

Expert Interview Series - Andy Teasley on Cash Flow with Mobile Homes

Financial Freedom with "Ugly" Mobile Home Investing

Flip inexpensive mobile homes for Cash Flow

Nobody knows the ins and outs of the mobile home flipping business better than the one and only Wizard of Wobbly Boxes, Andy Teasley. Featured **here** before, he's now back and better than ever with more fresh details, insight, incredible advice and motivation to get you up and earning a firm path toward financial freedom.

In this interview, Teasley tells all about not just working with homeowners but handling them and who it takes to meet the perfect sellers. Cultivating the perfect relationships might be easier than you think with bountiful rewards. This is one episode that you can't afford to miss!

You'll Also Hear . . .

- Teasley's two strategies for mobile home investing
- A good explanation for seller carryback financing in great detail Instead: "how to get sellers to finance your deals"
- Teasley's definition of "condoize" and what's great about single space mobile home parks Instead: "Discover the easy and inexpensive method of 'Mini-Mobile Home Parks' - Pass on "No-Management rental income" to your children's children for generations
- Using a Native American Real Estate technique to create "forever" income
- Information about the benefits on lower property taxes for mobile homes

- Ideas about offering options to mobile homeowners who want and need financing from you
- How much seed money someone should have to get started & what Teasley had when he got started
- What “buying your paper” means defined in great detail
- Will mobile home investing work in your area? These two factors will determine it
- What important detail you should look for in a mobile home park when picking a farm area
- The importance of having friends in the right places
- Different ways to look for deals
- Marketing ideas
- The definition of “Lonnie deals”
- A solid checklist of the mobile home rehab process before selling
- An overview of buying on terms
- Why it’s important to make the seller want to “adopt you”
- What kind of positive cash flow you should be looking at
- How Teasley got into mobile home vesting in the first place
- How one might use Teasley’s winning structure applied to non-mobile homes
- What Teasley’s business goal is and how close he is to reaching it now
- And much more

Settle in but don’t get too comfortable because you’ll want to stay alert for this episode that’s chock full of rock-solid advice from one of the best mentors in the biz! After all, there’s only one Wizard of Wobbly Boxes so tune in and enjoy. To find out more...

Paul Campo (PC): This is my good friend and mentor, Andy Teasley. He has helped me learn how to do mobile home vesting and note investing and learn put together sale assets on notes so we’re going to be talking a little bit about that. And he is the “Wizard of Wobbly Boxes” out

here in Southern California so he is to go-to guy when it comes to notes and mobile homes so let's go ahead and start. Andy, what is your strategy with mobile homes?

Andy Teasly (AT): I have two. One is just for immediate and short-term income streams. I buy mobiles at extreme discounts from people who have problems in their lives that I can solve. Then we turn around, we polish them up and sell them with seller carryback financing for at least twice what we have in them. If you understand how to use what Clyde calls the "time machine" and you do the math, you'll find out that we make at least 50% cash on cash return on our investments.

PC: What is seller carryback?

AT: When you buy something from a seller, instead of having to go to a bank and borrow money from a bank and go through all those hoops and give the profit to the guys in New York, instead you give some profit to the person who's selling the house and he carries the paper and more often than not if it's on a stick-built house, he's going to do it on an installment sale plan so it gets favorable treatment up for tax purposes for the Internal Revenue Service. It's a great way for someone to acquire real estate without having to go to the bank and beg and stand there in your underwear and answer a thousand questions.

PC: And what's the second way you invest in mobile homes?

