

FINAL MASTER BOOK: LEGACY PARTNERS EDITION

By Vincent Stevens

VINCENT LEGACY PARTNERS

Building Wealth • Creating Freedom • Leaving Legacy

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Dedication

For my daughter, the reason I stay hungry, keep building, and never stop chasing legacy.

About the Author

Vincent Stevens is a real estate investor, mentor, and founder of Legacy Partners. He teaches aspiring entrepreneurs how to evaluate properties, interview sellers and buyers, and build both active and passive income streams, all while creating legacy-driven brands.

Through real-world experience and consistent action, Vincent has helped others transform vision into ownership and ownership into generational impact.

A Note from the Author

Now I teach others how to evaluate houses and lots, interview sellers and buyers, and build both active and passive income streams, all while creating legacy-driven brands.

This book is a reflection of everything I've learned, built, and taught the lessons, the failures, and the systems that turned a vision into a movement.

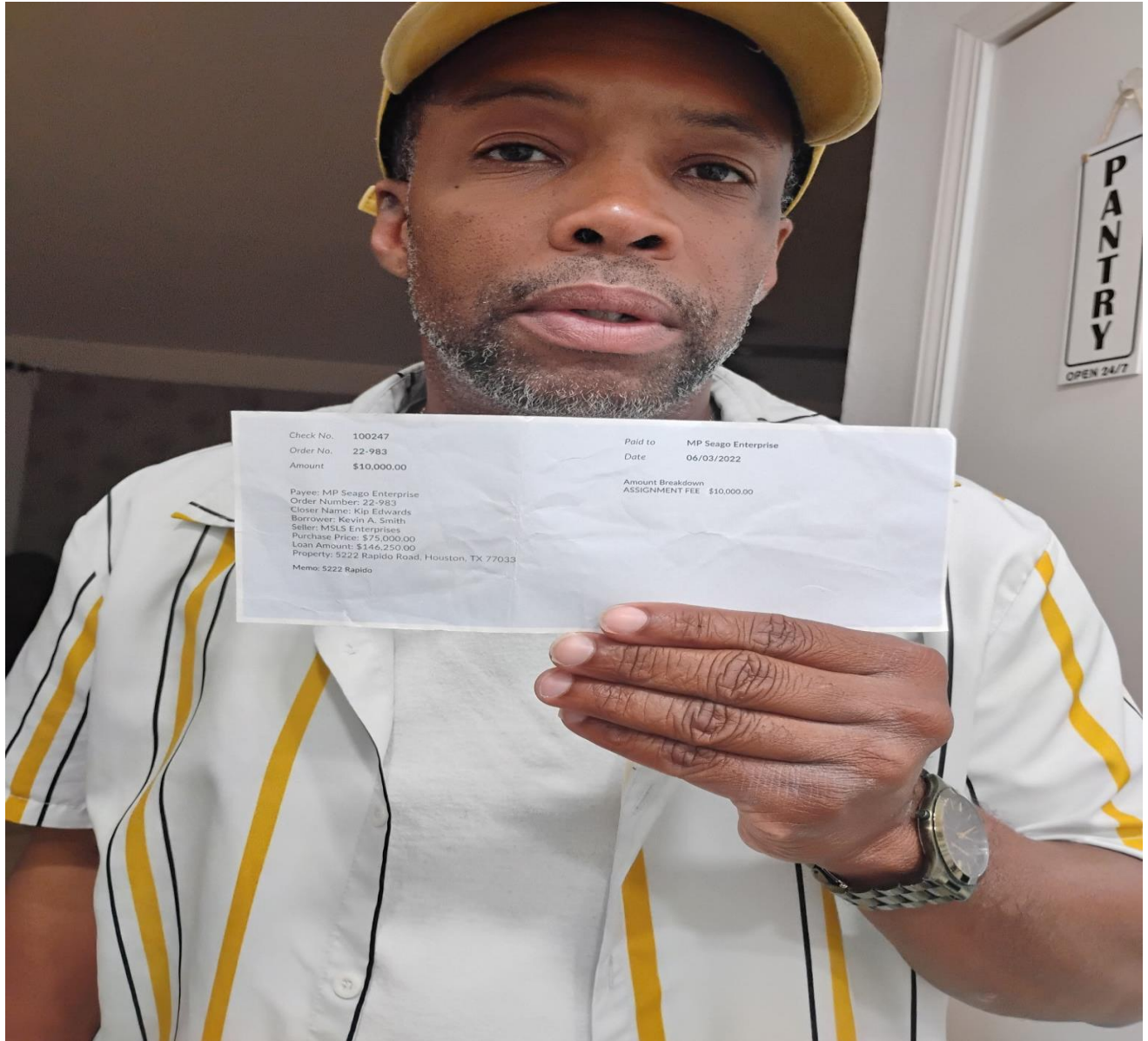
Testimonials

Kimm H. ~ Investor-Friendly Realtor



Vincent is one of the most grounded and strategic investors I've worked with. Every deal I've closed with him has been smooth, respectful, and built on integrity.

Eugene S. ~ Partner Profit Deal



Working with Vincent opened my eyes to how much money I was leaving on the table. I cleared \$10,000 on a deal I would have missed without his guidance. Vincent doesn't just talk real estate he teaches ownership, structure, and confidence.

Brent G. ~ Heir Negotiation Coaching

Vincent coached me through one of the toughest heir deals I've ever faced one heir refused to sign unless they got more. Vincent showed me how to reframe the conversation and build trust. Within a week, everyone signed and we closed clean.

Mr. Shaw ~ Seller's Lot Deal

I had a lot sitting for 10 years after my aunt passed away. Vincent found the heirs, handled the affidavits, and got it sold. He's professional, patient, and truly cares about helping people.

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Preface

From Poverty to Power: The Strategy That Changed My Life

Hello, my name is Vincent.

I'm here to show you a life-changing strategy that doesn't just transform your finances, it transforms your mindset, your relationships, and your legacy. You can do it all from the comfort of your home. All you need is a laptop, internet, and a cell phone.

If you're struggling to change your life and build something successful for generational wealth, this is the book for you.

I spent the first half of my life in Mississippi. Not just surviving poverty but avoiding jail, dodging crime, and trying to stay clean in a world that didn't offer many exits. As a Black male in the inner city, drugs and violence were everywhere. School didn't make sense to me. I wasn't dumb, I just couldn't relate. Nothing in those textbooks spoke to my reality. I didn't see the point.

My father, my mentor, passed when I was twenty-seven, right when I was struggling to figure out who I was and what my purpose was. He had all the answers to what I was looking for. But by the time I was ready to ask the questions, he was gone. Ten years later, my mother passed away. That pain didn't break me; it woke me up.

That lack of guidance, that silence where wisdom should've been, forced me to ask: What am I building? Who am I becoming?

My childhood inside the home wasn't hard, but outside influences were loud, dangerous, and constant. I had to fight to stay focused, to stay clean, and to stay driven.

I did have a little capital, but I kept hearing those late-night infomercials saying I didn't need it. That stuck with me. I didn't know if they were selling hope or hype, but something told me to dig deeper. I didn't want to gamble; I wanted a strategy.

So I started with a real estate book.

And I took action.

That decision changed everything. I didn't start with mentorship. I started with momentum.

I learned how to control property before I could afford to own it. I studied probate law, tax delinquency, and foreclosure, not in a classroom, but in real life. I built my brand from the ground up, one deal at a time, one affidavit at a time, one conversation at a time.

This pack wasn't built in a vacuum. It was built from hunger, grief, and a decision to change. As I was driving back to Texas after burying my mother, I realized life was moving faster and faster, and that now was the time to act. To finally go after what had been burning in my heart and echoing in my head for years.

Every chance I got to study, read, and build new skills in real estate, I took it. Whether I was working the 9–5, teaching in the classroom, grabbing a break at lunch, or grinding late at night, podcasts, books, videos, anything I could get my hands on, I was building.

I was hungry for change. Hungry to shift my circumstances and build skills that would increase my value in the marketplace. Every negotiation, every creative deal structure, every licensing module I built came from that hunger, the drive to learn, grow, and execute at a higher level.

I worked harder on myself than I did on any job because I knew when my moment came,

I had to be ready. And I had reasons: my wife Chandra, my son Ahmarey, and my daughter.

