manner is the key.

# CHAPTER 3

## Yes, Officer!

### **How a Smart Father Sets His Family Up For Maximum Benefits and Profit. (Seller Financing at Its Best!)**

One day, while I was on the road, I got a call from a guy with a deep, raspy voice stating that he'd heard that I might be interested in his house. Knowing the area that the home was located in, I was, so we set a date and time to meet.

We met at the house the following day, and Mr. Frank said that this was his family home where he and his wife raised their daughter. His wife had passed, daughter got married, and his mother became ill, all in a short matter of time.

He was a retired Maryland State Trooper who decided to move to his mother's house to take care of her as she was getting elderly. Mr. Frank said that, for the last two years, he was renting this house out to a state program that housed mentally challenged individuals. The lease was ending, and the agency was not going to renew the lease. As we walked through, I saw that the house was in excellent shape. He did a great job of taking care of it. He said that he didn't want to rent it out anymore, and although he didn't need the money, he wanted to sell and be done with it. He said that he did not have a loan against the house, and everything was all paid up.

When I hear someone say those things, I know that a lot of times, the money a seller gets is either blown on something not needed or of no value, or it sits in the bank not growing or getting any interest. We call that "Lazy Money" in the world of real estate. Mr. Frank and I talked about a purchase price, so I took a day to work up some ideas.

We met the next day at his mom's house out on the back deck with some iced tea. After a little relaxing chit chat, I asked him, from our talk the day before about him not needing the money from the sale and in not having a good idea on what to do with the cash, and in how he would feel if he became my bank. I would make monthly payments to him like I would if I were borrowing from the bank.

He said that didn't sound bad. How much interest would I pay and for how long? I said like I could pay him something like 7% interest for a term of 15 years. He took a drink of iced tea and said, "How about 12%, interest-only payments for a one-year term?" I stopped and looked at him as this is what we call a "Hard Money loan" in the house renovation world. He smiled as he said that.

I asked, "How did you come up with those terms?" He said, "I read it in one of your newsletters!" We both laughed. He was very astute and learned something from my newsletters. (By the way, if you would like to get a free copy of my printed "Great News" newsletter that Mr. Frank spoke of, send me a request at **LuckyLarryBlizzard@gmail.com.**)

I thought about his terms for a minute, and as the house was in good shape, the price was right, and I was going to hold on to it as a long-term rental, I said, "Let's go. I'll do it." I knew that I would need to pay him off in one year.

Well, I bought the house, cleaned it up, put in a good tenant, and started paying Mr. Frank his payments each month, on time, every time. One year went past; two years went past, and another six months when I finally called Mr. Frank and said that I needed to refinance and pay him off.

He asked what loan I was going to get. I said that I was going to get a 7% loan for a 15-year term probably. He said, "I'll do that!" We changed the terms, and I kept on paying him.

Now, wait a minute! That's what I'd originally asked for! Let's get this straight. He received two-and-a-half years of 12% interest and now is going to receive 15 years of 7% on a solid real estate note that will transfer to his daughter.

In looking at the purchase price of the house and totaling up all the interest, Mr. Frank will have received almost twice as much for the house than what the original purchase price was! Who was the smart real estate guy here?! Both of us were because it has worked out for the good of everyone involved.

Oh, wait, there's more! One day, a few years later, while driving down the highway, I got a call from Mr. Frank. He said, "Hey Larry, I have another \$100,000, can you use it?" Well, I sure could! What a smart man to have set his daughter up with several good long-term mortgage payments that she can rely on for years to come.



**The Insider's Liberating Secret:**

There is almost nothing more powerful and more secure than a mortgage note secured with a good piece of real estate and with a proven borrower. The stock market can fluctuate up and down, the economy can crash, but these notes keep performing. If a default does happen for some reason, at least there is an asset to work with. An experienced real estate attorney will know how to draw up the required documents and record at the courthouse for needed protection.

# CHAPTER 4

## Big Jim

### **The Ugly Truth of How a House Can Become an Anchor**

I received a call one day from Jim, an ex-trucker who heard that I bought houses. He informed me that his mother had passed away and he was living in the family home as he was the caregiver. The only other surviving sibling was a sister who was doing very well financially. Jim didn't drive trucks anymore due to health issues.

Now that his mom had passed, he wanted to make some life changes. Jim asked me to stop by. He was ready to sell the house. He wanted to move to an apartment and not have to care for an individual house on almost an acre of land. He told me to be prepared as the house needed a lot of attention and updating.

Well, this got my attention as my wife and I wanted to move to that area. This seemed to be the house we could make our own. The day I pulled up, it was very evident that this house was a solid property but was in need some major renovations. This house was built in 1959 and wasn't touched or updated since. The yard too was extremely overgrown, but that's the way we liked it! It's easier to make our changes the way we envisioned it.

Big Jim met me at the door and showed me through the house. Let me tell you, I am pretty good with clutter and dirt in my business, but this one was super bad! His dog used the back bedroom for a litter box. Wow! The house was so packed up with stuff, and I couldn't even see everything.

As I walk through houses and talk with sellers, I want to learn their story. This gives me the needed information on how I can be of help. It's rarely a house they are trying to sell, money, things, etc. I find that, within the story, there is a workable solution that can be of great help. With Jim, as I talked with him, I was having a hard time trying to understand where he was coming from and what he wanted to accomplish deep down inside. He was one heck of a nice guy, but something more was going on.

He had never married and drove a tractor-trailer across the country for years. He had to turn in his CDL driver's license when he got sick and never drove big trucks again. It seemed that he ended up back at home with his mom, and that's where he stayed. Jim said that he would give me a call when he was ready to move forward.

For a couple of months, I kept calling Jim to see if we could wrap something up. Now, I knew we could make this house work for us, but he said he wasn't quite ready.

He did say that a husband and wife came through the house and were interested as well. As we talked, he kept mentioning this woman and how nice she was, that she was very pretty and classy. Now, my mind was thinking that Jim really likes the ladies! Hum.

Well, as I saw this house slipping away to the pretty and nice lady and her husband. I thought to myself, "My wife is very attractive, especially when she gets super dressed up!" I asked Jim if I could come back through and bring my wife. Jim agreed, and we set a time for the next day.

