

THE \$500-\$1,000/MONTH DEAL STRUCTURING FRAMEWORK

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The \$500-\$1,000/Month Deal Structuring Framework

How smart investors create cash flow—even without a pile of cash.

It's one of the most common questions new investors ask:

"How do I find a deal that actually *cash flows*?"

The truth? You don't just find them—you **create** them.

In this bonus, you'll learn the exact framework used by everyday investors to turn average rental properties into **\$500–\$1,000/month cash flow machines**—without needing a huge down payment, a perfect credit score, or years of experience.

You'll discover how certain deal structures unlock profit **most people walk right past**, and how investors use creativity—not just capital—to build cash flow, fast.

We'll cover:

- The 3 types of deals that are best suited for this strategy
- How to identify hidden spread in a rental
- What terms to negotiate (even when sellers won't budge on price)
- How to ethically use creative tools like seller financing, sandwich leases, and subject-to agreements
- And how to combine strategies for exponential results

We'll even break down a real-world case study—a **\$0-down duplex** that generated \$950/month—and walk you through how to structure your own deal like it.

If you've ever felt stuck because you "don't have enough money to invest," this framework might just be your breakthrough.

Let's get into it.

What Makes a "Cash Flow Machine"?

If you ask 100 investors what their goal is, 99 of them will say the same thing:

"I want cash flow."

But very few can define what *good* cash flow looks like—or how to actually structure a deal that consistently puts \$500, \$800, or even \$1,000 a month in your pocket.

That's where this framework comes in.

Cash Flow ≠ Profit on Paper

True cash flow means **profit in your bank account after all the real expenses are paid**.

That includes:

- Mortgage (or other debt service)
- Taxes
- Insurance
- Property management
- Repairs & maintenance
- Capital expenditures (roofs, HVAC, etc.)
- Vacancy

- Utilities (if landlord-paid)

Most deals that look good on a spreadsheet fall apart when these are factored in. That's why the best investors build in **margin**—not just on the purchase price, but in the way the deal is structured.

🔑 The Formula for a “Cash Flow Machine”

Cash Flow = Rent – (All Monthly Expenses + Debt Payments)

Simple? Yes.

But the trick is finding or creating deals where this formula gives you **\$500/month or more in positive cash flow**.

That usually requires **one of two things**:

1. **Undervalued or underperforming properties** (where you force appreciation or raise rents)
2. **Creative terms** (where you control costs or delay capital outlay)

We'll dive into both throughout this bonus.

🎯 Your Cash Flow Goal: \$500–\$1,000/Month

Why that number?

Because for most small residential properties:

- \$500/month = a safe cushion to absorb surprises
- \$1,000/month = strong profit, potentially worth repeating/scaling
- It's enough to move the needle without requiring huge capital

More importantly, this range often signals that you've structured the deal *intelligently*—not just bought a property and hoped for the best.

In the next section, we'll walk through **3 specific deal types** that are ideal for this framework—and explain why they work so well even in competitive markets.

The 3 Deal Types That Fit This Framework

Not all properties—or sellers—are created equal.

If your goal is to walk away from the closing table with \$500–\$1,000/month in real cash flow, you need to focus on **deal types that give you more flexibility** in how you buy, finance, and operate.

Let's break down the three that work best for this framework:

🏠 1. Undervalued or Underperforming Rentals

These are properties that are:

- Priced below market due to deferred maintenance
- Poorly managed (vacant units, low rents, bad tenants)
- Owned by tired landlords or heirs who don't want the hassle

You don't need deep pockets to profit—you need **vision and a plan**.

With a few upgrades and good management, you can:

- Raise rents
- Cut costs
- Stabilize cash flow

Why it fits: You're adding value with **forced appreciation**, not just relying on market trends.

2. Seller-Financed Deals

These are deals where **the seller acts as the bank**, letting you:

- Skip traditional lenders
- Avoid large down payments
- Negotiate creative terms (like low interest or interest-only payments)

Great for:

- Properties with no mortgage
- Older owners who want monthly income
- Deals that don't qualify for conventional financing

Why it fits: You control the terms—which means you can **engineer cash flow** by adjusting interest rate, amortization, and payment structure.

