

**WHOLESALING SECRETS:  
DISCOVER THIS ONE  
TECHNIQUE WE USE TO CLOSE  
OVER 200 WHOLESAL DEALS  
EVERY YEAR CONSISTENTLY**



**BY BRAD CHANDLER**

# Introduction

Hi, my name is Brad Chandler and I am the Founder of Express Homebuyers. Thank you for downloading this eBook because it represents your first step on the path to becoming a successful real estate investor.

I wrote this guide so you could accelerate your path to success while avoiding costly mistakes. Your ability to qualify, schedule, and close like a pro will determine your ability to build your wealth as a real estate investor. I can help you get it right.

I can say that with confidence because we've created something special at Express Homebuyers over the last 10+ years. I look forward to taking you "behind the green curtain" and sharing our process with you. We have purchased over 2,200 homes, enjoyed great success along the way, but we also made mistakes. I often say to my team -- "We could have saved so much time, hard work, and money if we knew back then what we know now."

While real estate investing has quite a few exit strategies, the three primary ones are buy and hold, fix and flip, and wholesale. The techniques in this book will greatly help you acquire property at a discount for any of these three exit strategies. As a company, we now focus mostly on wholesaling. We shifted from fix and flip in December of 2016, and we had our most profitable quarter ever the first quarter of 2017.

## What is Wholesaling?

If you're wondering what wholesaling is, you're not alone. It is a process to make money in real estate without ever having to buy or come up with cash or financing for the property. How exactly does it work? Here is an example:

*Brad meets with John, a motivated seller (typically motivated by financial stress and willing to sell at a discount), about selling his house. After doing some research Brad concludes that John's home will sell for \$300,000 once it is fixed up, and that it will take \$50,000 in repairs to get it up to that price – the "After Repair Value or ARV." Brad's formula to make the offer is 70% of the ARV minus repair costs. ( $\$300,000 \times 70\%$ ) -  $\$50,000 = \$160,000$ . Brad offers John \$160,000 and he accepts. Brad then markets to his buyers list that he has a home to sell (technically he is selling the contract – but we will address that in a future training) for \$190,000. Bob, the buyer, does his analysis and says to himself, "I can buy the home for \$190,000, put in \$50,000 in repairs and sell it for \$300,000 – sounds like a good deal to me." Brad assigns his contract with John to Bob. Bob shows up at the settlement company, on the closing date, with a cashier's check for \$190,000. John gets the \$160,000, as Brad's contract with him promised, and Brad gets the remaining \$30,000 as an assignment fee. That is wholesaling. Brad didn't need to bring any money to make his \$30,000 assignment fee. Sound good?*



# My Story

My parents got divorced when I was 10 years old. I can remember it, like it was yesterday. When my father moved out he didn't support my mom, me or my two sisters. My mom was left trying to make ends meet with herself and three kids. At the time, she had \$3.39 in her checking account – an amount she remembers to this day.

At that time, she wasn't making much on a nurse's salary and had a hard time paying the bills. As a nurse, she had to visit patients in public housing. As a young boy, I would accompany her on these visits as she didn't have the money for child care.

When money got really tight, I remember my mom saying we may not be able to keep our house and might have to move into the public housing I visited with her. The thought of that was terrifying. I said to myself, "when I get older I must figure out how to make money so I am never in this position again."

As a 7th grader I bought bags of blow pops from the local drug store and sold them individually at school for 25 cents. To keep expenses low, I would buy one bag and then rip out the coupon inside to buy the next bag. I amassed \$80 at one point and thought I was rich! My blow pop business was soon shut down by the school, but I knew it wouldn't be my last venture. Throughout the years my mom worked two jobs and was able to maintain the mortgage payment. Today she owns that very same house and her mortgage is paid off!

Some 25 years later, while in a mastermind with other CEOs, I was asked why did I get into buying houses and not cars, pianos or something else. It was at that moment that I speculated my subconscious lead me to houses because I never wanted to be without a house. I certainly made sure of that - there were times in the last few years when I owned as many as 200 homes!