Nylah and my youngest daughter, Ava, are not yet conceived but already part of my vision.

My father and mother, whom I wanted to make proud from heaven. And the students, the dreamers, the ones who want more out of life.

I wanted to empower them to close clean deals, build generational wealth, and leave behind a legacy. I wanted to create a brand built on realism and respect, something that lasts.

Part-time wasn't a limitation. It was leverage. It gave me the space to grow without pressure, to test without risk, and to prepare for the moment when I could go all in. That's the magic, and that's what this pack is built on.

Even cold calls became teachable. I stopped taking rejection personally and started tracking ratios. The law of averages reminded me: if I made enough calls, the right sellers would show up. That's why this pack includes scripts, pivots, and follow-up templates, because once you understand the math, you stop chasing and start closing.

This book is for:

- The beginner who's tired of watching others win while they stay stuck.

Why I Built This Movement

I built this movement because it was time to take the risk.

I could either keep doing what the other 97 percent were doing, clocking into a job that wasn't fulfilling me spiritually, socially, or financially, or I could finally listen to the voice that had been speaking to me since Kindergarten. I've always been different. I've always gone against the norm. And deep down, I knew the system's bosses would eventually realize I wasn't built to conform.

Even when I coached basketball, I taught the way I practiced. I showed my players how I became great, and now I coach students through real estate deals with that same fire.

But this movement didn't start in a classroom. It started in a hospital.

When the doctor at MD Anderson told my mother she had three weeks to live, everything shifted. I was trying to sell the family house while grieving, while navigating probate, while dealing with resistant heirs who didn't want to sign off. I had to stay calm while emotional.

Professional while broken. And I had to make sure the deal was done right.

That's when Mrs. Carla Palmer showed up. She didn't chase; she attracted. She moved with clarity and confidence. That moment changed me. I built a relationship with her, and every weekend I drove from Houston to Madison County to prep the house. Eventually, we got offers. I accepted an "as-is" deal with a closing date. But even then, my sister pushed back. A lawyer had to step in to get the signatures and release the funds.

That experience taught me how to lead with clarity, protect a legacy, and close clean deals under pressure. It taught me why real estate planning matters. Why probate can tear families apart. Why structure isn't optional, it's essential.

I didn't want to wait for permission. I didn't want to die with potential.

If I fail, at least I won't regret trying.

And if I succeed, then maybe this plan was already written.

This movement is for the ones who feel called but haven't yet answered.

For the ones who've been told they're too late, too early, or too unqualified.

For the ones who want more but need a system that respects their reality.

This isn't just about real estate.

It's about ownership.

It's about control.

It's about legacy.

And I built it to last.

~ Vincent

OH, my wife Chandra, my son Ahmarey, my daughter Nylah, and my youngest daughter Ava, you are the heartbeat of everything I build. Your names are etched into every module, every lesson, and every deal I close. You are my reason, my legacy, and my daily reminder to lead with clarity, realism, and respect.

To my mother and father, I hope I've made you proud from heaven. Your sacrifices planted the seeds of everything I'm now harvesting. Your wisdom, even in silence, shaped the way I lead, teach, and protect.

To my sister, thank you for revealing the truth of who you are. Your resistance, selfishness, and lack of humility toward the legacy our parents built pushed me to study probate law, navigate the court system, and reclaim what was mine. That moment taught me how to stay calm under pressure, how to lead with structure, and how to protect what matters. It reminded me that evil never prevails when clarity and truth are present.

To the students, the dreamers, and the ones who want more out of life, may this pack help you close clean deals, build generational wealth, and create a legacy that lasts.

To myself, this is proof that I kept my promise.

Chapter 1: Mindset Module

Title: From Pain to Power: The Mindset That Closes Clean Deals



"The major value in life is not what you get. The major value in life is what you become."

~ Jim Rohn

Real Story: Selling My Mother's House

After my mother passed, I had to sell her house, and it wasn't just hard. It was heartbreaking.

I had to navigate probate, deal with resistant heirs, and explain legal steps to family members who didn't want to hear them. I had to stay calm while grieving, stay professional while emotional, and make sure the deal was done right.

That experience taught me how to lead with clarity, protect a legacy, and close clean deals under pressure. It's why this pack includes probate language, seller interview scripts, and mindset modules, because I've lived it. And I want you to be ready when your moment comes.

From Teacher to Investor: My Origin Story

By Vincent Stevens

Before I ever closed a deal, I was teaching in a classroom and coaching on a basketball court. I didn't start in real estate; I started in service. I taught students with special needs, mentored young athletes, and poured my heart into helping others grow. That's where I learned how to lead, how to listen, and how to teach from experience.

Even back then, I knew I was different. I felt it in Kindergarten. I never fit the mold. I questioned the system, challenged the norm, and refused to settle for the path laid out by the 97 percent. I wasn't built to clock in and coast. I was built to create, to coach, and to carve my own lane.

Coaching basketball taught me how to teach from passion. I didn't just run drills, I showed my players how I practiced, how I pushed, how I became great. That same energy now fuels how I coach students through real estate deals. I teach what I've lived. I share what's worked. And I do it with the same fire I had on the court.

The shift from teacher to investor wasn't just tactical; it was spiritual. I realized the job I was in wasn't fulfilling me socially, spiritually, or financially. I had to take the risk. I had to bet on myself. Because deep down, I knew I was meant for more.

And then came the moment that changed everything.

I was sitting at MD Anderson Hospital when the doctor told my mother she had three weeks to live. That moment hit me like a freight train. It reminded me that life can flip in an instant and that waiting is the biggest risk of all.

After she passed, I had to sell her house. I had to navigate probate, deal with resistant heirs, and explain legal steps to family members who didn't want to hear them. I had to stay calm while grieving, stay professional while emotional, and make sure the deal was done right. That experience taught me how to lead with clarity, protect a legacy, and close clean deals under pressure.

And somewhere in that storm, I met Realtor Carla Palmer. She didn't chase; she attracted. She moved with confidence and clarity. Watching her operate made me realize that real estate wasn't just about property. It was about people, positioning, and power.

That moment showed me I could build something branded, something that lasts.

So I stopped waiting. I started building. I listened to my gut. And I decided that if I failed, at least I wouldn't regret trying. And if I succeeded, then maybe this plan was already written.

Now I teach others how to flip lots, interview sellers, and build legacy-driven brands.

Because I've lived on both sides of the classroom and the closing table. And I know that transformation starts with mindset, but it's sealed with action.

Mindset Principles

1. Ownership over Emotion. You can't control every situation, but you can control your response. Calm closes deals. Clarity protects your name.
2. Structure Beats Drama. When probate gets messy or family tension rises, structure wins. Contracts, affidavits, and timelines protect your legacy.
3. Realism over Hype This system isn't built on hype. It's built on realism. You won't need a license, a loan, or a realtor, but you will need grit, clarity, and consistency.
4. Part-time is Leverage. You don't need to quit your job to start. You need to start. Use your evenings, weekends, and breaks to build momentum.
5. The Law of Averages Works. Rejection isn't personal, it's math. If you make enough calls, the right sellers will show up. Track your ratios. Stay consistent.

Student Reflection Worksheet

Prompt 1: What am I building?

Prompt 2: Who am I becoming?

Prompt 3: What pain am I turning into power?

Prompt 4: What legacy do I want to leave behind?

Student Affirmation: “I am becoming.” Write your statement below. Sign it. Own it.

Signature Line I commit to leading with clarity, closing clean deals, and protecting my legacy.

Signature: _____

Date: _____

Updated Seller Interview Script

Title: Lead the Conversation. Protect the Tone. Close the Deal.

Opening Line

“Hi, this is [Your Name]. I saw your property at [Address] and wanted to ask a few quick questions to see if it’s a fit for our program.”

Core Questions

1. Are you the owner of the property?
2. Is the property currently vacant, occupied, or rented?
3. What’s the condition of the property any major repairs needed?
4. Are there any liens, back taxes, or probate issues tied to the title?
5. What’s your ideal timeline for selling?
6. Are you the only person who needs to sign off on the property?
7. If we agree on a price that works for both of us, are you ready to move forward with the paperwork today?