AT: The other thing that I do is - when I am able to - they are harder to find than the ones at the parks... I acquire mobile homes that are on fee land. That's land that's owned by the person who owns the mobile home. In the traditional mobile home community, there is one a land owner and he owns the entire property and he leases each little segment of his property to a different person who owns a mobile home. So in those situations all we can do there is buy and sell for cash flow and profit. When there are a number of communities where a mobile home park was developed - and I like to call it "condoized" - where each individual owner owns the land under their mobile home as well as their mobile home so they don't have space rent. They probably have a much smaller HOA but no space rent. When I can acquire one of those, I do the same deal on the home where I polish it up and I can sell it with seller carryback financing because I get a nice income stream as well as a premium for price but I keep the land. And I turn it in to what I call a "single space mobile home park." Now that's wealth that's going to keep going on forever and ever. You may have heard about a Native American Real Estate technique in the past where there's a 99 year lease to the federal government to benefit to Native American nations. Well, that's basically what we're doing except instead of benefiting the federal government to theoretically benefit the Native Americans it will benefit Andy's grandchildren and as long as we own it, it will be generating rental income. The overhead is very small in that there's nothing there for us for us to fix. As a landlord and I do have rental properties, I've got toilets to repair and windows that break and roofs that cave in and air conditioners fair, all those expenses are not mine because I don't own the building, I just own the land. Now in a traditional mobile home community, the person that owns the mobile home community has to maintain the infrastructure so he has asphalt to take care of, he has snow to plow and grass to mow and

water pipes to maintain and sewer pipes to maintain and gas lines and electricity and a lot of things that cost a lot of money. If it's a condoized development and everybody owns their land then the street is provided by the municipality and the water from the water company and the gas from the gas company and the electric comes from the electric company. So there's nothing that I have as overhead going forward in the future with the exception of property taxes on a piece of land which are going to be very minimal compared to property taxes on a stick-built house.

PC: And you mentioned that these are harder to find... is there just a smaller quantity of these community-owned parks or is it just harder to get a discount on them?

AT: There's less of them. So in my immediate vicinity, I know of 4 out of probably 50 mobile home communities around me. That tells you that maybe 1 in 10? The interesting thing is that those are just parks. Think about how often you've driven through a community where somebody had an infill lot and they didn't have the money to invest to put in a stick-built house so what they did instead was they brought in a modular mobile home and installed that on a city lot. Well, there's no reason you can't do my system on one of those and there's rural areas... for example, I lived in a 10 x 50 mobile home before my wife and I got together. We owned an acre and a quarter of land and put a mobile home on it because it was a very affordable way to provide housing. And I had an acre and a quarter to fill up with my junk.

PC: Are you doing this right now, buying empty lots and putting mobile homes into them?

AT: No because in one community I've been targeting I have 1,700 already developed individually-titled mobile homes on lots. I really only need about 20 to earn more money than I can spend every month because every one of these should net out \$500 a month adjusted for inflation forever. I personally can't spend \$10,000 a month on myself.

PC: Do you think that can be done anywhere? Because I know some parks that are community-owned parks might be a little higher end. I know that Palm Desert's a higher end area as well so do you find those are a little harder to sell when you present sellers with an idea - "Hey, you're not going to own the land. You're just going to own the mobile home." What have your responses been to that? How difficult is it to sell that?

AT: You have to remember that every other square mile in Palm Springs belongs to Native Americans so this system where we have houses where you own the house but you don't own the land, that's a fairly common occurrence in this area. The other thing is that the areas I'm working right now since I live in "Heaven's Waiting Room", I'm dealing with a lot of 55+ communities and I have a conversation with a person that's considering buying and I say, "You know, if you have your heart set on buying the dirt under your house, I will sell you the dirt under your house. \$100,000 for that dirt. Or if you prefer and I think it's a wiser choice when you're talking about your retirement home, you can rent the dirt under your home and pay me \$525 a month and leave that \$100,000 that would have to pay me for the dirt to own under your house in the market where it can build wealth and grow for you instead of tying it up in dirt which may

or may not go up in value depending on the market. So I'm not going to sell to everyone that stops because they know they can buy the land under houses in the community from other folks. But I'm going to sell to the ones that want my financing and that's okay.