I made it through high school with very average grades and an SAT score so low that I'm too embarrassed to ever share it. I wasn't a big fan of studying or reading. Now fast forward to 2002. My first child was born in July. I had finished graduate school two years prior and had a negative \$80,000 net worth. In October, an investor bought my neighbor's house - renovated it and sold it. I talked with him and he told me he bought houses from distressed sellers at a discount, fixed them up and resold them. I had no clue you could do that.

At the time I had a full-time job. I would get home at 6pm and spend time with my infant son. I would put him to bed at 8pm and begin working on the real estate investing business until midnight. I would also work on Saturdays and Sundays. What was I doing? I was networking, attending local REIA's (Meetups didn't exist at the time), putting up bandit signs at 11pm (while dodging the infamous DC sniper), hand addressing hundreds of letters, driving for dollars, and putting out door hangers.

Each month that went by I got more persistent as I would show up to the REIA's and hear about others having success. I said to myself, "if they can do it, so can I!" Month after month went by with no deals.

# My Story

Finally, in July of 2003, I got a call from a realtor about a foreclosure in Manassas!

The seller had been taking her husband's paycheck and not paying the mortgage. She had 5 kids and she told me she would have been homeless had I not come along. The bank would have foreclosed and kicked her and her family out. With the money I gave her, she was able to rent a very nice home, for her and her family, a little further out.

I went on to buy six houses in July and August of that year. In October, I quit my full-time job and started Express Homebuyers. Today we have bought over 2,100 houses. Express Homebuyers operates as a 7th level business – meaning it runs without my involvement. This affords me the ability to live life on my terms. I travel 10+ times a year, wake my kids up, get them breakfast and off to school. I'm home every night for dinner and I never miss one of their events.



My wedding - November 2014, Playa Del Carmen, Mexico

Whether you're struggling to get your first deal like I was my first eight months, or you're trying to get your business to that next level, you need to learn the skills I've used to succeed.

Within this guide, you will learn the questions to ask during your initial phone call to determine if scheduling an on-site appointment makes sense. And how best to deliver the "advanced agreement" while on-site with a seller, so you can assess their ability to make a decision during the appointment.

The process I will share with you has produced outstanding financial returns for our company — but what we are most proud of — is that we have created thousands of happy customers. For example:

*"Thank you for all your hard work and honesty. I thought all hope was gone and you came along and helped us out of a bad situation. My family and I are in a nice house and are looking forward to getting a new start on our life. Thanks to you in helping make it happen." — Kristi M. & Family, Manassas, Virginia*

*"We were very desperate to sell our house fast. Everyone we dealt with at Express Homebuyers was very knowledgeable and friendly. They made the whole process extremely easy for us and the turnaround time on the sale of our house was quicker than we could have imagined! We had to do nothing but sign a few papers! Thank you all so much!" — Tony and Val Grey, Maryland*

My hope is that this guide will start you down the correct path. And please know — if you're looking to accelerate your business to the next level, even faster, we have a variety of training, coaching, and mentorship opportunities available.

If that sounds interesting — just go to [BradChandler.com](http://BradChandler.com). I look forward to talking with you.

**Brad**  
**CEO | Founder**  
**Express Homebuyers**

**President | Mentor**  
**Brad Chandler Coaching**



At Express Homebuyers, we have a specific 3-step process we follow with each and every prospective seller.

**Step 1:** A prospective seller can call us or fill out a form on [ExpressHomebuyers.com](https://www.ExpressHomebuyers.com) to give us their information. Upon receiving their information, we ask them some qualifying questions. If they qualify, we set a home visit appointment.

**Step 2:** We then meet with a seller at their home, conduct our due diligence, and present our offer along with a sales agreement.