Closing Line

“Thanks for sharing that. Based on what you’ve told me about the condition of the property, I’ll review this with my team and get back to you with the next steps. We aim to make this deal as seamless, respectful, and clean as possible.”

Bird Dog Module: Field Support & Fee Structure

Purpose

To empower trusted field partners (“bird dogs”) to scout distressed properties and feed clean, actionable leads into your deal pipeline without over complication or guesswork.

What to Do in the Field

- Keep it simple. Anytime you're out and spot a distressed property:
- Snap a clear photo of the front of the house.
- Text me the address and photo.
- Or, log multiple addresses in a notebook and send a photo of the list.
- What qualifies as distressed?
- Boarded windows, overgrown grass, and mail piling up
- Code violation signs, visible damage, or abandonment
- Probate, pre-foreclosure, or tax delinquent indicators

Fee Structure

- Flat Fee for Field Work: \$150 released for clean photos and address submission, even if the deal doesn't close.
- Bonus on Closed Deals: If the lead turns into a closed deal, you'll receive a negotiated bonus (typically \$500–\$1,000, depending on deal size and role played).
- No guesswork. You'll always know what's expected and what's paid.

Communication Guidelines

- Text is best. Quick updates, photos, and addresses via text.
- No need to over-explain. Just send what you see.
- If unsure, send it anyway. I'll vet it. Your job is to spot, not to analyze.

Mindset

- You're not just taking pictures, you're helping build generational wealth.
- Stay consistent. Your effort is seen, valued, and paid.

Summary

- Snap → Send → Get Paid.
- \$150 for clean field work.
- Bonus if the deal closes.
- Keep it simple. Stay sharp. Let's build.

Licensing Module: Step 1 ~ Understand What Wholesaling Really Is

Tone: Professional Real Talk Format: Copy-Ready for Deployment

Core Concept: You're Selling Control, Not Property

Wholesaling is a control-based strategy. You're not flipping, renting, or rehabbing. You're securing the right to buy a property at a discount and selling that right to a cash buyer for a fee. This is a paperwork business. You're leveraging contracts, not capital.

How It Works in Practice

Seller: Someone facing a time-sensitive situation foreclosure, divorce, probate, vacant home, or landlord fatigue. They want speed and certainty more than top dollar.

You: Present a clean offer below market value and lock it in with a purchase agreement. That

The agreement gives you control.

Buyer: A cash investor (flipper, landlord, hedge fund) looking for discounted inventory.

At Closing:

- Seller receives their agreed price.
- Buyer takes ownership of the property.
- You collect your assignment fee, typically \$5,000 to \$20,000.

Example Scenario

You meet a landlord who's ready to exit. He's tired of managing tenants and wants out.

You offer him \$80,000 and secure the deal with a purchase agreement.

You reach out to a rental-focused cash buyer who's willing to pay \$90,000.

You assign the contract. At closing:

- Seller gets \$80,000.
- Buyer pays \$90,000.
- You earn \$10,000 for facilitating the transaction.

No renovations. No financing. No ownership. Just clean paperwork and strategic positioning.

Why Wholesaling Exists

This strategy works because it solves problems for both sides:

- Sellers want speed, simplicity, and relief from their situation.
- Buyers want discounted properties they can flip, rent, or hold long-term.
- You are the connector. You create value by solving problems, not by selling promises.

This isn't about hype. It's about execution.

Legal Considerations

Wholesaling is legal, but it must be done correctly.

- You're selling your contractual interest, not the property itself.
- That means you're assigning your right to purchase, not transferring ownership.

State laws vary:

- Some require full disclosure that you're assigning the contract.
- Others may limit how many deals you can assign before needing a real estate license.
- In stricter states, you may need to use a double closing (you buy and resell the same day)

Best practices:

- Use contracts that include "and/or assigns" in the buyer line.
- Be transparent with sellers about your intent to assign.
- Work with a title company or closing attorney who understands wholesaling.

Bottom Line

Wholesaling is a professional strategy built on clarity, control, and compliance.

You don't need deep pockets; you need precision, transparency, and the ability to solve problems quickly.

This is how you build leverage without ownership.

This is how you earn without risk.

This is how you start without waiting

Business Setup: Start Simple, Grow Smart

You do not need an LLC to start wholesaling. You can operate under your personal name and still close clean deals. But as you build momentum, structure matters.

Day-One Setup

- Use your personal name to sign contracts and collect fees.

Tip: Consistency beats complexity. You don't need a CRM, yet you need discipline.

Online Presence

- A one-page website, LinkedIn profile, or clean Instagram page adds legitimacy.
- Sellers and buyers will Google you. If you look sloppy, they'll hesitate. If you look structured, they'll trust you.

Why This Matters

Wholesaling is a trust-based business.

- Sellers are handing you control of their property.
- Buyers are wiring tens of thousands based on your word.

If your setup looks chaotic, they'll walk.

If your setup looks clean, even if it's simple, they'll move forward.

You don't need thousands to look legitimate. You need clarity, consistency, and follow-through.

Bottom Line

Don't wait for perfection. Just take action.

- Start with your name.
- Use basic tools.
- Build structure as you grow.
- Protect your brand early, even if it's just a Gmail and a spreadsheet.

This is how you start clean.

This is how you build trust.

This is how you scale without stress.

Licensing Module: Step 3 ~ Find Motivated Sellers

Tone: Professional Real Talk Format: Copy-Ready for Deployment

Overview

No sellers = no deals = no checks.

This is your hunt. This is where the business begins.

You're not chasing properties, you're chasing problems.

Because behind every motivated seller is a situation that needs solving.

Where to Find Motivated Sellers

You don't need a massive budget. You need consistency and a sharp eye.

Here are proven methods used by successful wholesalers across the country:

Driving for Dollars

- Drive through neighborhoods.
- Look for vacant, boarded-up, or neglected properties.
- Write down addresses or use an app to tag them.
- Follow up with skip tracing and outreach.

Cold Calling & Texting

- Pull lists of absentee owners, pre-foreclosures, or inherited properties.
- Reach out directly.
- Keep it respectful, simple, and solution-focused.

Direct Mail

- Send letters or postcards to absentee owners or probate leads.
- Use clean, honest messaging.
- Consistency matters more than volume.

Bandit Signs

“We Buy Houses Cash” signs on busy intersections.

- Old school, but still pulls calls.
- Keep it simple: phone number, short message, and bold font.

Online Leads

- Craigslist: Search “For Sale by Owner” and “Real Estate” sections.
- Facebook Marketplace: Look for FSBOs and distressed listings.
- Zillow FSBO: Filter by price, condition, and days on market.

Signs of Motivation:

- Property is vacant, overgrown, or visibly neglected.
- Seller mentions stress: foreclosure, inheritance, divorce, relocation.
- The seller asks about speed more than price.
- Seller is open to creative terms or flexible timelines.

Pro Tip: You don’t need hundreds of leads.

A handful of strong, motivated sellers is better than 50 tire-kickers.

Chapter 2: Analyze Deals

Lock in the Right Price or Walk Away



Why This Chapter Matters

Your money is made when you lock in the right price. If you overpay, you lose before you even start. This chapter teaches you how to evaluate deals with confidence, avoid rookie mistakes, and protect your margins.

Key Numbers You Must Know

- ARV (After Repair Value):

What the property would sell for once fully renovated and listed on the open market.

- Repair Estimate:

Ballpark cost to get the property market-ready. You don't need contractor-level precision, just a realistic range.

- Wholesale Fee:

Your cut. Build it into the numbers from the beginning. Don't hope it fits; make sure it does.

The Formula That Keeps You Safe

$$\text{MAO} = (\text{ARV} \times 70\%) - \text{Repairs} - \text{Your Fee}$$

This formula gives you your Maximum Allowable Offer, the most you can offer the seller while still leaving room for your buyer to profit.

Example:

- ARV = \$200,000
- Repairs = \$30,000
- Your Fee = \$10,000
- $MAO = \$200K \times 0.7 - \$30K - \$10K = \$100,000$

If the seller won't go below \$120K, walk away.

Not every deal is a deal, and that's okay.

Mindset Shift

You're not desperate. You're disciplined.

You don't chase deals, you qualify them.

You don't guess, you calculate.