PC: And going back to your first strategy, how much money do you think somebody's going to need to get started doing this?

AT: Well, I started my mobile home flipping with my \$5,500 deposit into my Roth IRA account and I've grown it substantially since then. The techniques that I teach in my classes for replacement funding show that you can grow that substantially. You need to continue to find people who are happy making 9% in their retirement accounts and quite frankly, there's a lot of those folks out there today and get them to buy your paper. If you write all of your loans at 9% then that's what they can earn by just paying you face value for one of your notes. It's a pretty simple structure.

PC: Explain "buying your paper."

AT: Let's say that I have two identical mobile homes and I've invested \$10,000 in each of them. That's what it took me to acquire it, to fix it up and pay space rent to bring it to the market. So I'm all in \$10,000 on each one of those. Now if I sell each of those for \$3,000 down and a \$22,000 note then I can double my money but if I go out to the market and I borrow \$22,000 on one of those two houses from an investor and pay him 9% on his money, you can see why an investor with a small retirement account might really appreciate that 9% income stream in their IRA. Then by collecting that \$22,000 upfront, that pays for the acquisition for both of those houses. So now I get to keep both down payments, I get to keep the income stream from the other note because I borrowed the \$22,000 from an investor. And the person who's going to live in that house is going to assume that loan and make the payments to the investor so I don't ever have to pay that \$22,000 back. So by doing that, that funds almost 3 deals.

PC: To summarize, you're buying a mobile home that's on leased land. You don't own the lot. You're then immediately selling that on another note with terms with this new buyer and you're creating a cash flow with that. Now have you found that people can pretty much do this anywhere or are there some areas where this doesn't really work out with your strategy?

AT: I use a pretty simple formula. I'm kind of a numbers nerd. To determine if a program will work in your area, you need to acquire two pieces of knowledge. You need to find out what the equivalent apartment rent would be so for example, let's say that we have a 2 bedroom, 2 bath, 1,200 square foot mobile home in a grade B community. It's not top of the line, it's not bottom. It's higher middle. It's got a nice pool and a green belt, maybe even a golf course and activities and a clubhouse. But it's a grade B community. I want to go and I want to find out what a 1,200 square foot, 2 bedroom, 2 bath apartment would rent for in that neighborhood in a grade B apartment building. You have to understand that we need an equivalent number. So now we know what our competition is. They can go rent an apartment for this price. From that number we can subtract the space rent. We have to talk to the park manager and find out what the

space rent is going to be for the new owner who buys our mobile home. We also subtract \$100 from that number. Whatever is left over is going to give us our maximum allowable mortgage payment when we sell the house on seller carryback financing because we want our product to be nice and we want it to be priced a better value than the competition. So you can come and pay your space rent and pay your mortgage to me on my 1,200 square foot, 2 bedroom, 2 bath house and it will be \$100 a month less to live there than it will be to live in the same apartment building, same quality of apartment building, same 2 bedroom, 2 bath unit, except in your manufactured home, nobody's going to walk on your ceiling and you don't have to listen to the neighbors when they get frisky.

PC: **laughs** Okay so I know somebody might be asking this - you're selling these for payments but why not just sell them for a full amount or a loan on these? Why are you so focused on notes?

AT: For a few reasons. One is greed. I mean, greed is good. I like making money so at some point in my life, someone pointed out the fact that the big buildings in New York and L.A., if you look at the side of the building there's a logo for a bank on there. Banks make all the money. So I get to be the bank. I get those profits, that income stream. I like income. Cash flow. Now, on top of that, it's much easier to sell a home with seller carryback financing if you want to get retail. I get retail plus a premium because anyone can walk in to a community and buy a home that has \$22,000 in the bank in cash. It might even buy one as nice as mine. But only from me can they come in with \$3,000 in cash and good credit and be willing to sign a note and turn around and pay \$350 a month mortgage to me. Now I'd have to go through a bank to qualify, merely qualify to live in the community.

