

# **Path To Profit**

## **Guiding You To Wealth And Income With Real Estate**



**\* Investor/Agent \*  
Make More Money  
Not More Work**

Special report written just for you by Gary Wilson.

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**Gary Wilson, Path to Profit  
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Helping the World Build Wealth and Income with  
Real Estate!**

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*You're About To Discover...*

## **“Your Fastest Path To Profit and Freedom!”**



with **Gary Wilson**  
*THE Investor Realtor Authority*

*Guiding You To Wealth & Income*

Hello everyone. I am Gary Wilson and welcome to Path to Profit, specifically, “The Investor/Agent – Making more money not more work”.

This is your fastest path to true wealth and income using real estate investing and agent skills, so you can live the life you’ve always dreamed of.



Have you ever wondered what it be like to have clients who bought and sold properties on a regular basis? Perhaps while you are investing too!

Would you like for me to share with you how I do this? Good.

The system I developed to generate commission checks on a regular basis.

Once you learn what I learned and do what I did you will automatically make more \$.

But 1<sup>st</sup>. Who wants a free download with my client attraction marketing system? Email me [Gary@WinRealtyAdvisors.com](mailto:Gary@WinRealtyAdvisors.com) and I'll send one to you!



## You're About To Discover

You're about to discover how you can easily create a cash flow machine that works in any market. Does this sound good to you?

And Yes! by the end of this presentation I am going to offer you the opportunity to partner with me in growing your business.

Remember, if I tell you something you'll forget. If I teach you something you may remember. If I involve you, you will know!

I promise that if you are ready to take action I will show you what you need to know by the end of this presentation. Are you ready?



**PATH TO PROFIT** is the path to profit for building wealth and income with real estate whether you are an investor or an agent.

As the result of following the path you will consistently have a steady stream of business.

When you choose the PATH TO PROFIT you will leverage what you are already have to create multiple streams of income making more money in less time and spending less to do it. Would this work for you?

You have to take action now. You can't replay the past but you can take action today to make tomorrow more profitable. Does this make sense?



**Who Am I & Why Listen To Me?**

- Portfolio of over 250 rental units
- Accepted into the Andron Apiphenon Order of Excellence for Real Estate
- Retired at 40 years of age from the corporate world
- Built 5 & sold 3 businesses
- Consistently voted top 5% of all real estate agents
- Author & Speaker



I was an investor first then I got my license and set a record as an individual for 110 txns in 2007. I had no assistants and no admin help. I broke the 100 transaction mark in other years too. I even did 55 transactions in a year when I was disabled for half a year by following this system. . I went onto create my own brokerage business. All of this as a result of working with investors. By following the PATH TO PROFIT you will continuously make more money.

Since you're reading this, then,... like me, ...you are committed to making more money. It makes sense to you to take the next step... and get the education and information ... while you can.



Just like everything else in life, whether you having fun with adventure or making money, there is always the risk vs reward relationship. You have to prepare for fun and profit. It doesn't happen on its own. You can see here that we are prepared – life vests, helmets and wet suits That's how you minimize risk. Same with profit! You have to prepare to profit while keeping risk in check. Are you getting this?

The challenge! Most agents normally only work with owner occupants. Am I right? And they often are in want of more leads, more clients, more deals. Sound familiar? Those guys haven't successfully addressed the risk side of the equation because their profit funnel is too narrow!

If you widen your profit funnel you not only will have more profit you will have less risk and more fun. When everyone else was at the office you'll be enjoying your profit in peace knowing our risks are low.



The big payoff! After following this program you may be in a position to profit more. This is an example of an apartment complex I bought in Pennsylvania. The income from being a real estate agent is what allowed me to qualify for a large mortgage. In other words, working with investors enabled me to profit from investing too. The system was really working! This building grosses over \$40,000.00 per month. Would you like to own one of these?

Before the PATH TO PROFIT I was doing pretty well. But, I was in the corporate world working anything but 9 – 5, m – f. I actually had a cot in my office because I was there so much. I was not a happy camper.