Action Steps

- Practice running numbers on 5 local listings.
- Use Zillow or Redfin to estimate ARV.
- Use photos to estimate repairs.
- Plug into the formula and test your MAO.
- Walk away from anything that doesn't fit.













Chapter 3: Lock It Up

Control the Deal Before You Lose It



Why This Chapter Matters

Speed wins in wholesaling. Once you find a deal that fits your numbers, you need to move fast. This chapter shows you how to secure the deal without overcommitting or exposing yourself to risk.

What You Need to Lock It Down

- Purchase Agreement:

Must include an assignment clause so you can transfer the deal.

- Earnest Money Deposit:

\$10–\$100 is typical in wholesaling. You’re showing intent, not buying the house.

- Contingency Period:

Gives you time to verify numbers, line up buyers, and exit cleanly if needed.

Mindset Shift

The goal isn’t to close it’s to control.

Once you have a signed agreement, you control the deal.

Control gives you leverage. Leverage gives you options.

Action Steps

- Review your purchase agreement with a local title company.
- Practice filling it out with mock property details.
- Role-play presenting it to a seller.
- Set up a system to track signed contracts and contingency deadlines.

Chapter 4: Build Your Buyers List

Your Exit Strategy Starts Here



Why This Chapter Matters

Without buyers, you're just holding paper. This chapter teaches you how to build a list of serious investors who are ready to move when you bring them deals.

Where to Find Buyers

- REIAs (Real Estate Investor Associations):

Attend meetings, introduce yourself, and ask what people are buying.

- Facebook Groups & Craigslist:

Post deals, respond to “We Buy Houses” ads, and start conversations.

- Bandit Signs:

Call the numbers on the signs around town. Those are active buyers.

- Networking with Flippers & Landlords:

Ask what they're looking for: zip codes, price ranges, and condition.

Mindset Shift

You're not begging buyers, you're qualifying them.

You're building relationships, not just a list.

You're solving their inventory problem.

Action Steps

- Create a simple buyer intake form (Google Form or spreadsheet).
- Ask every buyer:
- What areas do you buy in?
- What price range?
- What condition?
- How fast can you close?
- Organize your list by zip code and deal type.
- Send deals to the right buyers, not to everyone.

Chapter 5: Assign the Contract

Get Paid Without Owning the Property



Why This Chapter Matters

This is the moment you monetize your control. This chapter walks you through the assignment process and shows you how to protect your fee and reputation.

How It Works

- You sign an Assignment of Contract with your buyer.
- Buyer wires funds to the Title Company or closing attorney.
- Seller gets paid. Buyer gets the property. You get your fee.

Legal Note

Use a title company or attorney who understands wholesaling.

Not all of them do vet them early and build relationships.

Mindset Shift

You're not just assigning paper, you're delivering value.

From Teacher to Investor: My Origin Story

Before I ever closed a deal, I was teaching in a classroom and coaching on a basketball court. I didn't start in real estate; I started in service. I taught students with special needs, mentored young athletes, and poured my heart into helping others grow. That's where I learned how to lead, how to listen, and how to teach from experience. Even back then, I knew I was different. I felt it in Kindergarten. I never fit the mold. I questioned the system, challenged the norm, and refused to settle for the path laid out by the 97 percent. I wasn't built to clock in and coast. I was built to create, to coach, and to carve my own lane. Coaching basketball taught me how to teach from passion. I didn't just run drills, I showed my players how I practiced, how I pushed, how I became great. That same energy now fuels how I coach students through real estate deals. I teach what I've lived. I share what's worked. And I do it with the same fire I had on the court.

The shift from teacher to investor wasn't just tactical; it was spiritual. I realized the job I was in wasn't fulfilling me socially, spiritually, or financially. I had to take the risk. I had to bet on myself. Because deep down, I knew I was meant for more. And then came the moment that changed everything.

I was sitting at MD Anderson Hospital when the doctor told my mother she had three weeks to live. That moment hit me like a freight train. It reminded me that life can flip in an instant and that waiting is the biggest risk of all.

After she passed, I had to sell her house. I had to navigate probate, deal with resistant heirs, and explain legal steps to family members who didn't want to hear them. I had to stay calm while grieving, stay professional while emotional, and make sure the deal was done right. That experience taught me how to lead with clarity, protect a legacy, and close clean deals under pressure.

And somewhere in that storm, I met Realtor Carla Palmer. She didn't chase; she attracted. She moved with confidence and clarity. Watching her operate made me realize that real estate wasn't just about property. It was about people, positioning, and power. That moment showed me I could build something branded, something that lasts.

So I stopped waiting. I started building. I listened to my gut. And I decided that if I failed, at least I wouldn't regret trying. And if I succeeded, then maybe this plan was already written. Now I teach others how to evaluate houses and lots, interview sellers and buyers, and create both active and passive income streams, all while building legacy-driven brands that last.

Because I've lived on both sides of the classroom and the closing table. And I know that transformation starts with mindset, but it's sealed with action.

You're solving two problems with one contract.

You're earning your fee by creating clarity and speed.

Action Steps

- Review your assignment contract with your closing team.
- Practice explaining the process to a buyer.
- Confirm your title company knows how to handle assignments.
- Track your assignment fees and closing timelines.

Chapter 6: Rinse & Scale

Turn Your First Deal Into a Business



Why This Chapter Matters

Your first deal proves it works. Your next deals build momentum. This chapter teaches you how to systemize, delegate, and grow without burning out.

Next Moves

- Keep Marketing:

Consistency beats bursts of activity. Stay visible.

- Automate Small Tasks

Hire a VA for cold calls. Use software for direct mail.

Free up your time for high-value work.

- Partner with Other Wholesalers:

JV on deals you can't handle alone. Split the fee, close faster.

- Think Like a Business Owner:

Track KPIs. Build repeatable systems. Protect your brand.

Mindset Shift

You're not hustling ~ you're building.

You're not chasing ~ you're attracting.

You're not guessing ~ you're executing.

Action Steps

- Set weekly marketing goals (calls, texts, mailers).
- Hire one VA or freelancer to handle repetitive tasks.
- Document your deal flow from lead to close.
- Review your numbers monthly:

Leads generated

- Contracts signed
- Deals closed
- Fees collected

Final Word

Wholesaling is about people, not just properties.

You're solving problems with contracts.

Stay consistent. Stay legal. Stay focused.

Lock in the basics.

Repeat the process.

Let the business pay you back.

Chapter 7: The Duplex That Paid \$20K

The Hustle Begins



Texas City, Texas. The summer heat bounced off the pavement so hard it made the whole street shimmer. This is where real deals are born, not behind a desk, but out in the field.

That afternoon, my friend and business partner, Vincent Burnett, was on the hunt. He wasn't looking for the pretty houses. He was looking for the ones that stuck out like a sore thumb, the ones nobody wanted to claim.

And then he found it.

A duplex, tired and worn down, with grass so high it looked like it hadn't been cut in months. One side of the building was boarded up, and the other looked barely lived in. The mailbox overflowed with old flyers, and the roof looked like it hadn't seen a repair since the early '90s. Most people would've just written down the address and kept driving. But Vincent? He's cut differently. He parked the car, walked right up to the neighbor next door, and knocked. The door swung open, and an older man with sweat on his brow from mowing his lawn leaned on the frame.

Vincent: "Hey, do you know who owns that duplex?"

Neighbor: (nodding toward the property) "Yeah, the lady who owned it passed a while back. Her son still comes around sometimes. You want his number?" That was the spark. Vincent got the number, shot it to me, and within minutes, we had a lead most investors would've never touched.

One Phone Call

That night, I called the son. His voice was heavy, carrying the weight of both grief and responsibility.

Me: “Hey, my name’s [Your Name]. I got your number from the neighbor at your mom’s old duplex. First off, I’m sorry for your loss. I wanted to ask if your family is planning to keep the property, or would you consider selling?” There was a pause, then a sigh.

Son: “It’s been rough. My mom’s been sick, and the house just sits there. Honestly, it’s more trouble than it’s worth.” Before I could push further, he said:

Son: “Hold on, let me put my mom on the phone.”

Moments later, I was speaking directly to the owner. Her voice was weak but steady.