PC: Okay and so you don't need a lot of funds to do these, you said \$3,000. Obviously, these are very small cheap-o deals.

AT: Yeah. Now are they small cheap-o deals in *your* neighborhood? I don't know. You have to figure out what you need, where you are. There are communities where the math doesn't work. There are some mobile home communities in Orange County that are on the beach, basically. You open your back door and you can walk right out into the sand. When those communities were first built, it was, "Oh, that awful sand dune down South, nobody wants to live there." Now it's completely surrounded by high-end buildings and apartments. It's a premium place to live so it drives the lot rent up substantially. Also drives the unit price up. Unfortunately, the equivalent apartment on the other side of the hill where you can't see the ocean when you walk out your back door is who we have to compete with and their prices are substantially lower. So there are places where there's not enough of a gap between the equivalent apartment rent and the space rent to make the system work.

PC: When you're teaching your students this, is there a particular type of mobile home park that you recommend that they go after first? Because there's the "mom and pop" mobile home park and there's the corporate mobile home parks.

AT: I've done both and I think that it really just depends on who's running the park. If you go to a park and you walk into the park management office and if you say, "Hi, my name's Andy. I buy mobile homes. I polish them up nice and I sell them with seller carryback financing. What's for sale?" If you ask that question and they give you a list of five addresses, they're obviously not handling this problem in house. If you have that conversation and the park says, "Oh, we don't have anything available. When something becomes available, we dispatch George and George gets it cleaned it and rehabbed and ready to go. I don't want to be competing with George, you know what I mean? It doesn't work there, I'm not going to start in that type of a community. I want to be in a community where I'm the hero, where I come in and I take the nastiest house that park owns and make it pretty and get a good tenant in there paying the bills. That's what the parks wants from me. That's what I want from the park.

PC: Your primary means of finding these deals - is that going straight to the parks?

AT: I would start there. It's going to give you a great indication on whether you've got a friendly park or a park where they're not friendly. You really need to have the park manager on your side because they have to approve all of your new tenants. I actually had one that I lost my shirt on because I had a corrupt park manager. He would take anybody that applied and turn them on to something that he had and give them a good deal on what he had so that he got some profit or kickback from them and stole my tenants and my buyers after I had marketed and gotten them impressed with my house. So you have to have a friend in the park.

PC: Is there any other ways you've looked for these deals?

AT: I do all kinds of stuff. In the community where we own the land and I am actually actively marketing, I had some T-shirts made that say "Andy Buys Mobile Homes" with my phone number. I put a T-shirt and a card that tells the homeowner that I want to buy their home that also has my phone number, I put them in a plastic bag on the doorknob of the mobile home that I want to buy. Statistics have shown that 35 of those T-shirts I hang, I buy a house. That's a pretty good return.

PC: Yeah, that's amazing. Going back to the rehab of these mobiles, are you constantly rehabbing?

AT: No, I buy some I don't touch. Remember the secret is to be solving someone else's problem, not doing a lot of construction. Now when I'm buying from the park, I get ones that need to be rehabbed. If I'm buying just because someone has an issue, I may not touch it. One of my best deals ever was a unit that I bought for \$100 from a couple who had purchased the unit 8 years earlier as their retirement home. The gentleman had a problem with his boss and quit and decided he was going to retire. The wife was not ready to retire for another 5 years.

They lived in Henderson, Nevada and they couldn't afford the mortgage payments on the house in Henderson and the space rent on the mobile home community in Cathedral City with him retired and her being the only one with the real paycheck. So that made it uncomfortable for them. I bought that unit for \$100, I cleaned the carpets and fixed a problem with a subfloor in the master bedroom. That's all I did and I sold it for \$35,000.

PC: You offered \$100 on something that's roughly anywhere from \$20,000 to \$30,000 retail price? How did you go about doing that? Did you just give them \$100 right then and there for it and they were happy to take it?