Well, God forgive me, but I called my wife and said that we are to look at a real dirty house the next day, but she needed to get all fixed up, high heels and all! She wondered what in the heck I was talking about. I told her not to ask questions that I'd explain on the way there.

The next day, we met with Big Jim, and he walked us through. My wife did a great job walking through a filthy house in heels, sitting on grimy furniture as we discussed the price and terms. We had a genuine conversation about what we all wanted, and we all felt good that we were moving in the right direction. As we left, Jim said, "I know we will work this all out."

About a half an hour later, I got a call from Jim. He said, "Larry, I have to say that your wife is one of the most beautiful, classy women that I have ever met. I feel that we can move forward. Let's meet again in a few days and start the process." I was very pleased to hear that. "Awesome, Jim, let's do it."

It took us less than 30 days to wrap everything up and to buy Jim's house as he was very excited about his new future. We had our men move any items he wanted to his new apartment. We helped set him up in his new home, and he was happy now to be in a more manageable unit.

A few months later, I received a call from Jim asking how we were doing with the house and if he could call my wife as he wanted to tell her something. "Of course you can, Jim. Feel free. She would love to hear from you" I said. Within 10 minutes, I got a call from my wife. She said, "Jim called me and said he wanted us to know how pleased and thankful he is for us working with him."

He said he is very happy now and that I was an inspiration to him. He was inspired to use the money he received from the sale of the house to undergo a sexual transitioning process and he can now be called Tammy!"!"

Jim's sister stopped by the house a few months later and said that Jim passed away. She wanted us to know how much she appreciated all that we did, and that, in the end, Jim was happy. We didn't feel that we did that much, however, maybe we did. We hope that we were able to allow him to live the life that he always wanted, even for a brief amount of time.

**The Insider's Liberating Secret:**

There are many times when a property can become an anchor that can hold someone back from making significant life changes. Many times, it's not only the cash locked up in the property but a very strong emotional anchor as well. The right professional can bring in fresh ideas and scenarios that can help someone make the needed change.

I have found that being open minded and gently unfolding years of emotions, desires and needs can make all the difference in a successful outcome.

# CHAPTER 5

## Crazy Ex-wife

### **A Simple but Powerful Technique to Sell and Get Your Cash When Others Won't Sign Off.**

One of my helpers told me of a vacant house in a nice area they knew I always want to buy in. They took a photo and gave me some information about the owners. I was able to talk with the husband, Martin, on the phone. I found out that he and his wife had gone through an unpleasant divorce, and the house was the only thing left to divide to close out the marriage. In talking with the husband, he explained that he was willing to sell, but his “Crazy” ex-wife was not interested! I stayed in contact with him as he tried for one year to persuade her to let the house go.

The house had been vandalized, and one winter, a pipe froze and broke which made an absolute mess. There was mold everywhere, buckled floors, and strong foul odors. Furniture and many other items were still in the house, but it was an obsolete disaster.

Marty, the husband, wanted out badly, so I kept things moving along and tried to come up with a solution. I learned from a mentor of mine that I could buy Marty's half interest in the house and then work something out with the wife later to buy her half of the house.

I called Marty and explained that I could relieve him of his interest in the house, and he would be done with it! I would then work with the ex-wife to help her come to the realization that the property needed to be sold and the divorce finalized. Marty was understandably amazed that this could all be over within a day with the stroke of a pen. He agreed to sign his interest to me and have me work the rest out with the ex.

I called my title attorney and explained how we wanted to make this happen. He said, "Absolutely, I will have everything ready today." Marty stopped in at lunch and signed all the documents. On his way out, he said, "She may be crazy, but don't hurt her." I promised him I wouldn't. We shook hands and off he went. Now, I was the half owner of a house with a Crazy Ex-wife I had never met!



Finally, it was time to call the wife, Ms. Sara, and let her know that I was now her half partner in the house. Wow, was she mad! She lit me up over the phone and hung up on me. Well, I tried.

I then changed the locks on the house and sent her a key. I cut the grass, paid the taxes, and pumped out all the water that was lying stagnant in the basement. I didn't remove any items in the house until Ms. Sara had a chance to go back in and pick out anything of sentimental value or items that she may want.

I kept calling Ms. Sara for over a year, trying to help her move past this time in her life and sell to me. We had good conversations, we had heated conversations, but I always showed her respect.

Month after month, I paid the ground rent bill, the electric, the grass cutting, any maintenance needed to protect our interest in the property.

I had a fantastic attorney, who'd helped me with litigation on another issue, and I brought this problem case to his attention. He explained that I could, if needed, force the sale in court as I was a half owner. Up to this point, I had maintained a consistent but gentle mode of persuasion to help Ms. Sara move in my direction and sell her interest to me. However, when my attorney was reviewing the documents and saw the names, he said, "I know these people. I went to school with their daughters. Let me reach out to them and see what we can do to move things along."

The attorney did contact the daughters. They discussed the situation and how we could make this a smooth transition for their mom. They knew that the sale needed to happen, and Mom needed to move on.

After one and a half years of communication, Ms. Sara finally agreed that now was the time to sell to me. Over the phone, I could sense that she seemed relieved to have this wrapped up. I got everything together for the closing and set the date.

The day of settlement, Ms. Sara showed up with her three daughters and their husbands to make sure everything went smoothly. This was the first time I met Ms. Sara personally. The settlement was a little cool and defensive at first. I made sure that everything was perfect and that what we agreed upon would happen as planned.

Everything went as I expected, and actually, we had a very pleasant settlement. When completed, everyone got up and walked out of the room, relieved and relaxed, leaving Ms. Sara and me alone. She grabbed my hand, pulled me in close, and gave me a warm hug. She thanked me for all that I did. Even now, as I type this, I feel a little emotional. That day, I learned that Ms. Sara wasn't crazy at all. She was a loving mom who wasn't quite ready to give up the family home and all the memories that went along with it.

**The Insider's Liberating Secret:**

Again, real estate transactions are more about the individuals involved and not the property. Sometimes, a participant associated with the property may need more time to disconnect than other ones. Selling partial interest in a property is a powerful way for one party to be able to exit and get their money when the other party or parties won't or if the transaction becomes challenging.