Owner: “I don’t want to deal with that house anymore. If someone gives me \$20,000, I’ll let it go. I need the money for medical bills.” That was her bottom line. No games. No posturing. Just a real need and a real number. I didn’t argue. I didn’t negotiate. I just said yes.

Locking It Up

The paperwork went out that same night. We locked the duplex under contract at \$20,000.

Now, let’s be clear, this property was rough. The roof sagged, cracks spidered across the foundation, and the inside hadn’t been updated in decades. But it was a duplex, and duplexes are magnets for cash-flow buyers. I knew somebody out there would want it.

Within days, I found a buyer willing to pay \$40,000. That’s a clean \$20,000 spread on paper. But in wholesaling, it’s never over until the wire hits your account.

The Closing Drama

First buyer steps up, eager as ever. We get the assignment signed, deposit it, and title working. Everything looks good... until he tries to renegotiate right before closing.

Buyer 1: “Man, after looking closer, I can’t do forty. I’ll need you to cut your fee.”

Classic move. But here's where a lot of wholesalers lose their ground: they panic and fold. Not me.

Me: "We had a deal. You signed the contract. If you don't want it, that's fine, but I'm keeping your deposit."

He thought I was bluffing. He backed out. I canceled the deal and kept his nonrefundable deposit. On to the next.

Then came Buyer #2. She was new to investing, excited but nervous. A few days before closing, she started second-guessing herself.

Buyer 2: "I don't know, maybe this rehab's too much. I'm not sure I want to move forward."

Her fear was obvious. But I knew what was at stake.

Me: "Look, I get it, but you've got \$5,000 in non-refundable earnest money on the line. If you walk, I'll keep it and sell this to someone else tomorrow. Your choice."

She went quiet. Then, finally:

Buyer 2: "Okay. I'll close."

And she did. The very next day.

The Numbers

- Contract Price (Seller): \$20,000
- Assignment Price (Buyer): \$40,000
- Assignment Fee: \$20,000
- Deposits: Kept one failed buyer's deposit, enforced a \$5,000 deposit with Buyer#2
- Timeline: 3 weeks from first call to closing
- Deal Type: 100% virtual DocuSign and Title Company handled everything

Lessons from This Deal

1. Neighbors are gold mines. A quick knock can lead to a phone number that leads to a \$20,000 payday.
2. Motivation drives deals. The seller didn't care about ARV or comps. She needed money for medical bills and fast.
3. Deposits = protection. Non-refundable deposits give you leverage when buyers start playing games.
4. Don't be afraid to cancel. A flaky buyer is dead weight. Cut them loose and move on.
5. Confidence closes. Buyer #2 only went through with it because I stood firm and reminded her of the rules.

The Takeaway

This deal wasn't just a check. It was a reminder of what wholesaling really is: control.

Control of the paper. Control of the buyers. Control of the outcome.

But beyond the numbers, this chapter is about Vincent Burnett.

Because Vincent is more than a bird dog. He's more valuable than gold. He's my brother in this business, a true friend whose guidance I'll always treasure. I'm grateful every day that I met him. His hustle, his instincts, and his loyalty have shaped my journey in real estate more than I can put into words.

I have the utmost respect for him, not just as a deal-finder, but as a man. Deals come and go. Checks get cashed and spent. But partnerships like this? Friendships like this?

They're rare. And that's the real payoff.

Reflection Questions: The Duplex That Paid \$20K

Take a few minutes to apply this story to your own journey. Write your answers down. This is where theory turns into action.

1. Spotting Distress

- a. What are 3 signs of a distressed property you could look for in your market?
- b. Do you currently drive neighborhoods (or have someone like Vincent) keeping an eye out?

2. Neighbors as Leads

- a. Have you ever knocked on a neighbor's door to get information about a property?
- b. What's stopping you from doing it this week?

3. Motivation vs. Condition

- a. Why was the seller willing to let the duplex go for \$20,000?
- b. In your last lead, did you focus more on the property's condition or the seller's motivation?

4. Buyer Management

- a. How do you protect yourself from flaky buyers right now?
- b. Do you always collect a non-refundable deposit? If not, why not?

5. Confidence at Closing

- a. What would you have said to Buyer #2 when she hesitated?
- b. How do you personally handle confrontation when someone tries to back out?

6. Partnerships

- a. Who's your "Vincent"? Do you have someone you trust who's out there helping you find leads?
- b. If not, how can you start building relationships with bird dogs, agents, or partners today

Probate + Delinquent Tax Sale Call Flow (Vincent S.)

Step 1: Intro

“Hi, this is Vincent S. I was calling to see if I could speak with any of the heirs of the estate of [Property Owner’s Name].”

Seller Response #1: “Yes, that’s me / I’m an heir.”

Your reply:

“I want to say upfront, I mean no disrespect. I know this can be a tough time. The reason

I’m reaching out because I noticed the property at [address] is behind on taxes and scheduled for delinquent tax sale.

In Texas, those auctions happen every month on the second Tuesday. If nothing is done before then, the county takes it to auction, and unfortunately, the family receives nothing.

What I do is help heirs like you avoid that by buying the property directly, quickly, and clean, before it hits the auction block. Is that something you’ve considered?”

Seller Response #2: “We’re not sure yet.”

Your reply:

“I understand completely that these decisions aren’t easy. The only thing I want you to know is that the auction clock doesn’t stop ticking. If the property goes to the second Tuesday sale, you and your family won’t see a dime.

Would it make sense for me to walk you through what a quick cash sale looks like? That way, you’ve got all your options on the table before the county takes it.”

Seller Response #3: “Yes, we’re interested.”

Your reply:

“Great. Here’s how it works:

- I buy the property as-is (you don’t need to fix anything).
- I pay off the back taxes at closing.
- You and the heirs get paid without coming out of pocket.
- We can usually close in 2–3 weeks once the title clears.

What’s the best way to get all heirs on a quick call, so everyone’s comfortable with the process?”

Seller Response #4: “No, we’re keeping it.”

Your reply:

“I respect that. Just keep in mind that if the county moves forward with the tax sale, it’ll happen on the second Tuesday of the month, and at that point, the property is gone with no money back to the family.

Would it be okay if I checked back in with you before the next auction date, just to make sure you don’t lose out completely?”

Quick Cheat Sheet Summary

- Always mention: Texas tax sales = 2nd Tuesday each month.
- Always frame the risk: “If you wait too long, the county will take it and you’ll walk away with nothing.”
- Always offer options: quick cash close, as-is, taxes paid at closing.
- Always keep the door open: even if they say no, circle back before the next auction.

Chapter 8: The Probate That Fell Apart in Texas City

The house sat there like a ghost.



Vacant for years, grass growing waist-high, broken blinds swaying in the window every time a Gulf breeze rolled through Texas City. Neighbors said the place used to be alive with family cookouts, kids running in and out. But now it was just another probate property left behind after the parents passed, stuck in limbo because the heirs couldn't agree.

When my bird dog, Vincent Burnett, first pointed it out, I knew there was an opportunity. I ran the records, tracked down heirs, and sure enough, the title trail was tangled up. Probate was never filed properly, but I wasn't afraid of a challenge. I spent weeks piecing the puzzle together.

- I pulled death certificates for the deceased parents and other family members who once had ownership rights.
- I tracked down all but one heir across Texas.
- I even negotiated with the previous investor, who had clouded the title with a memorandum of contract, and got him to release his claim. That step alone cleared the way for me to move forward.

With everything aligned, I had a buyer lined up. We were looking at a clean \$10,000 assignment fee once the title cleared. Everything was set except for one missing signature.

That signature belonged to the last heir, a woman living in Dallas. She was a nurse, educated in her career but, sadly, uneducated when it came to real estate and what was about to happen to her family's inheritance.

When I finally got her on the phone, she sounded cooperative.

“Yes, I do want to sell. Let me think about it and I'll get back to you.”

But after that call, she disappeared. I called back. Voicemail.

I texted. Nothing.

Weeks passed, and she never answered again.

Meanwhile, the clock was ticking. In Texas, delinquent tax sales come every second Tuesday of the month. If a property heads to auction, the county doesn't wait for heirs to get their act together. Once it's sold, the family gets nothing.

That's exactly what happened.