AT: I had a good relationship with the park manager and the park manager does not like empty units. So they had come in and they had dropped the keys to their home on the counter in the office. They were ready to give it away. And the lady in the office said, "No, don't do that. You've got to give a 60 day notice. But here, call Andy. He might be able to help you out." So they called me and we made an appointment. I went out and met with them and we chatted. They told me the situation about the job and all that. I said, "What do you want to do?" And he said, "I don't want to pay space rent anymore." I could have had that house for free except that I don't want to have to explain "free" to my IRA custodian. So my IRA paid \$100 for that house. It was an investment purchase. It's important to do those things.

PC: Yeah and this is an example of the famous Lonnie deals. Can you explain Lonnie deals?

AT: Well, it's a pretty simple deal. Buy cheap. Sell for at least twice what you have in it. Carry the paper. Rinse and repeat. Occasionally, you get one back. When you do, polish it up and sell it again and get another down payment. Most of my students make more money the second and third time they sell the home.

PC: Now, the rehab process... what's your order of steps when you're rehabbing?

AT: First, we fix the roof. If it's got a leaky roof, that's got to be fixed first. Second, we fix the plumbing. Water is the biggest threat you have to a manufactured home. Third, we fix the subfloor. If there's any holes, we're going to fix them. If there's a lot of holes, we're going to overlay the entire home. Fourth, we're going to go through and paint everything. If it has crank-open windows, we'll probably replace crank-open windows with vinyl rehab windows. Then repair the cabinets in the kitchen, make sure that the doors open and close and the drawers slide nicely. It may be necessary to change out the Formica countertop in the kitchen. We often do that because you can get a lot of bang for a couple of hundred dollars. Clean it. Paint it. Put wood laminate flooring down. Make sure that the porch is safe. Make sure that the stairs are safe. Maybe throw a little fencing and light fixtures in it if it needs an upgrade. Paint the outside if it needs it. Pressure wash it if it doesn't. Then you're ready to sell. Take it to market.

PC: Yeah, pretty simple. Is there a price per square foot that you average out?

AT: No, I don't do anything by the square foot. I generally get handymen to bid what they think the job should be worth, what they're willing to do it for and I make them compete against each other and I hire the guy with the best price and the shortest timeline.

PC: You have a team now, right?

AT: I'm constantly looking for people.

PC: Is that a hassle?

AT: Contractors tend to be good for a couple of years. Then they get lazy and they know what they can get away with and they're not very excited about your work because they start to believe that it's always going to be their fancy profitable jobs and ignore you and it's time to start shopping again. So I'm always looking for another contractor to add to my bid list.

PC: Now let's go back to buying on terms. Somebody with no money wants to buy a mobile home so they buy it on terms. Can he re-sell that on terms as well?

AT: Sure, it just depends on what you negotiate with the seller. Quite often the seller does not require that his loan, the money that you owe him, be secured by his mobile home. So it could be that he just has you write a promissory note because he trusts you because you developed a good relationship in your negotiation. The biggest mistake most people make in negotiating with a home seller of any type is they get in a hurry, they rush, they don't take their time. If you take your time, you're going to get a better deal. You want to negotiate with someone who has decided that they want to adopt you.

PC: So how do you sell it if the seller wants to maintain the title?

AT: So here's the thing. First off, shame on you for not making him want to adopt you and trust you enough to not need it to be secured. But let's say that you arrange \$100 a month principal only until paid and you pay \$1,000 down payment on that home. And you put \$1,000 into policy and up and into space rent and you find somebody to give you \$3,000 down and a note to pay \$350 a month until paid and it runs longer than the payments you're making to the seller. That's important, you don't want your income stream to end before you've paid off the home. So then you're collecting \$350 every month and paying out \$100 so you've got a net of \$250 a month of positive cash flow. And if you cover all of your expenses upfront with the down payment, you will find out if you try to calculate that on your calculator that is infinite return.