**Step 3:** The seller chooses a closing date that is convenient for them.

Our process, when precisely followed, has served us well. However, when you are in the trenches with a prospective seller who is sharing all the details of their situation, the challenges they are facing, and sometimes the extreme financial pressure they might be feeling, it can be easy to unintentionally deviate off course, away from your process.

The outcomes in those situations – where we deviate off course - are lost deals, lost time, or lost money. None of which are ideal. To prevent this from happening as much as possible, we conduct weekly training sessions with our team where we listen to, critique, and debrief recorded audio from initial phone calls with a prospective seller and recorded audio from on-site appointments. This commitment helps ensure our team members have every opportunity to improve.

To take you behind the green curtain as I promised to do, I am going to share with you the full transcript of a phone call between Alex on my team and a prospective seller.

In full transparency and context, you will see how Alex walks the seller through our entire buying process. Be sure to pay close attention to how he takes the time to properly set expectations — and then — how he recaps what he shared with the seller, to make sure everyone is on the same page, by the end of the call.

# Call Transcript

Julie: Hello?

Alex: Hi. This is Alex with Express Homebuyers attempting to reach Julie.

Julie: Yes, this is Julie.

Alex: Hi, Julie. I was following up on [property address]. Is now an okay time total?

Julie: It is. My parents got a flyer in the mail from you so I was just calling to see what the offer would be.

Alex: Well, I'll need to spend a few minutes to collect some information on the condition of the property in order to determine that. To clarify, were your parents interested in selling at this time?

Julie: Yes, they are trying to sell. We are currently working with a realtor. We haven't put it on the market yet, though, but we were curious if your offer would be reasonable.

Alex: If you're working with a realtor, obviously that's usually indicative of looking for, or near, full-market value on the home, which as investors we simply cannot provide because we're buying and reselling - so we need to come in under the market. So, let me ask, did you have an idea as to what they were hoping to sell it for, or what they were planning on listing it for?



*"Alex just said what he said because we don't want to waste our time with sellers who aren't motivated and are looking for full market value."*

Julie: I think we're going to list it at \$550,000, but we're hoping to get maybe \$500,000. The condition of the home will be "as-is" and there's a lot of work that needs to be done.

Alex: Okay. Well, actually, if you are hoping to sell it for around \$500,000, from what I can tell, may actually be a possibility for us. Let me ask a few quick questions here. When you say, "There's a lot of work to be done," what specifically comes to mind?

Julie: Pretty much everything. I mean...you would have to renovate the entire kitchen. There are three bathrooms. The whole house would need to be painted. Carpeting and floors would need to be redone. The windows would need to be replaced. In terms of the exterior, I think the gutters might need to be replaced and the roof in the next two years would need to be replaced. Then all the landscaping would need to be redone.

Alex: How many bedrooms and bathrooms?



*“Alex left out the most important part of any call — but — it is an easy mistake to make even for someone with Alex’s experience. And that is why training and repetition over and over again is critical especially for investors who are just starting out — or — who are looking to be the best they can be when in front of a prospective seller. Go to [BradChandler.com](http://BradChandler.com) to learn about our super important closing technique and how to use it during all your sales calls.”*

Julie: It has five bedrooms, two full baths, and one-half bath.

Alex: All right. This is a split-level style home, correct?

Julie: Yes, it’s a split-level -- actually four levels.

Alex: Okay. So, is the lowest level finished, what would be considered the basement?

Julie: It’s finished. It’s a basement and there’s a laundry room down there.

Alex: Okay, great. Does the home have central heating and air?

Julie: It does.

Alex: All right. For parking...is it a garage? A carport? Just a driveway?

Julie: It’s a carport with a driveway.

Alex: Okay. Perfect. Was there anything else you’d like for us to take into consideration about the home?

Julie: That’s pretty much it. It’s a lot of work that would have to be done; so, when we put it on the market, we’re just selling it “as-is.”

Alex: Sure, okay.

Julie: I know the house itself has a lot of work that would need to be done to it; but, in terms of location, it is a pretty desirable neighborhood.

