



5 Ways to Generate 5k/Month

Life's too short
*to work on someone else's
dream*



Studies show that we'll spend around 1/3 of our lives working. Think about that! One-third of the time you have on Earth – working. Add in another third sleeping and then all of our other basic needs like eating, the bathroom, chores, tasks, putting out fires, kids, surprises...it's no wonder we get to the end of the weekend and have the Sunday Night Blues!

Just where did all that time go...

...and what's left over for us??

I was chatting with a friend recently and he said he used to work so much and have to travel out of town each week that he'd get to the end of the workweek and have the Friday Blues already dreading how short the weekend would be before he had to repack his carry-on. That is tragic!

So many people become overly dependent on a paycheck that they become trapped by their job and end up trading away their precious time for money.





We get it!

We were there!

We used to rush through hectic mornings, spend our days in endless meetings and deal with other people's messes, only to quickly reconnect at dinner before hitting the pillow and getting ready to repeat in a job we thought meant safety (hello layoffs).

We found a better way and dug ourselves out of that pit and into a life we design and control – Flipping Dirt.

Financial freedom and independence comes when you've built up a cash flow stream that exceeds your expenses. We got there and haven't looked back!

Here are 5 ways we've found in the land flipping business that'll get you to \$5k/month...and more! We hope you find these insightful and inspiring. Those Sunday Night Blues are nothing to mess around with. Life is way too short for that.

5 Ways

1. wholesaling

2. cash flips

3. owner financing

4. collaborative sales

5. the hybrid

1. wholesaling

There is a huge market out there in the land business. One of the fastest and easiest ways to generate quick cash is to leverage the wholesale market.

The objective here is to find attractive deals and quickly flip them to other people in the land business...like us.

The margins in the land business are typically 400% and up. The way the wholesale market works is to add in 1 layer. So instead of buy & sell, there's buy-wholesale buy-sell. And instead of making 4x on your purchase, it's gets split up and the end-to-end profits are shared. Typically something on the order of 200% and 200%. It's a win-win situation for all involved and can easily make a great living.

Here's an example of how that works to get you to \$5k/month

You can easily find great parcels of land that can be bought for \$1,250 each. Now you could put those on the open market at about \$5,000 or more and make a hefty profit and sometimes that takes time. If you were to wholesale these properties, there is a ready-made pool of buyers that are willing to quickly do a deal with you, and without the marketing and sales processes that would be involved if you were to sell to someone else.

4 of those deals each month and you've built up a great \$5k/mo income stream.

I have a friend in the land business who got his start this way. He found himself over \$40,000 in debt at one point in his life and inside of a year in the land business, he had paid off his debts and was on his way to amassing a bank balance that he's used to better his life in so many ways that supports his growing family.



2.

cash flips

Cash flips are awesome! There's nothing like a quick infusion of 400%+ profit from a piece of land that you didn't have to repair, renovate, tenant screen or exterminate. Just a clean, no hassle flip for cash. Cha-ching!

In that same example above, that parcel of land you were able to purchase for \$1,250 could be sold for \$5,000. Now there could be some additional costs involved in time and money to market, warm up those leads and close on a sale. And when people buy property outright, some of them want to close through a Title company just to be on the safe side.

But all-in-all, your margin will easily be over \$3,000 per sale. So just 1 or 2 of those each month and you are easily over \$5,000/month with not a lot of effort.



We have a strategy to acquire properties that cost just a little more to purchase so when we sell them for cash we're netting over \$10,000 per sale. We regularly pick up several of these monthly and would only have to sell 1 parcel every month or 2 to get to \$5k...but we're well past that threshold now.



3.

owner financing

Owner financed deals are the bread and butter of building up a great passive income stream and giving you tons of time. In this scenario, you become the bank. You don't have to worry about what the Federal Reserve is or isn't going to do. You set the rules and land clients are all the happier for not having to deal with a bank.

Here's how this works in practice on that parcel you bought for \$1,250

You'd put your land up for sale and offer the following purchase terms:

\$500 down payment

\$125/month for 60 months

You get your money back in 5 months and start making \$125 profit each and every month for those 5 years without doing anything else. That is mailbox money. Passive income. Just receive that money in your account and enjoy.

Now, to get to the target \$5k/month will take a little more time. Our average financed payments are just over \$250. So that's 20 deals in total and BOOM! You're there.

And once you hit that \$5,000 mark, you'll have time to do what you want – continue building up your income stream or sit on the beach. You get to decide!



4.

collaborative sales

This is where creativity in sales shines. There are a few ways to leverage others in selling your properties. From straight up commissioned sales to profit sharing models, sometimes referred to as 'arbitrage'. Leveraging the power of a network to help you go faster and/or farther is truly beneficial. It's why you so often here that real estate is a team sport.

In this model, you share some of your profit margin for someone else's hustle.

So let's say someone helped you sell that parcel you got for \$1,250. You sell it for the \$5,000 and split the profits 80/20 – so \$750 goes to your new best friend and you keep \$3,000. Pretty sweet deal! Someone did a lot of the heavy lifting for you and you still walk away with a tidy profit.



Again, 1 or 2 of those deals and you've hit your bogey. You've put the land of someone's dreams in their hands and a little profit in a hustler's pocket too. A win-win-win situation.



5. the hybrid

Pull all or portions of all of this together and you've got the magic formula. This is our business model and it's how we've leveraged the power of land flipping to fuel the life of our dreams.

We sell around 90% of our deals on owner financing terms because we really want that long-term passive income. It enables us to do what we want in life, when we want to and from where we want.

We buy and sell a deal on wholesale now and again; and get an occasional cash flip that really bumps the bank account. We typically reinvest that back into the business to really accelerate our growth.

We also love to leverage the power of a team in several ways to help us grow even faster. From team members working in our business to profit sharing with others. We love building out our network and believe in the concept that a rising tide lifts all boats.



THERE HAS NEVER BEEN A BETTER TIME

than NOW

**TO TAKE CONTROL OF YOUR CURRENT
AND FUTURE SITUATION!**

Life really is precious and if you don't stop and act now, it will quickly slip by.

Ligia and I found what we believe is the best kept secret in real estate and the fastest way to generate life-changing cash flow out there. Schedule a call with us today to hear more about it and see if it's the right fit for you.



FLIPPING DIRT

WITH MIKE AND LIGIA DEATON