

## Real Estate Agent Makes Money Wholesaling Real Estate

Written by Marcel Umphery  
Monday, 27 June 2011

---

What's going on Flop 2 Flipper's?

It's been a couple of weeks since my last post and I have to say I really missed you guys. As promised this is one of many case studies that I will be releasing to help you become more successful wholesaler's in your respective marketplace's. I know you all will be able to relate and take away valuable tips from the experiences and triumphs of our Wholesale Coaching Students.

Meet Junita Boone who is currently a real estate agent here in Baltimore, MD who saw the benefit of creating another stream of real estate income through wholesaling real estate. Before I started working with Junita a few months ago she had already tried her luck at several real estate boot camps and other coaching programs but for some reason or another she just could not put all the pieces together. After working with her and really breaking her entire wholesaling business down we figured out what she was doing wrong. What Junita was lacking was a solid marketing plan and that is very important in this business.

The marketing plan that we put together fit her current budget and time she had to spend on her wholesaling business. See Junita isn't just a real estate agent she also has a full-time J.O.B. in corporate America. The marketing plan that we taught her was a direct mail campaign to attract motivated seller's and motivated buyer's. With in about 60 day's of TAKING ACTION and implementing this technique her phone was ringing off the hook and before we knew it she was at the closing table! Now one thing to take away from this post is that Junita did not give up after running into road blocks of investing her hard earned money in boot camps and other mentoring programs she did not let that stop her from finding the right real estate investing coaches to help her put the final pieces to the puzzle together.

I want you to meet Junita. After her first settlement last week I treated her to lunch at Baltimore's BEST Pizza restaurant in Town Iggy's at 818 N. Calvert St. I have to say once you try it you'll keep coming back for more. Check out the video below:

## Real Estate Agent Makes Money Wholesaling Real Estate

Written by Marcel Umphery  
Monday, 27 June 2011

---