Alex: Of course, [location] is always pretty desirable, so I know where you’re coming from. Like I said, from what I’m seeing here, I think \$500,000 is within the realm of possibility for us. Now, from here, the next step would be, if you’re interested, is to have somebody from our team come out and see the home with no obligation. We will then be able to give you a firm number in writing. Is that something you would be prepared to do?

Julie: I’m sorry? Could you say that again? Someone would need to come take a look at the house? Is that what you were saying?

Alex: Yes. I think \$500,000 is within the realm of possibility for us. But, to get you a firm offer in writing, something we'd be ready to move forward with, we would need to have someone on our team see the home in-person for a quick walkthrough, at no obligation, of course.

Julie: Okay. You're saying \$500,000 is reasonable. Let's say they walk through and you guys agree to the \$500,000...how quickly would this process work?

Alex: Well, it's as quick or as slow as your parents would like because we allow them to choose their own closing date. Usually, if the title search on a home comes back clear, then we can close in as little as seven days from seeing the home. But that's by no means a requirement. Again, they can choose their own date. They could have as much time as they'd like to find new place, collect belongings, or anything else involved with the moving process.

Julie: So, you guys would be willing to wait, then, until they bought their new home and moved out.

Alex: Yes, absolutely.

Julie: There would be no rush on your end to have them move out.

Alex: That's correct. There's no rush. Typically, though, what we would normally say is that if it's going to be longer than a few months, then maybe we hold off until closer to that time to see the property, because from our end, once we sign an agreement, we've tied up capital in that deal. We don't want to tie it up for too long; but, again, we're more than happy to give them a couple to a few months if that's what they're looking for.



*"This could go either way. The downside of signing a contract where the sellers don't move out for 3 to 4 months could be that the market declines and you have to lower the price. The upside is you lock them in. It really has to be evaluated on a case-by-case basis."*

Julie: Let's say this were to all work out. Would they be able to get the money on the house from you in time for them to purchase their new home?

Alex: I know what you're saying, but the answer is, "no," because we're not going to give money for a home before we've actually gone to closing on the home. That would be the same as if you were to list a home, though. It's the same either way.

Julie: Right. So, this would be pretty similar to what we would do with a realtor, then? We would just be selling it to you.

Alex: Exactly. The actual closing on the home is just a standard closing like any other real estate transaction. The only difference here is that with us you have a firm price. You get to choose a closing - settlement date. You don't have to list the home, or prospective buyers go through the home all the time. And you don't have to deal with the uncertainty of whether you're going to even get an offer. It's more straightforward.

Julie: Are there additional costs and are the fees higher than going through a realtor?

Alex: No, we don't take any commissions or fees. Because what we're doing is flipping homes. We make our money on the resale of the property later. So, we're not charging you anything upfront or at any point in the process. It doesn't cost a dime for us to take a look at the home, to make an offer, or anything like that.

Julie: Okay. When we go to closing, with closing costs and all those things, your fees, and percentages, and all that would be the same as if we were to sell it to anyone else?

Alex: Well, we actually cover the closing costs. If you sold it on the market, normally a buyer is going to be looking to have you cover at least a portion of the closing costs, whereas we take care of the closing costs.

Julie: So, we'd actually be saving money.

Alex: Yeah. For instance, if you received a market offer for \$500,000 and we made you an offer for \$500,000, you would be better off going with us, because we cover the closing costs. Plus, with a market buyer, financing could fall through. Or, they don't want it and back out of the contract. A lot of things can go wrong — it happens all the time. Versus...we're in this business with a history behind us. We have plenty of funding. So, when we make you an offer, you know what you're getting.

Julie: I just want to make sure at the end of this we're not going to be surprised by some fee we didn't know about or there's no strings attached.

Alex: No, none whatsoever. Again, this is all at no obligation until we actually sign paperwork, which wouldn't occur until after we see the home and give you a firm offer that you can either accept or decline. I know a lot of times it seems like a little too good to be true, but there's really nothing hidden here.