Empathy and compassion go a long way in these cases. If done correctly, the feelings of gratitude will carry for years to come.

# CHAPTER 6

## Double or Nothing!

### **The Correct Way to Gain Sound Advice. The Wrong Way Could Cost Thousands!**

When I first started in real estate, I kept driving past a property that I found interesting. There was an original brick house on a large lot, but I noticed that a foundation was being built next to it, and later, a two-piece modular rancher was brought in and placed on the foundation. Some work was started and then everything stopped for months and then a couple of years.

Both properties started to decline, and the modular house sat incomplete and vacant for several years. I started to do a little detective work and found out that a widowed woman lived in the brick house and that her son, who was married, was going to live in the new modular house.

I also learned that the son's marriage had abruptly ended, and sadly he decided to end his life soon after. That is when everything came to a halt. The poor mom was left to handle all the aftermath. It seemed that a local bank had lent the funds for the modular house, and Mom's free and clear house secured that loan. She was going to work and making that payment every month.

I never was able to talk with her, but I left notes on her door and sent her my monthly newsletter and a postcard from time to time to let her know that I would like to purchase both houses when she was ready to move on. One day, I got the call. "Larry, I am ready to sell and move to an apartment," she said. She didn't want the pressures of a mortgage and maintenance. She was now ready to put that past behind her.

We agreed on a price, found her a new place to live, and started to proceed toward settlement. Part of the deal was that my purchase price was subject to the county allowing me to finish off the modular house and leave it there on that lot for a rental. She understood and agreed. I went to the county and showed them my plans with the enthusiasm of a new landlord. They said, "Sorry, this modular was approved for the residence of a family member of the original house only, and a rental house would not be approved."

It seems that the years prior, the father had given away a small sliver of land to his neighbor for some reason which took the property down to just under two acres. In that county, a house with a well and septic needs to be on a minimum of a one-acre lot. However, an official of the zoning office said that I could present our case to the county zoning board for a variance hearing.

They said this should be a “no brainer” for approval. Everyone we spoke with said it should fly right through. Why wouldn’t it? We were only talking a fraction under the two-acre lot, and it already had a new well in place. We just needed to install new septic system and finish off the modular. Easy, Simple, Bada Boom!

Well, on the day of the hearing, a local real estate attorney who was well known in town had a similar case and presented it just before ours. I watched him and how relaxed he was and in how the members of the board treated him with respect. He was smooth and confident. Without any delay and just a limited discussion the board approved his variance. Wow I thought, that was easy, and we should fly right through.

When my time came to present my case, I was ready as I had Ms. Seller there and all my completed paperwork. I explained my situation, showed the plats and diagrams, and how everyone so far that I worded with at the county approved my plan up to the board there.

I explained how Ms. Seller would lose \$20,000 if they didn't approve the variance as I would have to locate a new lot, take apart the modular house, move it and rebuild it, then tear down and remove the existing foundation.

After listening to my heartfelt pleas, the board pulled their chairs together and talked quietly. All I heard were muffled voices, and then, they all sat back up and spoke. DENIED! Bang. Gavel down.

What? Ms. Seller and I looked at each other in disbelief. We left the county office building and stood outside, still stunned. We both decided to take a few days to regroup on what to do next. After considerable thought, I decided to proceed. I would give Ms. Seller \$20,000 less for the property than we had agreed to because the added expense was huge.

I started looking for lots to move the modular house to and was lucky enough to find one. I contacted the original company who had built and moved the modular house to the original lot. I asked for pricing to disassemble and pick up the house and move it to a new lot. I was finally able to secure the new lot, locate a contractor to build the foundation, and coordinate the move and finish out the house.

While all this was happening, we were working on the original house for a rental property. When the modular house was completed, I sold the house and kept the original brick house. I also helped Ms. Seller get into her new apartment. It was a giant undertaking for a fledgling real estate guy. Last I heard, she was still working a few days a week but was relieved to have no pressures and to enjoy her new life.

**The Insider's Liberating Secret:**

Some of the local government, so-called officials, don't have a clue as to what an outcome will be from a public hearing. Be prepared and have multiple exit strategies when doing a project. Lining yourself up with a proven professional who is established and been through the processes is well worth the investment of their time and expertise.

I have learned that the good ole boy network is real, and we should pay for and play those cards as needed on sizable real estate transactions.



# CHAPTER 7

## The Kennels

### **An Easy Cure for Unlocking Trapped Cash from a House to Secure Another**

I received a call from a lady who said that she wanted to sell her house because she had the opportunity to buy a tract of land on which she could build a series of dog kennels. J.R., as she went by, wanted to breed and train German Shepherds. She was an ex-military police officer and had the experience. J.R. was discharged and received a large cash payment.

She bought a foreclosed property that was sitting on a few acres of land and planned to renovate the house, build the kennels, and start her business. Well, as things often happen, J.R. ran out of money but had a lot of equity in the house.

She was struggling with the large real estate tax bill each year. She could not do the needed repairs to the house or build her kennels due to a lack of monthly income. J.R. was sick and tired of being sick and tired and broke. She wanted to revive her dream when found a newly vacant lot in Pennsylvania that she could purchase quickly and move her mobile trailer to. There, she could build her kennels, start her business, and then build her house, but she needed cash!

When I visited her to look at the house, it was in a great location and on a beautiful lot. However, it was in desperate need of a total interior renovation. It seemed that she started her projects, but nothing was completed. Wires were hanging out of the ceiling, sheetrock removed and studs showing clutter everywhere and three large German Shepherds were living in the house. She was overwhelmed with everything and was ready for a life change. J.R. explained to me that she needed \$5,000 in cash now to secure the lot deal in PA as a deposit. Once we closed on her house, she would use those funds to buy the lot and move.

In the traditional real estate world, this would be hard. No one was going to give her the needed money upfront for a down payment for the new lot, then settle with her, giving her a bulk of the money, then give her a couple of weeks' time while she stayed in the house as she packed all her belongings and then move to the new lot.

I have made it a habit, in my business, to listen to each seller or buyer I deal with to understand what they need and find a way to make it happen, and this case was no exception. I drew up a quick document that stated that I would give her \$5,000 now, which would come off the sale price when we closed.