Then it all changed. First, I went through a devastating four year divorce. Then in the middle of that I broke my back in two places. Lying in the hospital I decided enough was enough. I wasn't going to be a victim. I was not going to just survive. I was going to thrive. The next day while recovering I worked 17 hours straight from the hospital bed. 2 battery charges and two transactions later I realized I could make it and I believed I could make it big. I developed a system – the PATH TO PROFIT – using strategies and processes I had developed over three decades of investing and using my license to service other investors. Thank God for my investors. I couldn't have made it working just with owner occupants. It was working with investors that pulled me through. And they kept me going too. The PATH TO PROFIT system eventually enabled me to do make a lot more money not more work. Thank God for my investors and for the PATH TO PROFIT!





## *Do You Believe In Yourself?*

Do you believe in yourself? You should. I do. I wasn't born with any special skills. When I was growing up, my single mother raised my brother, sister and I on a bank teller's salary. And she had to stop working because of her back. I was on the school lunch program. I wore clothes from Goodwill. But I believed in myself. I could see myself being successful and prosperous. I dreamed of buying my mom a nice house. The more I day dreamed about it the more I could see it clearly in my mind and the more clearly I could see it the more I believed and when I believed it became real for me.

One of my favorite childhood heroes was Mohamed Ali. He used to say "I am the greatest!". Do you think he believed he was the greatest after he won all of those boxing matches or before? He first believed then he achieved.

Now you can see it. Now you can believe it!

Let me give you an example of what is possible

I made \$13,500.00 in commission on the front end

#### **619 Center Avenue Purchase**

**-Copyright (c) 2014 West Penn MLS, Inc.-**  
**Area: West View Type: OTH Years Old: Bsmt:**  
**Lot: 60X150 APPROX Acres: # Units: 15 Constr:**  
**Insulation: Roof: Parking: Off-Street Parking Util: Gas, Electricity, Water,**  
**Sewer Sch Dist: Northgate School Trans: y Public Trans: y**  
**724-933-1980 ext. 263 DOM:**  
**09/25/11**  
**Sell Off/Agt:**  
**84001 / 212591 Sold Price: Sold Date:**  
**Page 1 Information Deemed Reliable, But Not Guaranteed 06/15/14 10:20**  
**AM**  
**#889275 - MUL - S 619 CENTER AVENUE \$585,000**  
**List Office: 57101 Office Ph: 39 days**  
**List Agent: 206478 - SCHEIDEMANTLE Agent Ph: List Date:**  
**\$ 350,000 12/02/11**

#### **619 Center Avenue Listing**

Area: West View Type: OTH Years Old: Bsmt:  
Lot: 100X90 Acres: # Units: 15 Constr:  
Insulation: Roof: Parking: Off-Street Parking Util: Gas, Electricity, Water,  
Sewer Sch Dist: North Hills School Trans: y Public Trans: y  
724-933-8500 ext. 8580 DOM:  
01/17/14  
Sell Off/Agt:  
13634 / 219546 Sold Price: Sold Date:  
Page 1 Information Deemed Reliable, But Not Guaranteed 06/15/14 10:31 AM  
#992700 - MUL - S 619 Center Avenue \$749,900  
List Office: 10201 Office Ph: 11 days  
List Agent: 212591 - Gary/Breeann Agent Ph: List Date:  
\$ 725,000 03/14/14

And \$22,500.00 on the backend! That's \$35,000.00  
from one client and one building!

Here's another everyday example:

## **152 N Balph**

**Area: Bellevue Type: OTH Years Old: 999 Bsmt: LAUNDRY  
Lot: 47x109.89x59.85 Acres: # Units: 7 Constr: Brick  
Insulation: Unknown Roof: Other Parking: On-Street Parking Util: Gas,  
Electricity, Water,  
Sewer Sch Dist: Northgate School Trans: Y Public Trans: Y  
412-665-0500 DOM:  
01/27/14  
Sell Off/Agt:  
10201 Sold Price: Sold Date:  
Page 1 Information Deemed Reliable, But Not Guaranteed 06/15/14 10:15  
AM  
#993560 - MUL - S 152 N BALPH \$315,000  
List Office: 74001 Office Ph: 18 days  
List Agent: 203619 - DAVID PAOLA Agent Ph: List Date:  
\$ 270,000 05/02/14**

I made \$8,000.00 on this and it only took me two hours!  
I didn't even go to the closing. I never do and neither  
should you if you do this the right way, the PATH TO  
PROFIT way! Want to learn more? Great but first...

Do you want to be like me? Are you sure after the  
divorce and broken back? Actually, don't be like me, be  
better than me. Don't relive all the challenges and  
mistakes I had fine tuning the system. Just get the  
system and start making more money not more work.