Julie: Okay. I think it's appraised higher. I mean, I know what you're saying is that you guys have to make profit off of it, so it would probably be a little lower. Like I said, I think we were planning on listing it at \$550,000; so, I guess whatever the best offer you guys can give us.

Alex: Sure, of course. At this time, to clarify, would you like for us to get somebody out there and take a look in person?

Julie: Sure. I mean, it would just be a quick walkthrough, right? Like, someone would just come in, take a look at the house, look around the outside, and that would pretty much be it?

Alex: Yeah. Usually the walkthrough is 20 to 30-minutes tops. We're in and out. Just snap some photos and that way we can get you, like I said, a firm number in writing.

Julie: Okay. When could we schedule that?

Alex: Whenever is most convenient for you. We're very flexible in terms of our scheduling. If we were to do so, would we meet your parents there, or would you be there? Who would we be

meeting?

Julie: My parents would be there. I was just there yesterday with the realtor, so I probably wouldn't be there. But my brother would also be there, so you could speak with him. My mom, she's not completely fluent in English, so it would probably be my brother who you would be talking to.

Alex: That's perfectly fine. We're happy to meet whomever would be appropriate. If we were to set something up then, should I reach out directly to your brother? Did you want to do so?

Julie: Actually, if you could contact me.

Alex: That's fine. Then did you want to figure out what sort of time frame might work for him so we can set something up?

Julie: Sure. Let me ask them. Is even tomorrow or Tuesday too short notice?

Alex: No, not at all. I think Tuesday might work, but let me just take a look at our calendar real quick.

Julie: Okay. Something in the afternoon?

Alex: Okay. Tuesday would be the 7th, in the afternoon. Let's see what we have here. Yes, I think it is pretty wide open. Would it be early afternoon? Around what time would you be thinking?

Julie: Maybe like around 2:00 or 3:00?

Alex: Sure. Yes, that's perfectly fine. Why don't we go ahead and call it Tuesday afternoon at 3:00pm? Is that okay?

Julie: Okay, so this Tuesday at 3:00?

Alex: Yep. What I'll do is I'll pencil it into our calendar right now. Now, we'll also give you a call tomorrow just to make sure that everything is still good-to-go, that everything still looks good for the appointment, just to verify. Barring any changes, we'll absolutely be able to meet your brother there.

Julie: Okay. All right. I'll let them know Tuesday at 3:00. Then I'll give you a call if for some reason that doesn't work.

Alex: Yep, absolutely. If anything changes, just give us a call at this number and let us know. We'd appreciate it.

Julie: Okay, great. Thank you.

Alex: Sure. Well, I appreciate your time.

Julie: Thanks. You too.

Alex: Bye.

## Okay...so let's review.

- **Did you hear Alex walk Julie through the entire process (with one exception)?**
- **Did you hear Alex succinctly and directly answer each and every question Julie asked?**
- **Did you hear how Alex set expectations and then looped back to confirm with Julie regarding what he had just said?**

All of this is important because often a seller may call you during a stressful time in their life when it is very easy for them to lose track of the details or get confused. Alex was patient and took the time to cover the details, set expectations, while at the same time — he moved the call forward and scheduled an on-site appointment.

With that said...I also wanted you to know about a limited time, special offer that will take your training, preparation, and business to another level.

You get access to **10 unedited recordings** of our actual, real-world phone calls with prospective sellers. You will hear Alex on my team use the **Advanced Agreement** to qualify sellers, set expectations, collect the necessary information regarding their property, ask clarifying questions, and then attempt to schedule an on-site appointment with the seller.