J.R. told me that she would clean out the whole house as she packed if we could supply a large dumpster for her to use. I had my doubts that she would do that, but I agreed.

Our agreement allowed her to stay for two weeks after we closed while she waited to close on her new lot. As she packed all her belongings, she cleaned out the house of all the trash and items that she did not want. She was also slowly moving things to her new lot in Pennsylvania.

When she finally closed on the new lot, she said, "Okay, Larry, I am done." I met her at the house, and everything was cleaned out as she had said it would be, and even better than I expected! She gave us our keys, and off she went to start her new venture!

Later, she told me that she sold us the house for \$20,000 less than what someone else was willing to pay. To her, the price wasn't as important as me helping her secure the new lot and allowing her time to pack and move after settlement.

Having an open mind, understanding how to structure the transaction, and making sure everyone understood their role ended up being a win-win situation for everyone with everyone. How in the world can you beat that? J.R. is an awesome lady, and I am so happy with an awesome conclusion.

**The Insider's Liberating Secret:**

There are many cases when someone owns a property free and clear of any mortgage but has no cash or a limited income. An advance of funds before the sale is a great way to help the seller in securing a new place to live or pay off debt, etc. to keep the sale moving.

When we learn to sit at the table and openly discuss what is needed for the other party and then thinking up of a way to make it happen, truly amazing things can come of that. Not only is it gratifying but something that is remembered for years to come.

# CHAPTER 8

## See Ya!

### **How to Quickly and Easily Sell a Property, Stress-Free, Without Showing Up!**

I kept pulling up to a stop sign in the Security Mall area of Baltimore every time I left one of the houses we were renovating. Straight ahead was a house you could barely see through all the overgrowth. It agitated me so much, and since the house was vacant and appeared to have been that way for many years, I finally stopped and knocked on the neighbor's door to ask if they knew what was going on with the house.

She said that the owner moved away, and she didn't know where to. She hadn't seen him for five years. She said that, in all the years living there, she spoke only briefly with him, but that he was very nice. She made the quick comment during our conversation, "I think he is a hermit." Mark that thought for a moment.

When I got back to our office, I saw that the house had been in my records. I had been trying to contact the owner, who moved to North Carolina. It seemed that we had been trying to reach him through the mail and by phone, but never had any contact or conversations with him. He never responded to any of our attempts.

Why would someone move away and leave a house unattended and deteriorating, but still pay all real estate taxes and fees for all those years? I wanted to make a deal with this gentleman because I could envision what the house would look like after we worked our magic. Plus, it was clear that he had no interest in the property.

I have found that, in many cases, it's not the house or money that is important to people, but something else. What could this one be? I couldn't figure it out. The neighbor said that she thought that he was a hermit! That's it! He doesn't want to talk with anyone or have any contact with anyone about that house!

I decided to take a lot of photos from the outside. I wrote a letter explaining the bad condition the house was in and that vandals had tried to break in. I explained that the house could burn down if left unattended. I drew up all the paperwork to transfer the house to me with my purchase price. I enclosed a note for him to sign everything, send it all back to me with a key, and tell me where to deposit his check! I sent the package special delivery and waited.

Within two days, I received an email from Mr. Carl. He stated that he received the package, and everything was fine with him except that he wanted to raise the sale price by \$5,000. This was more than fine with me. I knew I could make the numbers work with a few renovation changes. Again, no return phone call but just an email message.

I sent him our “Liberation Kit” packed full of information about how we do business. This package included many testimonial letters of satisfied sellers saying how well they were treated, how happy they were that they chose to sell to us and that they would refer us to anyone. This made Mr. Carl feel confident that he was choosing the right person to sell to. He signed and sent everything back with the key to the house.

Note that this was all done before I even had a look inside the house. I finally had a key and drove straight to the house. Once inside, I was shocked! The house was in bad shape. A pipe had broken, and there was a half-inch of water throughout the house. The mold was everywhere, and there was even a tree growing inside the place! However, I was going to honor our agreement and make it work for all of us.

As I started calculating my numbers for the renovation, they were quite extensive. However, I think Mr. Carl knew this as he was very fair with me on the sale price. We proceeded to close, and everything was done through email and special delivery. In the several months it took us to close, I did not once speak to this Mr. Carl.

In the time that followed, I ran into another person who wanted to buy this house but didn't realize how important it was that this seller wanted to remain out of the transaction. This is why Mr. Carl never responded to any of the other guy's attempts.

I have since realized that some people would like to relieve themselves of a problem, like this property, but they are waiting for someone trustworthy to handle all the details, so they don't have to invest the time, emotions, and energy themselves to sell.

I am glad this Mr. Carl chose us to help him rid himself of the property and all its headaches and help him move on. We were able to rebuild this house and sell it to a new first-time home buyer. It was a Win-Win situation for everyone involved!



**The Insider's Liberating Secret:**

Some people don't want or cannot emotionally handle the process of selling a certain property or in the basic human communication of a large transaction. It could be because the property may hold many memories or could cause stress in negotiations.

Locating a trustworthy professional who can and will step in to listen and weigh all the wants and needs of the parties involved in the property is essential to having a successful sale for all.

# CHAPTER 9

## His, Hers, and Ours: How a Second Marriage Couple Overcame the Stress of Two Mortgage Payments

### **Selling a Highly Leveraged House Subject to the Existing Mortgage!**

Margaret and Jim were a great couple who'd married. This was a second marriage for both, and each had their own house coming into this marriage. They decided to live in Margaret's house due to the size and location. This left Jim's house to do something with. Jim soon learned that in the early 1990s, houses weren't selling too fast. Jim and Margaret decided to keep Jim's house and rent it out to cover his monthly payment.

The house was in pretty good shape, but the mortgage was very high, which could have made it hard for an agent to sell and still get a commission. When most agents see a high mortgage balance and know it may be hard to sell, they'll walk away, not wanting to deal with that property listing. Most homeowners who become first-time landlords feel that it cannot be that hard to run an ad, pick a good tenant, and collect the rent each month.