3. Creative Terms Deals (Lease Option, Master Lease, Subject-To)

These involve taking **control of a property without buying it outright**:

- **Lease Option / Rent-to-Own:** Rent with the right (but not the obligation) to buy
- **Master Lease:** You lease the whole property and sublease to tenants
- **Subject-To:** You take control and continue paying the seller's existing mortgage

These are powerful because they let you:

- Avoid banks
- Use little or no money down
- Take over properties that *look* unfinanceable

Why it fits: These methods give you cash flow **without needing to own the asset immediately**.

Summary

Deal Type	What Makes It Powerful
Undervalued Rentals	Raise rents + fix management = cash flow boost
Seller-Financed Properties	You control payment terms = built-in margin
Creative Term Deals	Low/no money down = instant cash flow potential

In the next section, we'll show you how to **analyze the rent vs. real expenses** to find the *hidden spread* that turns a deal from “meh” to “money-making.”

3. Finding Hidden Spread: Rent Minus Real Expenses

If you want consistent cash flow, you need to master one key concept:

The Spread = Rent – Real Monthly Expenses

This spread is your profit engine.

It's how you pay yourself, cover unexpected repairs, and build long-term freedom.

But here's the thing: most investors *overestimate rent* and *underestimate expenses*—and that's why they end up with properties that “look good on paper” but bleed cash in reality.

In this section, we'll break down how to find the **real numbers** and identify deals where the **spread** puts \$500–\$1,000/month in your pocket.

Step 1: Identify True Market Rent

You're not just asking “what does Zillow say?”

You're asking:

- What are **similar units** in this area renting for right now?
- Are they renovated? What condition are they in?
- How long are they staying vacant?
- Can I raise rents through minor improvements or better management?

Even better: call a local property manager and ask what they'd list your unit for today.

The market might support higher rents than the seller is currently charging. That's your opportunity.

Step 2: Calculate ALL Operating Expenses

These are the costs that eat your cash flow. Don't gloss over them.

Expense Category	Examples
Taxes & Insurance	Property taxes, landlord insurance
Property Management	Usually 8–10% of gross rent
Repairs & Maintenance	Routine fixes, landscaping, pest control
Capital Expenditures	Roof, HVAC, water heater (budget 5–10% of rent)
Vacancy	5–8% of rent for turnover/down months
Utilities	Water/sewer, trash (if landlord-paid)

Pro Tip: If you don't budget for CapEx or vacancy, you're not investing—you're gambling.

Step 3: Plug in Debt Service

Now subtract your monthly mortgage payment. This includes:

- Principal & interest
- From a bank, seller-financed note, or other structure

Use a mortgage calculator to run different financing options. You'll be shocked how much the **terms** impact the cash flow.

A 5% seller-financed loan amortized over 30 years might cash flow.

A 7.5% loan amortized over 20 years might be negative.

Same property, different outcome.

Step 4: Look for Deals with \$500+ in Monthly Spread

Here's the litmus test:

Rent – All Expenses – Debt = \$500–\$1,000/month (or more)

If you're seeing that kind of spread (or close), you've got a potential "cash flow machine."

Using Seller Financing to Create Monthly Margin

Seller financing isn't just a creative way to buy real estate—it's a **powerful tool to engineer better cash flow**.

While most investors are fighting over bank-financed deals with high interest rates and tight underwriting, seller-financed opportunities let you **control the terms**, reduce upfront costs, and create a bigger monthly spread.

If your goal is \$500–\$1,000/month in profit, **seller financing might be your fastest path there**.

What Is Seller Financing?

Seller financing (also called “owner carry” or “owner financing”) is when **the seller becomes the lender**.

Instead of getting a loan from a bank, you agree to make payments directly to the seller over time.

Here's what that means for you:

- No bank approvals
- No appraisals (in many cases)
- Low or no down payment (negotiable)
- Terms you and the seller agree on—flexible and creative

How It Creates Monthly Margin

Let's compare two deals:

	Bank Financing	Seller Financing
Purchase Price	\$200,000	\$200,000
Down Payment	\$40,000 (20%)	\$10,000 (negotiated)
Interest Rate	7.5% (market rate)	4.5% (negotiated)
Monthly Payment	~\$1,120	~\$760

Savings: ~\$360/month in lower debt service alone

That's your spread.