PC: Going back to your whole foundation behind this, why did you decide to get into mobile home vesting to begin with? I know that you did other stuff before this but why mobile home vesting? What spurred you to do that?

AT: Okay. The market got tight. I'm traditional. I like income streams. I don't like being on the rat wheel. I like things that generate a check every month. I like opening my mailbox and find checks in them from tenants in note pairs and what I've found is that the ability for me to buy

cash-flowing rental houses had dried up. I'm a pretty good door knocker and I figure in my neighborhood which I can reach on a bicycle, which is the only place you're going to sell me a house, I could knock doors for a year and probably get 2 fast flowing rental houses. That's a lot of work for 2 cash flowing rental houses. So somebody told me about Tim King doing Lonnie deals and I went and had a chat with Tim and he told me about "Deals on Wheels" and I read the book and saw the system the way that Lonnie had created it. I figured out how to re-work it so that it would work with Dodd-Frank and the SAFE Act and California's usury laws. I started flipping mobile homes. It's basically the same business that I was doing in 2003 from 2007 where I was buying land cheap and turning around and selling it, collecting enough on the down payment to make it profitable and then collecting a note. The lesson I learned in the downturn was that that piece of land that the buyer was in love that and that he was really going to do something with, that he was sure was in the path to progress... well, when the path to progress turned around and went the other way, he turned around and mailed me a quit claim deed so I end up owning the land again. We haven't been through a downturn since I've been in the mobile home sphere but I expect that my buyers are going to fight to keep these houses unlike my land buyers who didn't fight to keep their houses. They weren't houses, they were just an investment.

PC: So it's recession-proof.

AT: Yes. And most of my buyers, being senior citizens, most of them are on a fixed income anyhow and a recession isn't going to hurt their income stream.

PC: Can you use the same strategy with single family houses, selling on a note?

AT: Selling on a note is great. But I've been talking to my friends from the South and I've asked them, "How many of you have passed on a rental house that you've seen because it's a 120-year-old rental house? It's in a great neighborhood. It's going to be easy to rent it but it's going to be hard to maintain that house." So I've been encouraging them to find those, buy them right, then turn around and sell the house and keep the land under the house. Use that land lease structure because it works even if the house never had tires under it and it was just built on a dirt lot by a bunch of guys drinking too much beer. Granted, it won't be as nice a house as a mobile home but it's much better if you can get a deal on a house that you don't want to keep as a rental inventory. Keep the land as a rental and sell the home and pass all that maintenance onto your homebuyer.

PC: Okay, this is a regular house, an older house and you're saying to use the same structure that you do on your mini mobile home park strategy and sell the house but keep the land? How does that work with the house being a part of the land?

AT: Well now I haven't done it personally. It gets done on a regular basis. Not by me just because it hasn't presented itself yet. So you acquire a house. It has one assessor's parcel number that covers the land and the improvements thereon and you do what's called "splitting

the fee.” Depending on your state, that may require a real estate attorney to write some documents. You’re probably going to need the county tax assessor to assign you a new number for your structure when you sell the improvements and keep the land. There actually may be 2 new assessor’s parcel numbers because you actually do a split. In Riverside, structures that are not on land, are in their own book. So structure would have its own assessor’s parcel number that would have nothing in common with the underlying land’s assessor’s parcel number.

PC: That’s interesting. I can see that working really well in the South, like you mentioned with the 120-year-old house.

AT: Yeah, I had some in Blythe I wish I’d done that too.

PC: You still own rentals as well? It’s not just pure note investing?

AT: Yes, I still own rentals.

PC: What would the market be like for you to move away from mobile home investing?