The house was auctioned off at the courthouse steps, sold to the highest bidder for the unpaid taxes. The entire family walked away with zero, all because one heir wouldn't return my call.

It was painful to watch. She could have put money in her pocket, honored her parents' legacy, and helped her siblings walk away with something. Instead, she let pride and procrastination burn the whole opportunity.

Reflection / Takeaway

Not every deal closes, no matter how much work you put in. I did everything right:

Chapter 9: Cold Calling & Conversations That Convert

Opening Philosophy



Cold calling is where most investors freeze, but it's also where real deals are born. You're not selling; you're connecting. You're not begging; you're qualifying.

When you pick up that phone, you're just one conversation away from five figures. You're not disturbing anyone, you're offering a solution.

Example Cold Call Flow

You: "Hello, I'm looking for Mary."

Seller: "This is she."

You: "Hey Mary, this is Vincent. Sorry for calling you out of the blue. I'm calling about a property located at 425 Brown Street. I just wanted to see if you'd consider an offer on that property."

If she says yes, continue naturally:

You: "Oh, great! If you've got a few minutes, I just wanted to ask a couple of quick questions about the property. I see it's vacant. Do you happen to know what kind of condition it's in? Has it been updated in the last 10–15 years?"

(Let her answer, then dig deeper.)

You: "Okay, what about the major systems: the roof, electrical, plumbing, and foundation? Does it need a full rehab or just light updates?"

Then ease into pricing:

You: “Got it. So, do you have a number in mind that you’d consider taking for the property?”

If they don’t have a number: “No problem. I can take a look at what similar homes in the area are going for and make you a fair offer.”

If They Say “No, I’m Not Interested”

You: “Oh, I completely understand, timing is everything. Do you have any other properties or vacant lots you’d consider selling right now?”

(Often this simple pivot uncovers hidden inventory they weren’t planning to mention.)

If They Ask “How Did You Get My Number?”

You: “Yeah, totally fair question. I got your number from a public skip-trace app that connects property records to phone numbers. It’s just part of my process for reaching out to property owners, nothing intrusive. Once I push ‘search,’ it returns whatever numbers on file for the property.”

That answer instantly calms suspicion and builds credibility.

Closing the Call

You: “Thanks for taking the time to speak with me. Based on what you’ve shared, I’ll review the numbers and give you a call or text with a fair offer. We try to make every deal clean, respectful, and easy to close, no pressure, no games.”

Reflection

Cold calling isn’t about being perfect; it’s about being consistent. Some sellers will hang up. Some will talk for 45 minutes. But every “no” gets you closer to the right “yes.”

Confidence, tone, and curiosity close deals, not scripts alone

- Found the heirs
- Pulled records
- Cleared the title
- Found the buyer

But one missing signature killed the whole deal.

Here's the hard truth about probate:

- Every heir has equal control, even the stubborn ones.
- One person can sink the entire ship.
- And if they stall long enough, the county will take it, and nobody wins.

The lesson?

Sometimes you can't save people from themselves. You can do the work, you can clear the way, but if they won't move, you move on. Dead deals are tuition in this business. And the faster you accept that, the faster you'll get to your next payday.

Chapter 10: Dead Deals

The Ones That Got Away



In wholesaling, not every contract makes it to the closing table. Some fall apart because of heirs. Some because sellers procrastinate. Others, because buyers play games, or worse, because the entire deal was never real to begin with. This chapter isn't about the wins. It's about the losses the dead deals that taught me lessons worth more than money.

Story 1: The Probate That Fell Apart in Texas City

The house sat like a ghost, vacant for years. Grass grew wild in the yard, blinds broken, windows dusty. It had once been a family home now it was stuck in probate after the parents passed. I pieced the whole puzzle together.

- Pulled the death certificates.
- Tracked down the heirs across Texas.
- Even convinced a previous investor to release a memorandum that was clouding the title.

I found a buyer lined up for a \$10,000 assignment fee. Everything was set except for one missing heir in Dallas. She was a nurse, educated in her career but blind to what was about to happen. On the phone, she sounded cooperative.

“Yes, I do want to sell. Let me think about it and I'll get back to you.”

But she never did. She stopped answering calls, never signed, and the clock ran out.

The second Tuesday came, the property went to tax auction, and the whole family walked away with zero. Lesson: In probate, one missing heir can sink the ship.

Story 2: The Tax Delinquent That Slipped Away in Houston

Houston's courthouse steps are packed every second Tuesday of the month. Investors show up with cashier's checks, ready to scoop up tax-delinquent houses. If an owner doesn't act before the auction, their property is gone, and they get nothing.

I tried to save Mr. Harris, an older man overwhelmed by life and bills. His house had equity, and I offered him a fair cash deal that would cover the back taxes and put money in his pocket.

Me: "Mr. Harris, if this goes to auction, it's gone. You won't see a dime."

Him: "I know. I just need to think about it."

He stalled. First, he said he'd get back to me. Then he stopped answering. Finally, on auction day came the county sold his house, and he walked away empty-handed.

Lesson: You can't want the deal more than the seller does.

Story 3: The Deal with No Seller in Hitchcock

This one was stranger than fiction. An investment group brought me a teardown property in Hitchcock. They already had it under contract; they just needed a buyer. Normally, I'd want the deal assigned to me first, but this time, they wanted to assign it straight to the end buyer and just list me for a fee at closing.

I took the risk. All I had to do was find a buyer, and I'd get \$4,000.

I sent my bird dog, Vincent Burnett, to grab photos.

Vincent: "Man, some damn pit bulls tried to bite me while I was taking pictures. But don't worry, I got 'em." Within a week, I had a buyer ready. Everything looked good until the title search.

That's when we discovered the real owner had been dead for years hung himself in that house. The "seller" who signed the contract with the investment group was an impersonator. The deal was fake from the start.

Lesson: Title never lies. If it feels too easy, double-check everything.

Checklist: Red Flags That a Deal Might Not Close

- ❖ Probate with multiple heirs ~ one stubborn heir can stall forever.
- ❖ Sellers who “need to think about it” ~ the auction clock runs faster than they realize.
- ❖ Buyers without earnest money ~ they’re not serious.
- ❖ Title issues ~ memorandums, liens, and impersonators.
- ❖ Too good to be true ~ usually is.

Reflection / Takeaway

Dead deals are part of this business. Some people think every contract leads to a payday, but the truth is, you’ll lose more than you close in the beginning. And that’s okay.

Every deal that dies teaches you something.

- Texas City taught me that probate requires every heir.
- Houston taught me you can’t save sellers from themselves.
- Hitchcock taught me to trust the title over people’s words.

The wins will always outshine the losses. But the losses are the tuition you pay to earn those wins. Don’t let a dead deal break you. Let it build you.

Reflection: From Hustler to Owner

When I first started wholesaling, I thought success meant grinding harder than everybody else. More calls. More knocks. More signs on more corners. I was the marketing team, the acquisitions guy, the dispo manager, and the bookkeeper all rolled into one.

But here’s the truth: grind alone doesn’t scale. Hustling can get you your first deal, maybe even your first five. But if you don’t build systems and surround yourself with the right people, you’ll burn out.

My shift came when I realized that I didn’t have to do everything myself.

- Vincent was out grabbing photos and knocking on doors.
- Friends were texting me distressed addresses while just cruising around town.
- My VA was pulling lists and texting sellers while I slept.
- Buyers were handled by someone who lived and breathed networking.

I wasn't just a hustler anymore. I was becoming the owner of a business.

And that's the goal. To build something bigger than yourself. Something that runs when you're not the one cold-calling at 8 PM.

If you're still in the hustle stage, don't feel bad. Hustling is the price of admission. But don't stay there forever. Every bandit sign, every cold call, every postcard is teaching you how to eventually pass that system on to someone else.

Takeaway: Hustlers chase deals. Owners build machines. The moment you start building a team and putting systems in place, you stop working in the business and start working on the business. That's how you buy your time back.

The Probate Playbook

Probate deals are some of the most profitable deals I've ever done, but they're also some of the most delicate. You're not just talking to sellers; you're talking to grieving families, brothers and sisters who don't always get along, and heirs who sometimes don't even know they've inherited a property.