Now layer on the fact that you also saved \$30,000 in capital up front, and you've just bought **time + cash flow**.

What Motivates Sellers to Say Yes?

You're probably thinking: *Why would a seller agree to this?*

Here's why:

- They want steady monthly income in retirement
- They don't want the tax hit of a lump-sum sale
- They own the property free and clear (often older investors or inherited properties)
- They've had a bad experience with tenants and want out—but don't need the cash now

When you understand their goals, you can present seller financing as a **win-win**.

Terms You Can Negotiate

Term	Why It Matters
Interest Rate	Lower rate = lower payment = more margin
Amortization	Longer amortization = lower monthly cost
Down Payment	Less upfront cash preserves your reserves
Balloon Payment	Allows lower payments now, refinance later

You're not locked into bank terms. You can **structure the deal to fit your goals and cash flow targets**.

Real Talk

Not every seller will offer financing—but if you never ask, **you'll never get it**.

Just one seller-financed deal could be the difference between breaking even and building real momentum.

In the next section, we'll dive into how **leverage, risk, and debt terms** shape your cash flow—and how to use them wisely to scale safely.

Leverage, Risk, and Debt Service Tips

Leverage can be your best friend—or your worst enemy.

Used wisely, it helps you **buy more property, faster**, and earn strong returns on your invested capital. Used carelessly, it can crush your cash flow and bury you in monthly payments.

If your goal is to structure deals that earn \$500–\$1,000/month, you need to master how **leverage and debt service** affect your cash flow.

Let's break it down.

What Is Leverage?

Leverage is the use of borrowed money (typically from a bank, private lender, or seller) to buy a property. Most investors use it to acquire more deals with less of their own cash.

For example:

- \$50K in the bank = one property purchased with cash
- OR \$50K down = **three properties** at ~\$150K each with financing

That's the power of leverage.

But more properties don't always mean more profit—**debt eats margin**, and too much of it can make even a good deal feel tight.

How Debt Service Affects Cash Flow

Debt service = your **monthly loan payment** (principal + interest)

Let's say your gross rent is \$1,800, and all other expenses total \$700/month.

- If your loan payment is \$850 → You cash flow \$250
- If your loan payment is \$600 → You cash flow **\$500+**
- If your loan payment is \$1,100 → You're **negative cash flow**

Same property. Same rent.

The only thing that changed was the loan terms.

This is why **structuring your debt correctly** is just as important as finding a good deal.

What Impacts Your Loan Payment?

1. **Interest Rate**

- Higher rate = higher payment
- Try to negotiate or buy down points if possible

2. **Loan Term (Amortization)**

- 30 years = lowest payment
- 15 or 20 years = faster equity, but higher monthly cost

3. **Loan Type**

- Fixed = stable payments
- Adjustable = lower initial cost, but risky if rates rise

4. **Down Payment**

- More down = lower loan amount = lower payment
- But also less leverage (use carefully)

5. **Who You Borrow From**

- Banks, credit unions, private lenders, sellers—all offer different flexibility

 **Avoid These Leverage Mistakes:**

- Taking on **high-interest short-term debt** without a refinance plan
- Assuming rent increases will “fix” thin cash flow
- Underestimating repairs and vacancy
- Using max leverage with **no reserves** for surprises

✔ Pro Tips for Smart Leverage:

- Always calculate **cash flow AFTER debt service**
- Stress-test your deal: What happens if vacancy rises or rents fall?
- Keep personal reserves—don’t rely on a thin spread to save you
- Consider **interest-only loans** short-term if they increase your margin and you have a plan to refinance or exit

In the next section, we’ll introduce **three creative deal structures** that let you bypass banks entirely—and potentially create massive monthly spread.

Creative Structuring: Sandwich Leases, Master Leasing, and Subject-To

When you can’t (or don’t want to) go through a bank...

When you don’t have 20% to put down...

When interest rates kill your cash flow...

You don’t walk away from the deal.

You **structure it differently**.