AT: Oh, move away from it? I don’t think I will. I don’t know how many more in-park flips I’m going to be doing just because I’ve got enough and I think that as they come back to me I’ll be able to keep that half of my business occupied and happy. I set a goal to get my 20 single-space mobile home park in 5 years, a year ago and I’m up to 13 now so odds are I’m going to overshoot my goal. And I just don’t need that much income. I have too much fun teaching. I have a feeling that when I get my 20 free and clear, I’m going to just slow down a lot. Of course, I say this and all my friends tell me I’m full of shit and that when I get my 20, I’m going to keep going and get 50 which might happen, you never know. But I’m going to keep having a good time. That’s what important to me at this point in my life.

PC: Right. And door knocking is your best way to find these deals?

AT: Oh, I love door knocking. I mean, that’s the best way to really find a deal any time. That’s always going to be where you can get knee-to-knee with the homeseller and negotiate a really good deal. I encourage everyone who hasn’t to go take Bill Cook’s door knocking class. He is the best door knocking educator in the industry as far as I’m concerned and it’s a very powerful tool.

PC: I haven’t taken his class. He does come out here from time to time, right?

AT: He does and he keeps threatening to stop teaching it so the next time he’s in town, you should take it.

PC: All right. Well, thanks Andy. We’re going to cut it here and where can people find you? How do they contact you?

AT: Well, you can always find me through the [Millionaire Makers Next Gen website](#). That's the website that I created for the expressed purpose of hopefully training the next generation of non-guru real estate educators and I've been trying to collect information on people who are not 70+ years old who are good real estate educators, they bring good content to the table for an affordable price, no upselling, there's no "Run to the back of the room! You've got to buy today or you're not going to get it!" None of those gimmicks that just scream "ripoff." So there's that website. You can always email me at andythechristmasguy@yahoo.com. I teach my course about every 8 weeks in various communities. I would love to come teach for your group. If you're out of state, contact me and I'll discuss arranging that.

PC: All right, that's great. Awesome Andy, thank you. I appreciate it. You take care. I'll see you Saturday.

AT: Save me a seat, would you please?

PC: Will do.

AT: Stick a piece of paper that says "Saved for Andy" in the back row.

PC: Alright, sounds good.

AT: Thanks, my friend. See you on Saturday.

PC: See ya. Bye bye.

For more information on Mobile homes visit www.realestateaudios.com

Copyright and Disclaimer

No part of this publication may be reproduced or transmitted in any form, or by any means, electronic or mechanical, including photocopying, and recording, or by any information storage and retrieval without permission in writing from the Publisher. Request for permission can be addressed at:

Paul do Campo
909-614-9473 Office
6939 Schaefer ave SteD. #254
Paul@realestateaudios.com

Earnings Disclaimer

Although we make every effort to accurately represent the services and/or products presented on this website, we make no assurance, representation or promise regarding future earnings or income, or that you will make any specific amount of money, or any money at all, or that you will not lose money.

2. Earnings or income statements, or examples of earnings or income, represent estimates of what you may earn; however, there is no promise or guarantee that you may experience the same level of earnings or income.

3. There is no assurance that any prior success or past results regarding earnings or income may be an indication of your future success or results.

4. Statements or examples of actual earnings on this website that are attributed to a specified individual or business are true and correct, and we will verify them upon request and also provide statements of expected typical results; however, these statements or examples should not be viewed as promises or guarantees of earnings or income. Earnings and income potential are affected by a number of factors over which we have no control, including but not limited to your financial condition, talent, skills, level of effort, motivation, past experience and education, your competition, and changes within the market.

5. Operating a business involves unknown risks. You should make decisions based on information provided through services and/or products presented on this website with the understanding that an Internet business may not be suitable for you, and that you could experience significant losses or fail to generate any earnings or income at all.

6. You should undertake your own due diligence regarding your evaluation of any services and/or products presented on this website, and this includes relying on qualified professional advisors to assist you with your evaluation.

7. For the foregoing reasons, you agree that we are not responsible for any decision you may make regarding any information presented on this website or any of the services and/or products presented on this website.