### **More specifically, you will learn how to:**

- 1.** Set expectations with a prospective seller, confirm next steps so everyone is on the same page, and then schedule an appointment at their property.
- 2.** Confirm the relationship between the initial caller and the prospective seller.
- 3.** Collect all the specs on the home and determine the seller's interest in actually selling.
- 4.** Qualify a seller and find their "target number" through the use of comps and a "best initial estimate."
- 5.** Keep your cool when a seller refuses to share their target number with you.
- 6.** Have the discipline to follow the process from beginning to end.
- 7.** Avoid the temptation to schedule an on-site appointment in an attempt to persuade the seller to accept the initial estimate.
- 8.** Ask your prospective sellers good questions and present a fair estimate of purchase price.
- 9.** Avoid the land mines of probate or evictions regarding a property.
- 10.** Build rapport right away with the prospective seller so they are open to providing the information to make a good initial assessment.

But...I didn't want to stop at just giving you access to 10 phone calls. I wanted to give you more -- a training program that would accelerate your learning curve.

So, here's what we did.

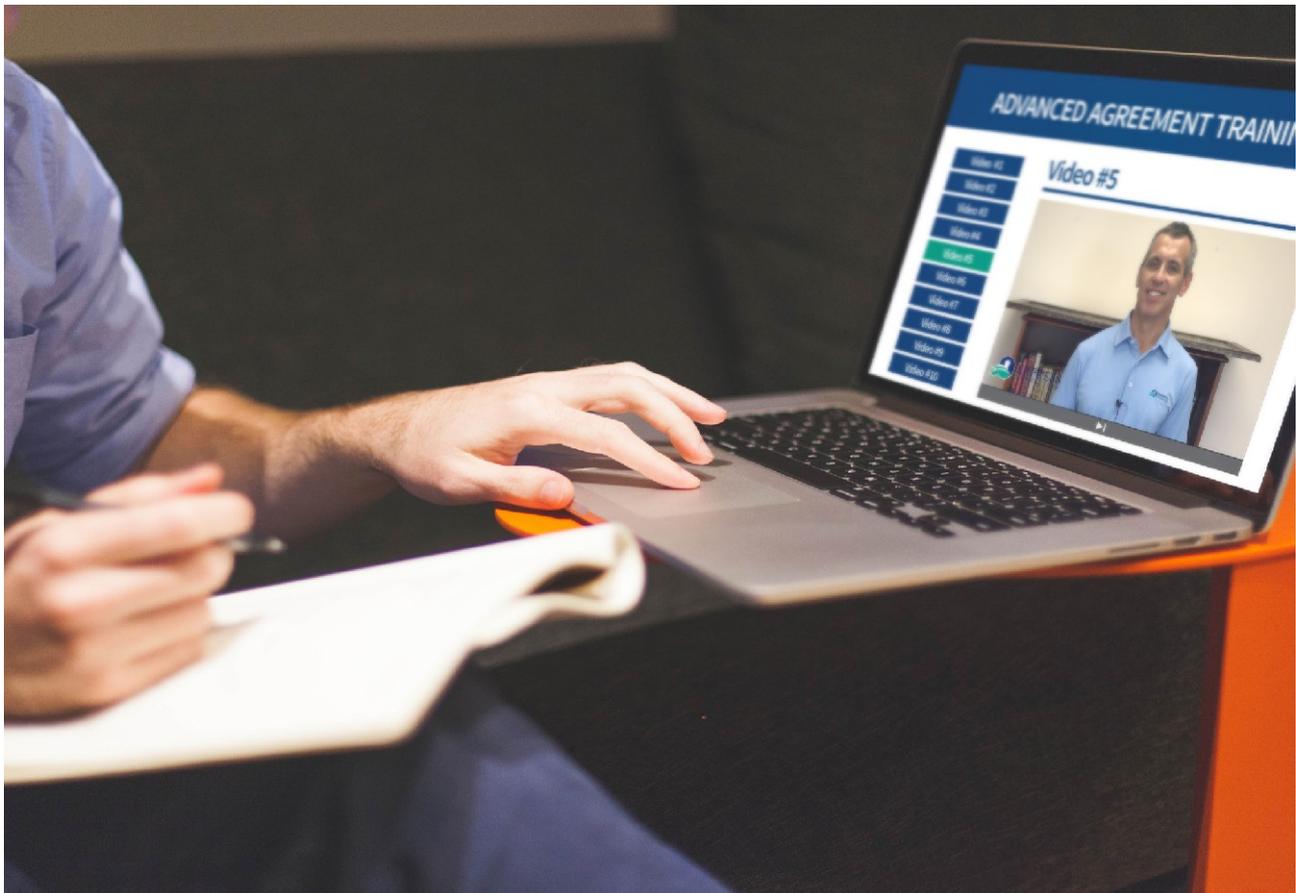
# Training Program

1. My team took the audio calls and turned them into videos. At the beginning of each call...I will give you a cliff notes version of the key takeaways for each call. And then... because no one is perfect...you may occasionally hear Alex make a mistake or miss an opportunity with a seller. When that happens, I will pause the call and join you on-screen in order to point out what could have been done differently.
2. My team and I also created a companion workbook so you can easily take notes during each call.

I wish we could have had access to a training program like this one when we started Express Homebuyers 10+ years ago. We could have avoided a lot of time, frustration, cost -- and -- we could have grown our business much faster.

The fee is minimal, but the long-term effects of this knowledge will grow your real estate business well into the future.

[Click here for details.](#)



# How to CLOSE the first home visit appointment using the “Advanced Agreement”

Okay, let’s move on to the next section and review what we call the Advanced Agreement. It is, without a doubt, the **ONE TECHNIQUE** that is most impactful to close deals.

There are several key components to conducting a successful on-site appointment with your prospective seller. For example, you will need to:

- Properly set expectations for the overall process and appointment during the initial phone call with the seller.
- Take high quality and thorough photos of the exterior and interior of the property so your team back at the office can get a good visual representation of what you may be purchasing.