This section introduces three powerful techniques that investors use to control cash-flowing real estate with little to no money down—and without ever taking out a traditional loan.

📦 1. Sandwich Lease (a.k.a. Lease Option)

In a sandwich lease, you:

- Lease a property from the owner at a fixed monthly rate
- Then sublease it to a tenant at a higher monthly rate
- Pocket the difference (the “spread”) as cash flow
- Often include an option to purchase the property later

Why it works:

You control the property and earn income—without needing a loan or down payment.

Cash Flow Example:

- Pay landlord: \$1,100/month
- Rent to tenant: \$1,650/month
- Cash flow: \$550/month (before expenses)

🧠 *Used ethically, this structure can help tired landlords step away from headaches while giving you time to build capital and test-run ownership.*

🏢 2. Master Leasing

This is similar to a sandwich lease—but often used on multifamily or commercial properties.

You lease **an entire property**, take over management, and rent out each unit individually. In exchange, the owner gets:

- Guaranteed income
- No management hassles
- Potentially a better sale price down the line

Why it works:

- You increase income by re-renting at market rates
- You lower expenses through better management
- You build equity through sweat—not capital

Perfect for:

- Distressed or underperforming small apartments
- Owners looking to retire or step away
- Properties with upside potential (bad tenants, low rent)

📄 3. Subject-To the Existing Mortgage

This is a more advanced strategy where you:

- Take control of the property
- Start making payments on the seller's existing mortgage
- Leave the loan in the seller's name (with their permission)
- Transfer title to you (often via land trust or closing attorney)

Why it works:

- You avoid the need for new financing
- You can take over low-interest loans (locked in years ago)
- You protect your capital for renovations or reserves

Example:

- Seller's mortgage: \$900/month @ 3% interest
- Property rents: \$1,800/month
- Your cash flow: \$900/month (minus other expenses)

⚠️ *Important:* Always disclose everything and use a real estate attorney. Subject-to deals are legal, but must be handled properly to avoid risk to both parties.

🔑 **The Big Idea: Control = Opportunity**

In all three strategies, the key is:

- You're **controlling** the property
- Without needing to **own** it outright (at least not yet)
- Which means you can start earning cash flow faster

In the next section, we'll show you how smart investors **combine these strategies**—and how stacking just two or three of them can generate **\$1,000+/month in net income** on a single deal.

Stacking: How to Combine Strategies for \$1,000+/Month

The real magic happens when you stop thinking in silos and start thinking in **layers**.

One creative strategy might give you \$300–\$500/month in cash flow.
But when you stack multiple techniques together?

You can structure deals that generate **\$1,000/month or more** in net income—on a single property.

Let's break down how this works in real life.

What Does “Stacking” Mean?

Stacking is the practice of combining **multiple cash flow strategies** into one deal to maximize your return and minimize your risk.

You're not just negotiating a seller-financed deal.

You're negotiating a seller-financed deal **on an undervalued property** where you can raise rents, reduce expenses, and refinance later.

You're not just using a sandwich lease.

You're sandwich leasing a property where you can **add value, sublet rooms individually**, and get seller credits for minor repairs.

Common Stack Combos:

Stack Strategy	Result
Seller Financing + Value-Add	Get in with low money down and increase rents to boost cash flow
Master Lease + Rent by the Room	Lease a house for \$1,200, rent 4 rooms at \$600 = \$2,400/month
Subject-To + Bonus Depreciation	Take over an existing mortgage <i>and</i> use cost segregation to reduce taxes
Sandwich Lease + Rent Increases + Long-Term Buy	Cash flow while locking in future equity at today's price

Real-World Example: The Stacked Duplex

Let's say you find a tired duplex for \$200K with these conditions:

- Seller owns it free and clear
- Rents are under market (\$750/unit, could be \$1,100)
- Property needs cosmetic updates (~\$7K)
- Seller is open to financing

Here's how you stack it:

1. **Negotiate seller financing:** 10% down, 4% interest, 30-year amortization
2. **Raise rents after cleanup:** From \$1,500 to \$2,200/month
3. **Use cash-on-cash spread:** Monthly payment = \$860 → Cash flow = \$1,340/month
4. **Bonus:** Do a cost seg study (after ownership) to front-load tax deductions

You just turned a sleepy, ignored duplex into a **\$1,000+/month cash cow** with minimal capital out of pocket.