As professional landlords, even we know that it is not always the case to get a good tenant. We vet and screen our prospective tenants very well, and even then, we still have an occasional problem tenant that we need to deal with. Mom and Pop landlords, as the pros call them, usually don't have the systems, knowledge, or experience to deal with tenants. They end up having the tenant manage them instead of the landlord being in charge and control. They soon get burnt and tired out, throw up their hands, and want out.

As you can imagine by now, things didn't go well for Jim and Margaret. They did locate a family and went ahead and put them into their unit. The tenants stayed in the house for two years. They beat up the house and left with an unpaid balance. This happens more than most would admit. Jim and Margaret now had to go back in to clean up the unit, paint and lay new carpet, etc. After all that work and expense, of course, they now wanted to sell it.

They were having some issues locating a good agent to handle the property, and as each month passed, another mortgage payment was sent in. They were very quickly getting tired of having this vacant property.

In the meantime, Johnny boy, the son of the last tenant, who was a young teenager and still happened to have a key to the front door, decided that his old house, now that it was vacant with no mommy or daddy around, would make a great place to have a few friends over for a party. I guess I don't need to tell you that a few friends turned out to be few too many.

The next day, the neighbors called Jim and Margret and said that they needed to come to the house fast. When they walked in, they could not believe what they saw. The house was a disaster. Beer was spilled all over the carpets, trash was everywhere, and the house smelled terrible.

When Jim and Margaret found out what happened, and who the culprit was, they got in touch with the parents and got them involved, and they made ole Johnny boy clean it all up. By now, Margaret and Jim were done! They wanted out ASAP. That's when I got the call. In meeting with them, I learned that Jim's mortgage was close to what the house was worth. However, his payments were very good, and it was a solid homeowner long-term loan.

Jim's house and situation were perfect for buying "Subject to" his mortgage. I would start making Jim's payments, and the house would transfer to me, I could then sell to a new buyer on a rent-to-own basis or hold as a long-term rental. Jim was elated to have a few thousand dollars and walk away from this problem house.

We had a simple closing with the needed documents that spelled out each of our duties, which meant that I was now the owner who would handle everything for there on out. Within a few minutes, Jim and Margaret's life got a whole lot easier! We put in a tenant/buyer who stayed in the property for about two years and then decided they wanted to do something else. Since that time, this property has become a good keeper rental for us and should be paid off in a couple of years.

**The Insider's Liberating Secret:**

The technique of selling a house "subject to" the existing mortgage is fairly unknown in the real estate world. This is a powerful way to relieve someone who may have a very high mortgage balance. Where most people would walk away and let the bank foreclose, this is a more favorable way to save a seller's credit. This technique does have certain negatives that should be discussed with a professional.

# CHAPTER 10

## I Must Have My Price!

### **How to Sell on Terms to Get Your Price**

I received a call one afternoon from a sweet lady, Susan, who said that she needed to sell her parents' home in a nice county area. She said that both of her parents passed away some time ago, and the house had been sitting vacant for several years. She was very open with me on the phone that the house did need repairs, that it was small, and that it was sitting on two acres of land. She said that she had been paying a neighbor for the last several years to cut the grass. She said that she was paying him way too much, but she needed it done. She sounded ready to wrap things up!

We met the next day at the property, and she was right. The house was a very small two-bedroom modular house that was built sometime in the early 1980s. Everything was original and still had most of the furniture in it. The basement leaked when it rained, and everything down there was musty and trashed.

I was still interested in buying, so I asked Susan what she would like to accomplish. She said that she would like to finally sell the house and close that chapter of her life. She said that she didn't need the money but didn't want to keep up with all the yard maintenance. There was no mortgage, and she was current on all her taxes and other property expenses.

I quoted a price that I thought was fair, but Susan said that she wanted about \$30,000 more than what I offered her. That was a considerable amount more than I wanted to spend due to the fact of all the repairs needed and it only being a small two-bedroom.

I asked her if she would consider allowing me to make monthly payments to her if I would pay her price. We came up with a monthly payment that would work for both of us. She did ask if I could balloon the note, meaning that I would pay her in full whatever I owed her at the end of five years. I agreed to that. We found a workable solution for each of us.

## **The Story Continues...**

I had a friend, Mike, who owns a landscaping and yard cutting business. I sent him out to keep the grass cut until Ms. Susan, and I could go to settlement. I was still trying to wrap my mind around what to do with that property even though it had a lot of possibilities. I slowed things down for a couple of months until I could decide on what to do. Ms. Susan didn't mind because I was cutting the grass.

One day, while Mike was cutting the grass, he called me and asked me what I planned on doing with the house. I said I still was not too sure. Mike said that he would like to buy it if I thought of selling it. He said that he had the cash now to purchase the whole deal. I thought to myself, "Wow! How much am I paying the guy?" Ha!

Well, that Ms. Susan had agreed to take her money on monthly payments, and that Mike wanted to pay cash in full, I had an Idea. I had two properties with very high-interest rate loans that totaled Ms. Susan's amount. I called Ms. Susan and briefly explained what was going on. I asked her if we could meet, and I could show her more in-depth. She was more than open to seeing what I had planned.

When Ms. Susan and I sat down, I showed her how my plan would work. Mike would bring his cash to closing and give it to Ms. Susan to pay for her parents' house.



She, in turn, would split those funds in two and loan it to me at our agreed-upon total payment amount. She now would receive two checks from me in the mail on houses that I own in her old neighborhood where she grew up. She was pleased about that. This transaction turned out to be a great example of how everyone had different goals, but everyone got what they wanted. This is a true Win-Win-Win situation!

**The Insider's Liberating Secret:**

As you can see from this transaction, you can become very creative when everyone is open and tries to work out the best scenario for each other. This is the way to do business.

I have completed many deals like this throughout the years. Most so-called real estate professionals don't understand or wouldn't try to put something like this together.

If you find yourself in a favorable situation like this and could use solid advice on how to structure the deal, reach out to me at **[www.JustAskLuckyLarry.com](http://www.JustAskLuckyLarry.com)**

# CHAPTER 11

## Meet the Heirs

### **How a Dead Estate Was Awakened**

In one of my daily travels, I noticed a beautiful house that was overgrown and seemed to be abandoned. From my experience, I could tell this property hadn't been lived in for quite some time. As I walked by it, I got a whiff of the musty odor drifting out from inside. I saw that the back door was boarded shut and that someone had tried to keep vandals from entering. I opened the storm door and noticed that the front was ajar and that I could push it open. When I did, the strong puff of musty air hit me and knocked me back.