The key is respect, patience, and knowing how to move the process forward. In this chapter, I'll walk you through how I work probate leads, how my bird dog Vincent Burnett has been instrumental in tracking them down, and one "insider shortcut" in Texas that has saved me months of waiting and thousands of dollars in legal headaches.

Step 1: Pulling the Leads

Probate records are public, but most people don't know where to look. Every county courthouse has filings you can search. You can also use lead services like Batch Leads or Prop stream, but I've had plenty of luck just walking into the courthouse and pulling the probate list myself.

What you're looking for: estates with real estate attached. If someone passes away and leaves behind a house, that's where opportunity starts.

Step 2: Finding the Decision-Makers

Probate deals only move forward if you're talking to the right heir or executor. Sometimes it's listed in the filing; other times, you've got to track them down.

This is where Vincent Burnett shines. Vincent once knocked on a neighbor's door in Texas City looking for a lead. Instead of brushing him off, the neighbor handed over the owner's son's phone number. That one conversation led directly to me speaking with the heir and eventually to a deal.

The lesson: don't underestimate old-school hustle. Records can get you part of the way. People skills finish the job.

Step 3: Making Contact

When I get an heir on the line, I keep it respectful and straight to the point. These folks are often overwhelmed with funeral costs, estate issues, and family drama.

My go-to opening line is:

“Hello, I’m looking for any of the heirs to the [Last Name] estate. My name’s Vincent, and I work with families who want to sell inherited property. I may have a solution that helps everyone move forward quickly.”

Keep your tone calm, not pushy. You’re not cold-calling a seller with equity; you’re talking to someone who just lost a loved one.

Step 4: Gauging Motivation

Every heir has a different story. Some are tired of paying back taxes. Some live out of state and don’t want to deal with maintenance. Some just want cash in hand and closure.

Your job isn’t to pitch. Your job is to listen.

Step 5: Get All Heirs on Board

This is where most probate deals die. One heir saying “yes” doesn’t matter if another heir is dead-set on “no.” You need every single heir to sign off on the sale.

I’ve done family group calls, sat in living rooms with siblings, and even had to track down heirs across the country. Sometimes it works out; sometimes it doesn’t. (I’ll share a failed story in the “Deals That Didn’t Close” section.)

Step 6: Lock the Contract

Once everyone agrees, get your purchase agreement signed. Make sure it includes an assignment clause if you plan to wholesale.

My Mother's House ~ Turning Loss Into Legacy



This was one of the most meaningful deals of my life. After my mother passed, I sold her house not just as a property, but as a symbol of transition. It taught me that real estate isn't only about profit; it's about purpose.

→ Lesson: Emotional deals require balance you must separate grief from growth, and learn to move with both heart and discipline.

My First Wholesale Deal (with Dawn)



This was where it all began. My first deal came through persistence and faith. I didn't have all the tools, but I had hunger. After countless calls and setbacks, I finally connected with a motivated seller.

→ Lesson: Action builds momentum. Start with what you know and learn the rest in motion.

The Memorandum Deal ~ Protecting What's Yours



After a seller went behind my back and signed another contract, I filed a memorandum of contract to protect my interest and still got paid to release it. That experience reinforced why you must treat this business like a business.

→ Lesson: Always secure your position legally. Documentation and follow through separate amateurs from professionals.

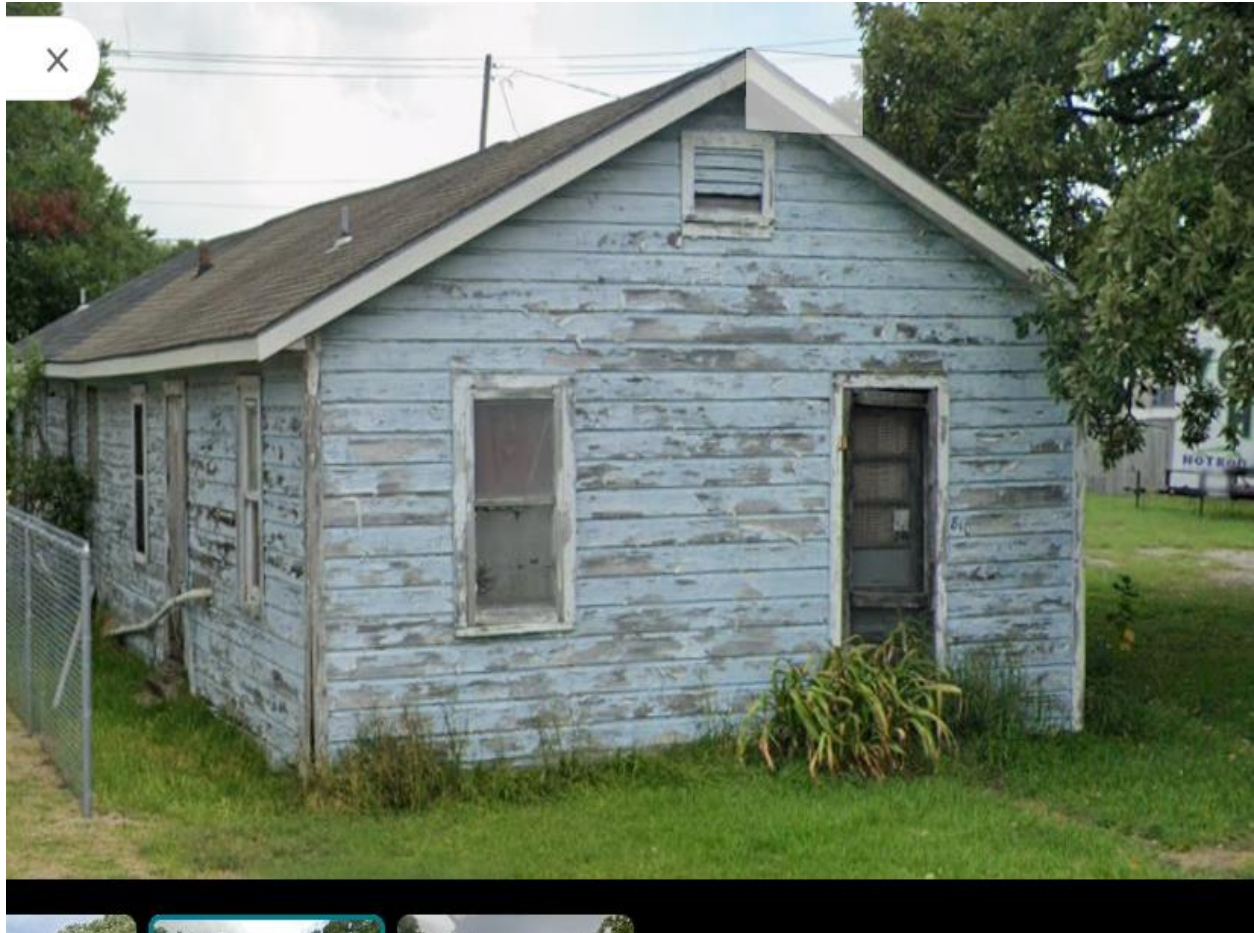
The Hoarder House ~ \$10,000 Deal

Video link: <https://youtube.com/shorts/9tMibb3GRlw>

I walked into this property and immediately knew it was a challenge. It was stacked floor to ceiling a true hoarder situation. But challenges hide opportunity.

→ Lesson: Never judge a deal by its condition. Look at the numbers, not the mess.

The Duplex ~ Bird Dog Win



This deal came through my deal locator, Vincent Burnett, who found a duplex lead. I managed the negotiation, handled the buyer relationship, and earned a \$20,000 profit all virtually.

→ Lesson: Collaboration builds leverage. Train others to find deals, and everyone wins.

The Tax Sale Rescue ~ Six Heirs and an IRS Lien- picture in the folder



This was a complex heir deal that could have easily fallen apart. I had to get six heirs to sign and negotiate with the IRS to remove a lien before the property hit a tax sale.

→ Lesson: Every obstacle is a chance to build credibility. Real legacy deals require problem-solving, not shortcuts.

Legacy in Motion – Documented Walkthroughs and Interviews

Hoarder House Walkthrough ~ \$10,000 Deal

Video Link: <https://youtu.be/GRtmyqcRKao>



Scan to Watch Vincent's Hoarder House Walkthrough

Realism. Structure. Legacy.