Mindset Shift: Stop Asking “Is This a Good Deal?”

Start asking:

“How can I structure this to become a great deal?”

Most investors stop at the surface. Smart investors dig deeper—finding hidden spread, negotiating flexible terms, and stacking strategies that build **both income and long-term equity**.

In the next section, we'll walk you through a full **case study** of a real no-money-down duplex deal—and how stacking strategies made it a success.

Case Study: The “No Money Down” Duplex

Let’s walk through a real-world example of how one investor used **stacked deal structuring** to generate strong monthly cash flow—**without a big down payment or a bank loan**.

This wasn’t a unicorn deal. It wasn’t off-market.

It was sitting on the MLS—ignored by others who didn’t know how to structure it.

The Property

- **Type:** Side-by-side duplex
- **Location:** Midwest cash flow market
- **Purchase Price:** \$180,000
- **Rents (at time of offer):** \$700 and \$750 = \$1,450/month
- **Market Rent (after updates):** \$1,100/unit = \$2,200/month
- **Condition:** Dated interior, solid structure
- **Seller Status:** Out-of-state owner, free and clear title

The Structure

Here’s how the investor stacked this deal:

1. **Seller Financing**
 - 5% interest, 30-year amortization
 - 0% down in exchange for quick close
 - Monthly payment: ~\$966
2. **Deferred Repairs as Part of Deal**
 - Seller credited \$7,000 for paint, flooring, and appliances
 - Repairs completed by investor’s handyman within 3 weeks
3. **Rents Raised to Market**
 - Units re-rented at \$1,100 each = \$2,200/month gross income
4. **Self-Management + Basic Systems**
 - Used online rent collection, tenant screening, and maintenance tracking
 - Saved 8–10% in property management fees (~\$176/month)

The Numbers (After Stabilization)

Description	Amount
Gross Rent	\$2,200/month
Taxes, Insurance, Repairs	~\$450/month
Vacancy & CapEx Reserves	~\$200/month
Loan Payment (Seller)	~\$966/month
Net Cash Flow	~\$584/month

All with \$0 down out of pocket.

Seller carried the financing. Repairs were seller-funded. Returns started on **day one**.

The Snowball Effect

12 months later, the investor refinanced the property:

- Appraised at \$245,000
- Paid off seller financing
- Pulled out ~\$20,000 in equity
- Rolled those funds into the next deal

The original duplex still cash flows ~\$400/month with a new mortgage—but more importantly, it **created a down payment for deal #2**.

Key Takeaways:

- Look for **flexibility, not perfection**
- Control the terms, and you control the cash flow
- Don't get stuck on "how much it costs"—ask "how can I structure it?"
- Sellers want certainty, speed, and solutions—you can offer all three

In the next section, we'll show you how to **pitch these creative deals** to sellers and partners—without sounding desperate or confusing.

How to Pitch These Deals to Sellers or Partners

You've identified a solid property.

You know how to structure the deal for cash flow.

Now comes the part most new investors dread:

The pitch.

How do you explain a creative deal—like seller financing, subject-to, or a lease option—without sounding shady, confusing, or pushy?

The answer: **make it about them.**

Solve *their* problem, and the structure becomes a win-win.

👉 Step 1: Understand Their Motivation

Before you pitch anything, **ask good questions:**

- Why are you selling now?
- What are you hoping to do with the proceeds?
- Do you need the cash immediately, or are you open to monthly income?
- What would an ideal outcome look like for you?

The goal is to uncover pain points like:

- Tired of tenants
- Don't want a big tax bill
- Want steady retirement income
- Don't want to wait for financing or deal with inspections

Once you know their motivation, you can craft a proposal that **positions you as the solution.**

🧠 Step 2: Keep It Simple

Don't start with technical terms like "subject-to" or "amortization schedule."

Instead, use everyday language:

"What if I made you monthly payments and took care of the property—so you don't have to manage anything?"

"If I could meet your price, would you be open to a creative solution that gives you income over time instead of one big check?"