When I was able to get a clean breath of fresh air, I looked in and saw that the house had been ransacked. Items and debris were everywhere. It looked as though someone moved out and left abruptly. I wrote down the address and went back to the office to see if I could locate the owner and find out why they would let the property sit and deteriorate.

Back at the office, my assistant and I started our research. Through some free online searching and a paid program that we use, we found out a lot of information. It seemed that the late owner passed away 12 years prior. He had three children. One son was living in the house until he passed away within the last five years. The house had sat vacant since then. We learned that the house was vandalized, and the front door was left open, which triggered the County to come out and board up the house. The County was also citing the house for high grass and weeds, and those fines and fees kept adding up.

From our research, we learned that there was only one surviving daughter from the owner and four grown grandchildren from the other deceased children. Our next step was to draft a letter stating our interest in the property and that we would like to discuss the possibility of purchasing it. Out of five heirs, three were here in Maryland, and two were out of state in Colorado.

We mailed our letter out, and within a few days, we got a phone call from the granddaughter in Colorado. She explained that she and her brother were living together in Colorado and that they would be interested in selling. With that information, I started title work.

A few weeks later, I received a call from my title attorney, who gave me the bad news. There were multiple liens filed against the old owner and the property. The State of Maryland had six recorded judgments of \$278,000 in medical liens against the property. There was an additional \$48,000 of real estate tax liens outstanding, all against a house not worth more than \$50,000 as is. We also learned that someone in the family had tried to open an estate. Once they learned of these liens, they stopped and did not proceed because they could not see any reason to proceed if there was no money in it for them.

At first thought, I felt that this was a dead issue and to walk away like the others. Then I remembered a previous transaction where the IRS had forgiven the liens to help the sale. In talking with my title attorney, I explained my idea, and he was agreeable and said he thought we could give it a try. We built our case for the State of Maryland.

We had a contractor give us an estimate of repairs to bring the property up to today's livable standards. We had a local real estate agent prepare a broker's price opinion of what the house would be worth after it was repaired.

The attorney wrote a letter and sent it off with all our supporting information and explained that, if they couldn't reduce or remove the liens, no one would be able to buy the property, and it would continue to decay and not produce any tax revenue.

Our correspondence with the State was a back-and-forth process for 12 months. Finally, we received our authorization that all \$287,000 would be released from the property; however, the \$48,000 in real estate taxes would not. This gave me the clearance to move forward and to talk with the heirs about buying out their interest in the estate. After several months of correspondence, all five heirs agreed to a lump sum and to release their interest and allow me to be the sole heir.

With that behind me, I was able to become the Personal Representative and reopen the estate. Once approved, the estate could be liquidated, the estate taxes paid, and the house sold. Then the estate would be closed. With two years of work, the State of Maryland now has a cleaned-up house producing revenue.

### **The Insider's Liberating Secret:**

This transaction has several insider secrets that Most Professionals don't understand about how to eliminate and overcome these hurdles.

The first was the State Medical liens and the fact that they can be negotiated with the correct documentation. In this example, \$278,000 in liens were wiped out.

Second is the five heirs of the estate and that not one of them was willing to move forward and pay to probate the estate. It took individual negotiation for each one and to pay them an agreed amount for their interest.

I've been "Lucky" enough to surround myself with open-minded professionals who don't say, "No, it can't be done," but instead say, "How can it be done?" This has made all the difference for me and many of my customers' lives. Oh, and a heck of a lot of fun, too!

# CHAPTER 12

## Ready for Take Off

### **How Using Rent-To-Own Can Keep You Financially Grounded.**

I received a referral from the father of a young guy who bought one of our renovated houses. It so happened that the father lived two doors up from a house we were renovating and he wanted his son to become a homeowner and nearby him. This young guy was making decent money working for Southwest Airlines. The father, Troy, was a straight-up guy who was ex-military and had his act together; very likable and reputable.

I received the call from Troy who said he knew of a guy named Burnie, an Air Force pilot, who flies the big military transport planes all over the world secretly. He was now stationed in California but owned a small house here in Baltimore.

It seems Burnie was trying to rent this property while he was on the west coast to cover his mortgage payments. He had friends who picked the tenants and would manage the property. As happens so often when people are not experienced in property management, the tenants managed the managers! The tenants would come and go like a revolving door. The house was banged up each time, and he would be trying to collect his rents as well. He was fed up.

When Troy called me and told me about Burnie, he gave me the whole rundown about the situation. He also called Burnie and filled him in about me and in how well we worked together on the house sale to his son.

By the way, we do get referrals like this regularly, and it's because of the way we treat and take care of not only our sellers but our buyers as well. We believe in leaving a trail of great relationships built behind us.

Back to the story; Burnie did call me, and it was if we were old friends. Troy did a fantastic job in laying out the way for Burnie and me and in how we can help each other. In finding out from Burnie the amount that he still owed in a mortgage, I knew that I couldn't pay him all cash and make my numbers work. I talked with him about the possibility renting -to-own.



I explained to Burnie how I would make his mortgage payments each month, handle all repairs, and I in turn would rent the property out to a tenant/buyer myself. He trusted me to the point of saying that he never knew where he was going to be all over the globe at any given time. He asked if I would make his payment right to the bank and do whatever I needed to. We had trusted with each other despite never having met, thanks to Troy!

Burnie and I agreed to a purchase price that I would pay to him at a time in the future if I did want to buy. I put together all the paperwork and mailed it off to California for his authorization.

I had the rent-to-own agreement with Burnie that I would make his mortgage payments for five years with the option to buy the house at any time for a set purchase price. He would never hear from me at all. I would take care of everything, and he could fly those big planes all over the world!

In turn, I rented the property out to a couple, who had some bruised credit but good income, who wanted to buy the house in the future. We needed some time to clean their credit up. They stayed for three years, but a job transfer changed that plan. Even though my rental income from my tenants stopped, I kept making those payments to Burnie's bank. He never knew.

