



# Find and Flip Land Properties

**Fast for TOP PROFIT**

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An introduction guide that peels back the curtains  
....and gives you **inside secrets**

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I spent my career, in what now seems like a lifetime ago, as a w-2 salaried employee. I busily climbed the corporate ladder seeking exceptional performance ratings, raises and bonuses, growth opportunities and promotions. I got sucked in deep with a mortgage, car payments and a comfortable lifestyle, all while convincing myself in the illusion of “job security.” While that worked well for a while, I inevitably found myself feeling unfulfilled, missing something and with a desire for something more.

So many people I speak with and coach also have a desire for more. More security in life. More control –of time and money. More cash flow. More flexibility in their lives. More freedom. I spent years researching different ways to increase the amount of freedom in my life. I read stacks of books, notably **Rich Dad, Poor Dad** by Robert Kiyosaki. I listened to podcasts, which were awesome sources of information, so much so, it inspired us to start our podcast, Cash Flow Fight Club (come check it out!). I also attended webinars on various ways to generate cash flow and went to seminars and conferences about real estate.

## The Wealthy Don't Work For Money!

From my time and energy spent investing in education, my big takeaways were **1)** to find ways to generate cash flow; **2)** real estate was proven to be one of the best ways to achieve cash flow; and **3)** out-of the overwhelmingly many types of real estate businesses and investments out there, **land** was the best point of entry for me.

As life often finds ways to nudge us, in 2016, my wife and I both found ourselves out of a job. Our immediate reaction was to jump right back into the corporate world. Sharpen up our resumes and start working our networks. Fortunately, we listened to the knot in our stomachs. We took a pause to check in and see what that voice inside was trying to say.

**We decided to go all-in on life as entrepreneurs.** And since we had just been checking out these different ideas to generate cash flow, we knew land was where we would focus. And with that decision made, we went all-in. We burned the boats. No looking back.

Fast forward to now and life could not be better! Sure we had doubts along the way and ups and downs, but with patience, belief and support from each other, we made it happen. Initially with that first sale (boy did we celebrate), we accelerated our growth from being able to simply pay the bills using cash flow from land sales, to replacing our old w-2 incomes and now the sky's the limit. We can go as big as we want to with this business model.

# Why Land Is The Best Cash Flow Business

After years of running our land business, networking with other business owners and working in many other real estate asset classes, I can affirm to you that land is THE BEST way to generate cash flow!

## Why is that?

### *Simplicity*

It's incredibly simple (at least it can be). You buy land. And you sell it. That's pretty much it. Now as with anything, once you dig in a little deeper, there are details to see and many different ways to run the business model. Which actually makes it great! You can customize it to your needs or desires. You can earn cash flow and revenue in many, many, different ways. It's great.

You don't have to mess with lenders, mortgage brokers, lawyers, contractors or any of the other elements that are required in larger real estate ventures. There are NO LAND EMERGENCIES! No backed up toilets or leaking water heaters. No late night phone calls. No screening of tenants or, worse yet, nightmare tenants. And no pest control. Just vacant land!

### *Low Cost of Entry*

Buying land is cheap! We buy land for a few hundred dollars or even a few thousand. We've had land given to us! We have also paid high costs for larger parcels of land a time or two. But to get started, you need to find a market that fits your budget and get started, quickly, stepping up and growing your income deal after deal.

### *Scalable*

Go as big or keep it as small as you want it. It's easy to run this business on the side and even get your kids involved should you want. You can also amass a huge revenue-making machine with employee's, contractors, automation and systems. It's all up to your desire and vision.

### *Flexible*

You can run your land business from anywhere, at any time and with anyone. We work from home and it's great. But if you want to operate from the coffee shop or a shared office space, no problem. We've also taken month-long trips overseas and kept our business running and growing. Again, just your desire and vision is all you need.

## *The Return of Investment in Land is INSANELY ENORMOUS!*

Ligia and I have an inside joke in our business – land is the only business we know where if you “only” double your money on a deal, it’s a bad deal.

We frequently earn **400% - 1000%** on our land deals. Many times that happens within a day or a couple of weeks. And if you’re really on top of it, you can even pre-sell parcels of land before you close on the property you’re buying. Insane!