Challenges - Not enough time to do everything right?



Luckily, with this system, the investors do all of the work. That's what I figured out lying in the hospital. And they do it – gladly! They work on your terms. Would this work for you?

Remember, God made you exactly who you need to be to be successful. You don't have to be like anybody else. With proper learning and with a good mentor you will develop what's already inside you to its full potential so you will be your highest and best self. Can I get an Amen!



What's your big why? Freedom, philanthropy, serving others. Mine was Freedom. I wasn't built to sit behind a desk for 40 years. I bought my Freedom by following this system. Now I serve others. My life is fulfilling now. A lot of agents work with me because I'm able to anchor them to their big why so their actions are more fulfilling. Who here would like to feel more fulfilled every day?

What's different about PTF? Simply put, it's a system that enables you to make more money not more work because much of the work is performed by the very people you are serving. And when they learn how they are eager to and they continue longer because they are more successful and so are you. Would this work for you? Would you like to earn more money now? First we have to address some myths.



✗ I don't have enough money

✗ I don't have enough time

✗ Now is not a good time

✗ I don't trust that I'll use it

Not enough money – Do you buy a cup of coffee every day? Wait until later when you see what I'm going to offer you!

Not enough time – 1 hour per week per active client average. I did 110 txn's one year following this system with no admin help. We all have 176 hours per week.

Now is not a good time - It's never a good time and it's always a good time. You have to accept that life happens and choose to thrive in spite of it all. Have you been around long enough now to know that you will always have a parent who needs your help, a child who gets sick, a car that needs new tires? Do you agree that you have to make a commitment and take action now in spite of all of this so that you can profit more tomorrow and give yourself some breathing room? Remember, successful people take action.

Can you follow a one page sheet of instructions?

Want to learn more?

I always start with the end in mind.

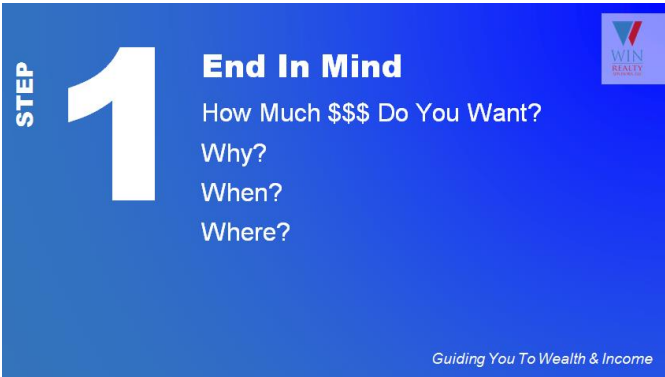


**5 Simple Steps To FREEDOM**

- 1 • End In Mind
- 2 • Multiple Income Streams
- 3 • Find Investors
- 4 • Serve Your Clients
- 5 • Show Me The Money


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**STEP 1 End In Mind**

How Much \$\$\$ Do You Want?  
Why?  
When?  
Where?

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You name it you can have it. You need to know why. I need to know why in order for me to help you. You need to know when you want it. What if you could implement this system anywhere? In your home town and in any other town where you want to do business or have a vacation home! You can with PATH TO PROFIT

This is only one transaction. It was a bulk sale.

**Pusateri's**

**18 single family homes**

**\$54,000 plus in commissions**

**STEP**

**2**

**Multiple Income Streams**

- 1 To 1 Service to Owner Occupants
- 1 To 1 Service to Investors
- Property Management
- Build Team/Brokerage
- Invest Yourself

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Yes. You can build your own brokerage business as a result of using the PATH TO PROFIT SYSTEM. You can build your own Property Management Business too. I recommend building a team first! And of course you will learn about investing and may decide to invest yourself. I think you should.



Another bulk sale!

## **Bradley Capital**

13 multi unit properties  
\$27,000 plus in commissions

**STEP** **3** **Finding Investors**

- Direct Marketing
- Social Media
- Work Shops
- Email
- Craigslist
- Leads from me

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I use highly targeted property and owner specific letters that use personal salutations and specific property addresses in the letters and hand written addresses and return addresses on the envelopes.

I use Linked In, Twitter and Facebook

I use free workshops in libraries.

Email is not dead. You just need to know how to use it.