One day, I decided to do a light makeover of the house and put it on the market. A young couple wanted the house and was already approved for a loan. I let Burnie know that I had a couple who wanted to buy the house, and we had the title company send all the paperwork out to him. He signed off, and the sale was complete.

I made a small profit between what Burnie and I had agreed upon and what the new buyers paid; everyone was happy. We paid off Burnie's mortgage, the buyer got into a nice home, and I made a few dollars for my time and the pleasure of watching everyone being excited.

### **The Insider's Liberating Secret:**

The Rent-To-Own technique is such a great way to help both buyers and sellers to relieve the pressures of an immediate sale. This can help sellers to cover their mortgage payments and repairs and give buyers the needed time to clean up any qualifying issues with a mortgage company.

Note that the documents for the rent to own should be well thought out and the small details of all the parties' responsibilities spelled out clearly.

If you have any questions on this, go to **[www.JustAskLuckyLarry.com](http://www.JustAskLuckyLarry.com)**.

# CHAPTER 13

## The Clean-Up Team

### Private Money-Lending Success

#### **A Solid Way to Fund a Retirement: How Two Small Business Owners Are Structuring Their Exit**

Back in the mid-2000s, I started a mobile detailing company with a friend of mine who was connected with CarMax, one of the largest car dealerships in the country. As you may know, CarMax will buy your car for cash, even if you don't buy one from them.

My friend had a car transportation company that ran purchased cars to several auction sites that CarMax owned and operated. Local dealers would come and buy these cars at auction and resell on their lots. Through this connection, he formed a relationship with the auction manager.

CarMax needed someone to come in, and pressure wash these cars, spruce them up, and get them ready to go to auction. We got the gig before we even set up a company, hired any help, or bought supplies or a pressure washing rig. Heck, neither one of us had never even done anything like this before, but we were off to the races to learn how. I only had a couple of weeks to figure everything out and put a couple of people on that lot fully trained and equipped ready to work. That is how I met Phil and Yvonne.

Phil and Yvonne are two of the savviest business owners I know. At first glance, you may think that the pressure washing business was a weekend gig but, Heck No! This is serious business when done right.

Phil and Yvonne make a great team and have their act together! They took a seemingly offbeat, mundane business and made it very profitable and made it work for their lifestyle. I am talking about pressure washers, trailer rigs, supplies, etc. for mobile detailers, construction companies, and the like.

I met with Phil and explained the operation and that we needed to pressure wash over 500 cars lined up on huge lots in only a two-day window. We had to move fast and cover a pretty large lot to address all the cars. We decided on a mobile trailer system with long hoses and a large water holding tank that we could move through the

rows up and down the lot. Phil was great with his ideas and understood what we needed to do, plus, he taught us the business.

I truly love dealing with people who have their minds open and look for new ways to make things happen and work. You never hear from these people, "It can't be done," but, "How can it be done?" This is where the real fun starts with everyone throwing in ideas until we find the right solution.

In dealing with both Phil and Yvonne throughout the years we had the CarMax account, we became good business friends. Trust was built, and we got to see how each of us handled our businesses. They knew of my extensive real estate operation and would routinely ask about what my current projects were at that time. We talked about real estate, and we talked about business and some of its tough issues that arise from time to time.

Phil mentioned that his father dabbled in real estate, and at times, lent money to other investors. Of course, I had to say that if he ever would consider, I would like to show him my operation and maybe lend to me as well.

Not too long after our conversation, Phil said that his father passed. Phil came to me a while later and said that he inherited money, and with that and some business funds, he would like to do some short-term loans with me on a few of my deals.

I set up a time for Phil and Yvonne and my wife Maritza to take an evening and take a property tour of what we were doing at that time. We had several deals working in various stages of renovation. There, Phil and Yvonne agreed to fund one of our next projects.

I have learned to make it a point to have our private lenders, like Phil and Yvonne, fully protected with solid paperwork that gets recorded at the courthouse as a large bank would. In doing this, whether it's a friend or a family member, it shows that their hard-earned funds are protected, and we are serious in keeping them safe.

We started with funding one property which ended up being two then three and over the years many projects we completed and sold in which Phil and Yvonne were paid off, and we would do it again.

We eventually ended up doing long term loan together where they would fund one of your rental houses with 15 years loans. I asked why they wanted to do this, and Yvonne said, "Larry, you are our retirement!" Wow, that sure is humbling.

### **The Insider's Liberating Secret:**

Private money lending on real estate with a solid borrower is one of the Best, yet unknown and rarely used passive income techniques. Most professionals encourage people to go into the stock market, where there is no safety net. This investment is perfect for all age groups and income levels. The loan size and length of term can vary as well, which is favorable to all who may want to experience this investment.

For more detailed information and in how you too can become a Private Lender, contact me direct at

**LuckyLarryBlizzard@gmail.com**

# CHAPTER 14

## The No B.S. Master: Hard Money Lending for Easy Profits

### **How to Turn Lazy Investment Money into Safe Hard Working ....**

One day while in my office, I received a call from a mortgage broker who said that one of his clients, for whom he had placed a loan to a homeowner, was in need to sell a house that they foreclosed on. The house was in a pretty good area and was a newer house, maybe ten years old. The broker said that, on the way out, the sore and upset homeowner punched holes in each wall, broke up cabinets, and took the lighting and all the appliances.



It happened to be in December, and he wasn't too sure if the heat was on, and the concern that the water pipes could freeze, making the sale even more pressing, I agreed to meet him at the property to take a look. As I walked through, he seemed a little disappointed that he had gotten this lender into this situation. He quoted me a sale price that he thought the lender would agree to. They all felt that the house was terrible and needed so much work! As I walked through, the house wasn't that bad at all to me. Yes, it looked pretty banged up, but the main items, like the roof, windows, electrical, plumbing, etc., were all intact.

As we stood there, I was working up the numbers in my head and felt that with my repair cost, holding cost, financing and acquisition cost plus what the lender wanted, it was a good purchase for me. If the lender is happy with that sale price, so am I! I said, "Let's go. Let's get it done!"

I went back to the office and put together the agreement and paperwork. When I looked up the seller who was now in the title, the name was similar to someone I knew. I typed everything up and sent it off to the broker to forward to his lender/seller. The broker said that the seller was having his attorney review all the paperwork and would get in touch.