We’ve been running our business for years and transacted hundreds of land deals. Our average annual return over all that time and all of those deals is over 150%...annually! We are able to live the life we want, living in the mountains of Colorado among pine and aspen trees; daily visits from deer, turkey and fox; and still pour money back into our business...and start other businesses. Truly great.

## **Now, For The Action Takers... How To Find Land Deals That Create 125%+ Annual ROI**

In real estate they say you make your money on the buy. It’s TRUE. When you buy at the right price you can easily produce ridiculously high returns at the sale. We specialize in finding deals that fit the criteria and have the best potential to secure incredible returns.

In all of the years we’ve been growing our land business... There is one question that continues to come up over and over again... Where do you find your land deals?

The simple answer is EVERYWHERE and we want to show you how to find and tap into those amazing deals that are literally right under your nose.

### **It All Starts with Picking The Right Market**

Ideally you want to find a county with plenty of options and a large number of parcels of land to choose from. Follow these steps to get started,

#### **Find The Counties**

- There are so many great websites out there that offer land for sale. Go check some out. [www.landwatch.com](http://www.landwatch.com) is a great one
- Filter and search for land that fits your business criteria. (we spend individual time with our coaching clients to get this just right!)

- Find those top counties with the most properties for sale and pick one you like and that will deliver on your business strategy.
- (SIDE NOTE: We give our coaching program students a list of “hand-picked” counties known to generate great leads.)

## Key Questions to Ask Yourself While Researching

### *How easy is it to do work in that county?*

- Some counties have a strong website with easy to navigate tools, and others may be more complicated to traverse...even still using snail mail for filings!

### *Can you file transactions with them digitally?*

- You can check this at a great resource we use called Simplifile

### *Are there areas with HOA or LOA dues?*

- These can be opportunities to find people tired of paying the dues, BUT it can also be areas where you do not want to buy too much land because YOU will have to pay those dues. Little insights like this can make or break some sales!

### *Does the county allow past due taxes and for how long?*

- You can pick up some distressed properties from owners and relieve them of their burden, or at tax lien auctions.

### *What activities are allowed or not?*

- For example, camping, hunting, building, off-grid, tiny homes, etc. All of these make great opportunities to niche in and offer some great land for sale.

### *Who Owns The Land?*

- Find out who owns the land and their contact information. County tax assessors and collectors know exactly who owns all that land and that is where all lists of land owners originate.

### *How to get a list of landowners?*

- Direct from county assessor or tax collector websites. You can ideally download info. directly from the website. You can manually pull names from the website (pro tip -get a Virtual Assistant to do this from Fiverr or Upwork)

- Call the county and see if they will give or sell you a list. (We've developed some tips and tricks to get those workers to give up the goods!)
- Use a paid list service (DataTree or AgentPro247 are great options and there are many, many more.)

**Now that you have a targeted list of epic land, you just need a great strategy for getting those owners to sell it to you at unbelievably low prices...and we've got some!**

## Success Leaves Clues

I love this saying, "success leaves clues". There are so many role models, mentors and coaches available today. Businesses and near anything is quickly achievable simply by leveraging the experience of others. We've been doing this for some time and here are some of my clues for you

- Find a mentor and/or a coach. Top athletes, executives, actors, etc. all get coaching to perform better, faster. It helps you avoid mistakes and accelerate the process. You will get tremendous payback from the investment. The best investment is always in your development and skills.
- Be clear on your objective. Know your "WHY". This is not only to you develop the right business plan but also to help pull you through obstacles as they arise.
- Be patient. Success doesn't happen overnight.
- Have fun! Life is short. *Enjoy what you do.*

## We'd Love to Help You Find Freedom!

After many requests from friends, family and others that have heard our story, we've put together a world-class land business coaching program. We not only deliver the goods on the fundamentals of starting and running your own land business, but we're including critical aspects that we missed out on while on our journey. Things like how to set yourself up for the mindset it takes to run a business; building a community of support to help you grow more confidently and quickly. Additional expert support for other aspects of the business like – taxes, setting up and using retirement accounts, utilizing virtual assistants, marketing and sales techniques and similar helpful topics.

So, if you desire more from your life – more time, more money, more flexibility, more freedom – then we hope you will let us help you reach your goals. Regardless, if you do desire more, find your way to take action and *make it happen!*