- Develop an accurate repair and renovation estimate and share the details with your team.
- Present an offer to the seller that is as close as possible to his or her target number while still providing your company with the desired margin.
- Assess your progress, identify opportunities for improvement, make adjustments, and then continually rinse and repeat.

There is a simple sales strategy we use here at Express Homebuyers that helps ensure our time on-site with a prospective seller is as productive as possible, both for him or her, and for us. We call it the “Advanced Agreement.”

The Advanced Agreement consists of several precisely constructed sentences that explain the overall process to the prospective seller and effectively gauges their interest, or ability, to make a decision to sell during your on-site appointment.

As you might imagine, we have learned a thing or two about how to perfect the process after successfully presenting the Advanced Agreement thousands of times. Below is an actual transcript of an Advanced Agreement presented to a seller so you can incorporate this into your sales strategy right away.

*Good Morning, [insert first name of prospective seller]. It’s great to meet you today...*

*Let me give you an idea of how our process works. The entire process takes about 30 to 40 minutes. What I’ll do is go outside and take some photos of your property. And then I’ll come inside and take some more photos.*

*Then I’ll upload the photos to my team back at the office so they can review them. And then I’ll complete my repair and renovation estimates.*

*Then I will talk with my team regarding what they’re seeing and what I am seeing. After that...you and I can sit down and discuss an offer.*

*Are you ready to make a decision today?*

# How to CLOSE the first home visit appointment using the “Advanced Agreement”

Simple, right? I recommend adding the Advanced Agreement into your sales strategy as quickly as possible because it will increase your probability of success.

But let’s also talk about developing mastery over the process and how to move your business to that next level. As simple as the Advanced Agreement is to present and deliver, to develop mastery, you need to be prepared to address a myriad of objections, questions, hesitations, and push-backs from sellers. All of which we have experienced thousands of times over the last 10+ years of being in the trenches with sellers every day.

Each week, I ask Matt, Ray, and Alex from our sales team to review, critique, and debrief the audio recordings of their on-site appointments with sellers. The conversations are invaluable opportunities to continually improve. I encourage you to consider our 10-part series to take your experience and your business to that next level.