The next day, I got a call from an attorney that I have used a few times on business work, and he stated that he was reviewing our agreement as the seller was a client of his as well. Wow, can you believe that?! I said, "There is no need to make things difficult. I am here trying to buy a house." The attorney agreed and went back to the seller with the fact that he knew me, and the honest way I work. We were off to a great start.

I happen to belong to a high-end International inner-circle group that deals with methods on how to improve your business with marketing. We get monthly newsletters, CDs, books, have seminars and conventions. I have been a part of this group for many years and have learned and grown a lot from being a part of it.

One of the owners who started this inner circle happened to live in my hometown. I'd never met this gentleman personally but felt that I knew him from all the resources that I'd received over the years.

I knew where their office was located, and my wife and I would occasionally walk by it on our weekend walks through town. Although I never said it openly, I felt that I would someday meet him and do business with him.

As fate would have it and going back to where I said that the seller's name was familiar, I called and asked the broker if this seller was, in fact, my mentor. "Yes," he said, "this is the same guy!" Holy Smokes! What a small world.

I wondered to myself since he had lent money to that guy who he foreclosed on if he would lend to me. Did this last loan make him gun shy ever to lend money again? I didn't know the answers but was going to ask anyway.

In preparing for our settlement, I put together a detailed information packet on my company and me and my 25 years in the business. It showed what I've done, testimonial letters from past sellers, and how much they enjoyed selling to me. I also included letters from other money lenders that I have used in the past about how I paid on time, every time, and the excellent relationships that we have.

When the day of the settlement arrived, I was all ready to not only buy the house but ready to present an opportunity to him on how to make safe high-return loans. When he came in to sign the needed seller documents, I said to him that I was one of his inner-circle members. He looked shocked and said that he'd never met a member here in his hometown. I asked him if he had a bad taste for lending on a house since he had to foreclose. He said he would be willing to lend once again. That was Great news.

I stopped the settlement and turned all the paperwork around to show him how I borrow money from my private lenders. I showed him my information packet and testimonial letters and asked if he would review and talk further with me.

He said that he was flying out of town that afternoon and would review what I gave him and would contact me if interested. Well, as soon as he landed, I received a call from him stating that he wanted to work with me and lend on our next projects. Many years and deals have passed. We have a Fantastic working relationship, and he has introduced me to many other great people. It's amazing how things work out!

**The Insider's Liberating Secret:**

Another lending is short-term, high-interest loans for house buyers who are going to use it as an investment. These are called Hard Money loans as the rates and terms are very aggressive. The terms of the loans are usually a one-year term with 9–12% interest rates. Again, property loan documents are required to keep the lender safe and should be done by a good real estate attorney. Other factors the lender should be aware of are construction cost and real estate values. Again, I would advise someone to have good professional advice before entering this loan.

## About the Author “Lucky Larry” Blizzard



Larry started Signature Properties, Inc. in 1996 and is still running a sizable portfolio of rental houses. He opened Lucky Home Buyers, LLC in January of 2018 to help homeowners, banks, attorneys, and agents sell a house to a trusted buyer who is fair, honest, and provides services far more than anyone else in the Baltimore area.

For more than 25 years, Larry has been an active Investor, Landlord, Re-Builder, and money lender of single-family houses. He is also a prominent speaker and trainer who is respected throughout the Baltimore area's real estate community. He has been recognized as a foremost authority on creative real estate techniques and transactions. Very few people can match his skills of placing others wants and needs ahead of the transaction and successfully come up with workable solutions that can benefit all involved. Of course, you cannot stay in business that long if you don't handle business the correct and honest way.

Larry has developed the unique skill of listening to prospective homeowners and other professionals to come up with solutions to seemingly tough or impossible real estate problems.

Larry is an outdoor guy who loves riding his Harley, cruising in his Jeep, and studying Krav Maga. Larry loves talking Real Estate. However, his Family and Friends are at the top of the list! Even better yet, Larry loves finding positive solutions to challenging situations.

You may contact him any time at  
**LuckyLarryBlizzard@gmail.com**  
or call him directly at **(410) 876-8765**.

*Hello Friend,*

*Larry, here. Many have come to know me as "Lucky Larry" here in the Baltimore area. I got that nickname over 25 years ago because I was told that it's how sellers felt in dealing with me. Wow, that sure is humbling! I genuinely do care about them, and I guess it shows. For someone to trust me to listen to their situation, to advise and handle one of the most significant parts of their lives is worthy of me putting my heart and soul toward making sure they get the best service that I would give to my family and close friends. I've been doing this business for a long time, and I Love it more every day! When I come into the office surrounded by people I love and the team we built, I'm lifted by the energy and professionalism cultivated in our company.*

*There is no place I'd rather be but here helping each seller through the many possible situations found today in the business of real estate. If "Lucky Larry" is the name that people gave me, then I'll wear it with pride!*



“Lucky Larry” Blizzard, a 28-year Real Estate Veteran finally reveals his closely guarded secrets that most real estate professionals don't know or don't want you to know.

Larry's nick name maybe lighthearted but his proven Hard-Hitting Strategies are not! Larry's strategies have freed countless of homeowners from the chains of challenging situations in order to go on and Live The Good Life!

The stories in this book are real and can be related to any current situation that can arise today. This book is a must read for all homeowners, possible private lenders and professionals.

#### INSIDE:

Where you will discover:

- How to sell your portion of a property and get paid when another person on the deed will not sell
- How to eliminate a large IRS lien
- How to sell a house even if the mortgage balance is too high
- How a smart father more than doubled his sale proceeds on one house
- How anyone who has lazy savings or investment money can get huge safe returns
- How not to be taken advantage of by a so called professional
- How to handle a difficult estate and get it closed

And much more...

For over 28 years Larry has been an active Investor, Landlord, Re-Builder and money lender of single family houses. He is also a prominent speaker and trainer who is respected throughout the Baltimore area's real estate community. He has been recognized as a foremost authority on creative real estate techniques and transactions. Very few people can match his skills of placing others wants and needs ahead of the transaction and successfully come up with workable solutions that can benefit all involved. Of course, you cannot stay in business that long if you don't handle business the correct and honest way.

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