I use Craigslist to advertise HUD homes (they're open listings) and imbed my own call to action offering free reports or other services).

In fact, I generate so many leads that I have to refer them out and as you might guess I only refer them to people who I've taught!

Naturally, I give all of this to you. Can you see yourself doing this?

**OK. Who wants another free download with my client attraction marketing system? Email [Gary@WinRealtyAdvisors.com](mailto:Gary@WinRealtyAdvisors.com)**

Another example of what's possible.

**Brin Eric, LLC**

**19 Multi Unit and Single Family Home Properties**

**More than \$76,000.00 in commissions**

STEP

# 4

## Serving Your Clients

Areas

Types Of Properties

Types Of Sellers

Analysis

Contract Plug-Ins

Secret Service Formula



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I use Census data, Bank Data, Postal Service data, etc. to pinpoint the best areas, neighborhoods, streets and properties.

I use calculators and spreadsheets that I developed to do a thorough analysis of the subject properties.

I have a dozen or more due diligence clauses to protect me and my clients.

AND I use my proprietary method for servicing multiple clients all at the same time allowing me to have as many as 22 pending transactions at once with no admin help or assistants.

Another example of what's possible

**Ron Took**

**7 properties**

**More than \$30,000.00 in commissions**

**STEP 5** **Show Me The Money!**

- Consistent Commissions
- Client Referrals
- Leads from me
- Sell class and make \$
- Build Brokerage
- Build Property Management

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When you make the commitment to invest in his system, invest in yourself, you will get all of this?

More examples of what's possible

**Baronti**

**9 Multi Unit Properties and Single  
Family Homes**

**More than \$35,000.00 in commissions**

**Doubles**

**Six multi unit properties and single  
family homes**

**More than \$25,000.00 in commissions**

**Nemcek**

**Five Multi Unit Properties  
more than \$20,000.00 in commissions**

## Will YOU Be Our Next Success Story?



Wouldn't that be great? Consider why you want this system ? I will show you how to do this

Let's see what others have to say:

What other agents are saying

Growing my business with Gary Wilson has been a life changing experience for me. From the moment I started I was set up to succeed. The best part is that I get to grow my brand at my own pace.

I make my own schedule. I choose my own clients. I'm not mandated to put in face time at the office, the freedom I have there has been priceless for me, especially since I work a full time job also. Gary understands what it takes to be successful and provides me with the tools I need to reach my own personal level of success. Because of Gary, I win.

Kevin Butler

I have been an agent working with Gary Wilson for 2 years.  
For myself, working with Gary Wilson has been quit rewarding.  
Gary has been a great mentor which has  
helped me evolve to the next level in my career. Gary's new and  
innovative approach to marketing real  
estate has enabled me to expand my client base and sales.  
Thanks Gary  
Robert Noll, Agent



### Picture This

Can you see yourself in any of these pictures?

When you want success as much as you want to eat

When you want success as much as you want to sleep

When you want success as much as you want to  
breathe

When you want success as much as you want to walk!!!

You will succeed.

When you invest in yourself, you will succeed!

I've been working with Gary's marketing strategies and receiving leads for more than two years. Buyers and sellers are interviewed thoroughly for specifics of what they are looking for, and are advised to start the pre-qualification process as soon as possible before I even speak with them. Once notified of a lead, I know what price range and type of property the customer is looking for. I can hit the ground running which saves me a lot of time. These also have generated additional repeat business for me. This has simplified my prospecting activities which is huge. Working with investors is simple and efficient. These investors know what they want, have done their homework to narrow down their options before I meet with them and again they are a good source of repeat business. Their decision process is usually quick, realistic and early in the search process.

John McCann, Realtor

Dear Gary,

I just wanted to take this opportunity to Thank You for giving me the opportunity of being a part of your Referral Network. This program has been an absolute boost to my overall productivity over the past few years.

All the leads that I get are qualified before they reach me, so I know the prospect is waiting for my phone call. Some prospects are "ready to go" and others I place into my CRM System for follow-up until they are ready.

Both Buyer & Seller leads have worked out tremendously!