As you will see in this video series, there is no ego involved...only a strong desire to coach one another so they deliver the most value to sellers and to Express Homebuyers.

## **More specifically, you will learn how to:**

1. Perfectly present the Advanced Agreement when on-site with a prospective seller.
2. Avoid common pitfalls when presenting the Advanced Agreement.
3. Stick to your process even when a seller goes off on a tangent and it would be easy to become distracted.
4. Uncover if there are any other offers on the table being considered by the seller.
5. Bridge the gap between the seller’s needs and Express Homebuyers.
6. Keep a seller on track and focused on the property currently being reviewed all while maintaining rapport.
7. Monitor the inflection in your voice, body language, and the use of one word versus another can change the entire outcome of the deal.
8. Uncover a seller’s target number when passive language is being used -- versus -- polite yet direct language.
9. Combine a low anchor and a 21-day feasibility study as a powerful combination in presenting an offer to a seller.
10. Create an environment of teamwork within your business so your team continuously improves and gets better through coaching and mentoring.

Here again...just like with the phone calls with prospective sellers...I didn’t want to stop at just giving you access to 10 sales training videos. I wanted to give you more -- a training program that would help you grow your business as quickly as possibly.

So here’s what we did.

# Video Training Series

At the beginning of each video...I will join you on-screen and give you a cliff notes version of the key takeaways. And again...because no one is perfect...you may occasionally hear Matt, Ray, or Alex make a mistake or miss an opportunity with a seller. At the end of each video, I will once again join you on-screen to recap the videos and point out what could have been done differently. Because that is what a good coach and mentor does, right?

My team and I also created a companion workbook so you can easily take notes about the key lessons learned as you study the videos.

I would have given anything to hear actual on-site appointments prior to my first ever meeting with a seller.

[Click here for details.](#)



In closing...yes, there is a lot to learn and yes, you will make mistakes along the way. My hope is that this guide will help you avoid as many costly mistakes as possible and point you down the right path to success. No matter how long you have been at this — or how successful you are in this industry — there are always new strategies and tactics to learn.

To that point, I have recently been getting asked to provide one-on-one coaching and mentorship for investors who want to accelerate even faster and take their businesses to a completely different level. They want to learn and apply all the lessons we have learned over the last 10+ years at Express Homebuyers.

After much consideration...I agreed. The programs we design will only be for a select few — but — investors who have worked with me have seen dramatic results in their business.

For example...

*“It’s been a great experience for me, I’ve learned a lot. I’m a guy starting out from the beginning trying to get my feet wet, trial and error, so it’s been very good for me. Brad is very open answering questions, doesn’t seem to hold anything back and he’s willing to share all the secrets. He is very open to questions and talking about his experiences and if he had to do it again, how you would do it and not have to recreate the wheel.” — Kelly Bender*

*“I think it’s pretty unique to be able to learn from someone like you guys who have done the volume of deals that you have - 2000+ deals. You’re probably one of the top handful of investors anywhere so be able to learn directly from you guys is really valuable.” — Jon Carcone*

*“I’ve gone to every single REA and event in the DMV area at least once and there is no question that there is unique value compared to the others in Brad’s content. I spent \$25,000 with a national guru and I find that the local, extensive experience Brad offers to be more useful in executing much of my day-to-day real estate investing business.” — Theresa Coutu*

If that sounds interesting — just go to [BradChandler.com](http://BradChandler.com) to learn more.

But right now, whether you are just getting started in building your business, or looking to grow your business, it is likely that the training calls with prospective sellers, the video training series with actual recordings of our sales team during on-site visits with sellers, or both, would be a catalyst to help you close deals.

Ultimately, no matter where you are at in your path to growing your business, you will find helpful resources and guidance at [BradChandler.com](http://BradChandler.com). I look forward to talking with you.

To your success,

**Brad**  
**CEO | Founder**  
**Express Homebuyers**

**President | Mentor**  
**Brad Chandler Coaching**