Or, for lease options:

"I'll lease the property from you, handle everything like a landlord would, and take care of the maintenance. You still own it, and I have the option to buy later."

Simple. Direct. Focused on their benefit.

💬 Step 3: Use a Soft Ask

You're not demanding—you're exploring.

- "Would you be open to discussing something like that?"
- "Could I show you what that might look like on paper?"
- "We don't have to decide now, but I'd love to walk you through a few options."

This keeps the conversation collaborative—not confrontational.

Step 4: Bring the Numbers

Show, don't just tell. Bring a 1-page breakdown of:

- The monthly payment you're offering
- The timeline (length of agreement or option)
- How you'll handle taxes, insurance, and repairs
- Why it benefits them: predictable income, fewer headaches, tax deferral, etc.

You don't need a pitch deck. Just a **clean, clear one-sheet** that makes the offer feel safe and easy.

What About Partners?

If you're structuring the deal with a money partner:

- Focus on **return on investment**
- Emphasize the cash flow structure and safety of the asset
- Offer **equity split** or a **preferred return** based on their appetite
- Reassure them that **you handle the work—they collect the cash**

Avoid These Common Pitch Mistakes:

- Overexplaining (stick to the benefits)
- Sounding like a “guru” or using buzzwords
- Asking for too much up front (build trust first)
- Ignoring what the other party actually wants

In the final section, we'll walk you through a **step-by-step template** to structure your first deal using this framework.

Step-by-Step Template for Structuring Your First One

By now, you understand the strategy. You've seen the numbers. You know the pitch.

Now let's pull it all together into a simple, repeatable framework you can use to structure deals that put **\$500–\$1,000/month (or more)** in your pocket.

Whether you're analyzing a duplex on the MLS or talking to a tired landlord, this step-by-step process will help you **confidently craft offers** that work for you *and* the seller.

Step 1: Analyze the Deal for Cash Flow

Start with the basics:

- **Market Rent Potential:** What could it realistically rent for after updates?
- **Operating Expenses:** Taxes, insurance, repairs, vacancy, utilities, CapEx
- **Debt Service Possibilities:** Use a mortgage calculator to model bank and seller financing terms

👉 Look for deals where you can build a **\$500+ monthly spread** between rent and all expenses (including debt payments).

👉 Step 2: Identify the Seller's Motivation

Use open-ended questions to uncover:

- Why they're selling
- What their ideal outcome looks like
- Whether they want cash now or would prefer monthly income
- If they're flexible on terms, timing, or possession

This determines which structure—seller financing, subject-to, lease option—will fit best.

👉 Step 3: Choose a Deal Structure That Matches

Based on your goals and their needs:

If Seller Wants...	Structure to Propose
Income but no landlord duties	Seller financing, master lease
Quick relief, tired of tenants	Sandwich lease, lease option
To defer capital gains	Installment sale via owner financing
Debt relief	Subject-to or assumption

Propose win-win terms that create margin for you and peace of mind for them.

📄 Step 4: Build a 1-Page Offer Sheet

Lay out:

- Purchase price (or lease terms)
- Monthly payment (to seller or lender)
- Term length (e.g. 3–5 years)
- Who handles taxes, insurance, maintenance
- Exit strategy (refinance, buyout, sale, etc.)

Use simple language and a clean format—**professionalism builds trust**.

📞 Step 5: Present the Offer with Confidence

- Keep it conversational: “Here’s one option I think could work for both of us...”
- Ask questions: “Would this get you closer to what you’re looking for?”

- Be flexible: “I’m happy to tweak the terms if needed—what would feel better to you?”

You’re not forcing a deal. You’re collaborating to solve a problem.

Step 6: Have a Backup Plan

Not every pitch will land—but every conversation teaches you something.

If they say no:

- Ask why
- Adjust terms
- Offer another option later
- Follow up in 2–3 weeks

Sometimes timing is everything.

Final Word

Your first creative deal may take time—but once you get one, the next feels easier. This framework can work on:

- Duplexes and small multis
- SFH rentals
- Tired or inherited properties
- Even small commercial deals

And the best part?

You don’t need to be rich. You just need to be resourceful.

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