Thanks again,

David

## **Path To Freedom Profits System**



*Simple, Easy To Follow*

*Proven System*

*Abundance & Prosperity*

*Peace Of Mind*

*Complete sense of fulfillment*

*Unlimited Wealth and Income*

*Personal Freedom*

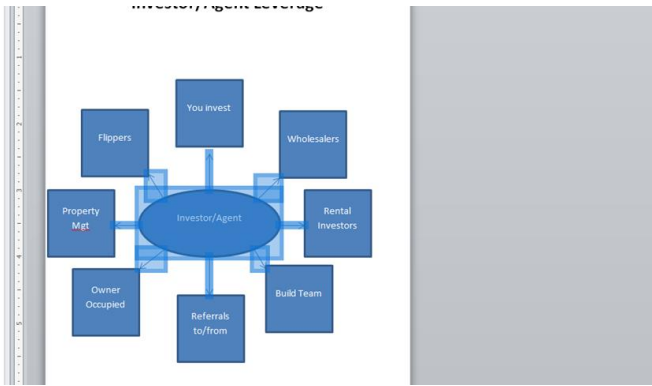
*Guiding You To Wealth & Income*



Multiple buyers in the pipeline!

As many as 22 pending transactions at once!

Is this appealing to you?



After you invest in this system you get consistency. You would like that wouldn't you?

Once you implement this system you'll see predictability. You'd like that right?

You're probably sensing that other successful agents have invested in this system. You're right. They have. And when you do you'll have peace of mind too!!!

If all this system did for you was get you one client who bought and sold two flips this year would it be worth it? That would be enough for a down payment on your own investment property. Would that work for you?

If all this system did for you was get you One client who did 2 flips and ONE client who bought three rentals properties in one year at an average \$6K commission, \$42K total, would it be worth it?

## Are YOU Worth The Investment?

Rob Brooks	Russ Laubach	Sue and Tracey Rapp
John & Kathy Chobody	Pete Lewis	Andrew Reichert
DJ Ealy	Tom Limbacher	Terje Rogne
Brian Flood	Fran Lippert	Terry & Marta Sasala
Steve Harris	Tom and Tammy Lope	Victor Sears
Ken George	Brian Matejasic	Matt & Liz Smith
Mike Hennigan	John Nemcek	Ross Thompson
Alfredo Iglesias	Laurie Pfaff	Ron Took
Mark Lando	Sue Polard	Jason Treshock
Maureen Linewski & James	Mike Quinlan	Kevin Wilson

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If you did this and you ended up with 30 clients like these folks would it be worth it? I had 168. 154 bought. 89 were multiple repeat buyers. AND they refer better than owner occupants! Greater than 1 to 1, in fact it's all in their state of mind.

I have known Gary for over nine years and have been working with him from day one! Gary and I have worked together at three different locations in different rolls and within each of these rolls, he has given me client leads that have led to many closings. I am an investor myself and have been working with investors for over 14 years. This niche has made it possible to make a nice income and most of the investors that I still work with today are because of Gary's lead referrals. Gary is a great teacher and Broker and an honest man and I thank him for this and look forward to working with him for many, many more years.

Stacey Kovaly, Associate Broker

In order for you to make tomorrow better than today you have to do something today that is new or different than everything you did yesterday. Does that make sense?

You know right now you're as old as you've ever been and as young as you'll ever be.

Don't you deserve to do something for yourself for a change? Instead of always rising to the occasion to take care of a problem in reaction mode just to get back to even, why not rise to the occasion in pro-active mode to make a positive change in your life. You know you can and if you can you must.

Education + Information + Action = Results

Education requires you - ready willing able

Information requires resources that we give you in the PATH TO PROFIT system

Action requires a good coach, mentor, teacher.

That's why I'm here.

Go to:

<http://www.myinvestmentservices.com/e-book-investoragent-making-more-money-not-more-work/>

and order your copy of

“Investor/Agent – Make More Money, Not More Work”  
for only \$9.95. That’s right. In this book I give you my  
strategies that I developed over three decades for  
myself, then used these same strategies to teach  
thousands of investors and hundreds of agents.

AND when you do you will be invited to attend a 90  
minute online live webinar where I go into detail on  
strategies! This is a FREE BONUS to you when you order  
the book “Investor/Agent – Make More Money, Not  
More Work”.

HINT: On this webinar I will go into detail on the three  
most lucrative marketing strategies I used to get the  
most clients!

Thank you and God bless you. I hope you enjoyed  
this. May you be blessed with prosperity today!

Gary Wilson, Path to Profit  
My Investment Services

Helping the World Build Wealth and Income with  
Real Estate!

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