Documented for students, closers, and dreamers.

Description: Vincent Stevens walks through a hoarder house deal, showing how to structure clean contracts, protect tone, and document legacy in real time.

Houston Walkthrough ~ Equity Capture and Seller Education

Video Link: <https://youtu.be/GRtmyqcRKao>



Scan to Watch Vincent's Houston Walkthrough
Equity. Education. Execution.

Documented for students, closers, and dreamers.

Description: Vincent Stevens walks through a vacant Houston property, showing how to capture equity, educate sellers, and protect tone in real time.

Flipman Interview ~ Licensing, Legacy, and Real Estate Strategy

Video Link: <https://youtu.be/dghbFdcGaN8>



Scan to Watch Vincent's Interview with Flipman

Documented for students, closers, and dreamers.

Description: In this interview, Vincent Stevens shares his licensing system, mindset modules, and contract-based investing strategies with Flipman. Learn how legacy is built through structure, emotional discipline, and clean deal flow.

This isn't coaching it's licensing. This isn't hype it's realism.

Legacy is documented, not promised.

The Lot Flip ~ \$12,000 Win



This lot came from a bandit sign. It was a simple lead, but I moved too fast sold it quickly for \$12,000, when I could've held it for double.

→ Lesson: Every quick win is a learning opportunity. The real money often comes from what you choose to keep.

Transition from Wholesaler to Investor









This phase marked my growth from fast cash to long-term wealth. I began focusing on buy-and-hold deals rehabbing properties, creating rental income, and building generational equity.

→ Lesson: The true legacy isn't the deal you close it's the wealth you keep and the systems you pass on.

Step 7: The Texas Shortcut ~ Affidavit of Heir ship

Here's where experience pays off. In Texas (and some other states), if probate has never been opened in court, you can often avoid the entire court process by using an Affidavit of Heir ship.

Here's how it works:

- All heirs sign an affidavit, swearing under oath that they are the rightful heirs of the property.
- The title company records it.
- Boom, the house can be sold without going through probate court.

If every heir is willing to sign, you can close in as little as 30 days. Compare that to the 6–12 months (and thousands in legal fees) a formal probate case can take.

This tool has saved me more than once, and it's the kind of thing most rookie wholesalers don't even know exists.

Step 8: Work With a Strong Title Company

A good title company will make or break your probate deals. They know the legal requirements, they'll confirm whether probate or an affidavit is the right path, and they'll help clean up liens and title issues.

A Real-Life Example

One of my probate leads was in Texas City. The house had been vacant for years. I managed to track down almost every heir I even paid for and collected all the death certificates for the deceased relatives. I cleared a memorandum from a past investor who had tied the property up.

I had a buyer lined up, ready to make me \$10K profit.

But one heir in Dallas, a nurse, never followed through. She said she wanted to sell, but after our first phone call, she stopped answering. Because of her, the deal fell apart. The house went to auction, and the family walked away with nothing.

That's the reality of probate deals. Sometimes, even with all the hustle, you can't control stubborn heirs.

Scripts & Cheat Sheet

Initial Call Script

"Hi, this is Vincent. I'm calling to see if I'm speaking with one of the heirs of the [Last Name] estate. I understand this may be a difficult time. I work with families who are looking to sell inherited property quickly and easily. Have you considered selling the property?"

Possible Seller Responses & My Replies

- "We haven't decided." ~ "Totally understandable. Would it help if I explained how the process works?"
- "We already have too many repairs." ~ "That's fine, I buy as-is. No repairs needed."
- "I don't want to deal with the court." ~ "Good news: in Texas, if probate hasn't been opened, we may be able to avoid court with an affidavit of heirship and close in 30 days."
- "We're not ready yet." ~ "I respect that. I'll check back in a few weeks to see where things stand."

Reflection & Takeaway

Probate deals will test your patience. You're not just buying property, you're helping families through one of the hardest transitions of their lives. Sometimes you'll make \$20K.

Sometimes you'll walk away with nothing because one heir won't budge.

But if you stay respectful, learn the legal shortcuts (like affidavits of heirship), and build a good title team, probate can be a consistent and powerful pipeline of deals.

The big takeaway: probate is a people business first, property business second.

My First Deal Was 100% Virtual

I'll never forget my first wholesale deal. Not because it was the biggest check I ever got, it wasn't. But because it proved to me that virtual deals weren't just some guru myth on YouTube. They were real. And if I could do one sitting in a parking lot, then I could do it anywhere in the country.

Story: \$2,500 in a Parking Lot

It started with a vacant property list. To this day, I can't remember exactly how I pulled the address. It's been over ten years, but I remember this: I was sitting in a parking lot, nervous but hungry, when I made the call that changed everything.

The seller's name was Dawn. She was an investor herself who had picked up a property at auction. At first, she planned to rehab it, but like a lot of investors, her interest fizzled out. She was ready to let it go.

From the first few minutes of our conversation, we hit it off. The rapport was smooth, natural. She was straightforward, and I was eager but respectful. Eventually, I just asked her straight:

"Would you be cool if I helped find a buyer for this property?"

To my surprise, she didn't hesitate. "Sure," she said. "That works for me."

She already had pictures, and she gave me her asking price: \$30,000.

Here's where the rookie in me came out. I didn't even get her to sign an option agreement or a contract before I started marketing it. Risky? Absolutely. I wouldn't do it that way today. But back then, I was just trying to get in the game.

So I went to work.

Hustle Mode

I turned to the only "buyers list" I had, a notebook full of phone numbers I'd collected from bandit signs around town that said, "We Buy Houses." I called and texted every single number I had, blasting out the details and photos Dawn had given me.

Finally, an investor named Brant P. bit. He wanted it at \$30,000.

At first, I thought, “Great!” until I realized that it left me with exactly zero profit. But instead of giving up, I went back to Dawn.

I said, “I’ve got someone ready to buy, but I need to make this worth my time. Could you do \$28,500?”

She agreed.

Just like that, I had spread a deal without a contract, without a title company, and without much more than sheer hustle.

The Closing

At this point, I didn’t even have a title company I trusted. But Brant did. He sent over his assignment contract and his title company’s info. I reviewed everything carefully, signed it, and we were off to the races.

In just about two and a half weeks, the deal closed. And I picked up my first check as a wholesaler: \$2,500.

Reflection

That deal may not sound huge, but it proved the whole model worked, and it set the tone for everything I’ve done since.

Here’s what I learned from my first virtual deal:

- Rapport can replace paperwork. I wouldn’t recommend skipping contracts today, but the truth is, Dawn trusted me because I built trust with her fast. Without that, I wouldn’t have had a chance.
- Buyers’ list = gold. Even if it’s just numbers off bandit signs, those connections can turn into real money. That notebook made me \$2,500.
- You don’t need it all figured out to start. I didn’t have a title company, a system, or even the right paperwork. But I had to drive. That’s enough to make your first deal happen.

The bigger takeaway? After that deal, I realized virtual deals are real. I didn't have to limit myself to Houston, Texas City, or Hitchcock. I had the entire United States of America as my real estate playground.

The Pensacola All-Virtual \$20K ~ With an Option to Novate if Needed

By the time this deal came around, I wasn't the same hungry kid chasing down \$2,500 checks. I had more tools, more knowledge, and most importantly, more confidence.

This deal came from a list I pulled in Pensacola, Florida. I was just scanning through Google Street View when a brick house caught my eye. It looked vacant, distressed, and tired, the exact kind of house that whispers opportunity.

The Discovery

After pulling the tax records, I skip-traced the owner and reached the heir. His father had passed away, and now he and his two sisters owned the property. Luckily, they had already gone through probate, so the title was clean and ready to move.

The siblings lived out of state: one in Maryland, one in Virginia, and the other, I can't even remember. That made this a classic virtual play.

Locking It In

We agreed on a price of \$80,000. I sent over the agreement through HelloSign (a free DocuSign alternative that lets you send three contracts a month).

To protect myself, I wrote into the agreement something powerful: the seller authorized me to act as Attorney-in-Fact so I could list the property on the MLS if needed. That's called a novation, and it's one of the most creative tools in wholesaling today.

Finding Buyers

My first move was to pull a buyer's list of investors who had purchased in that zip code in the last 60–90 days. We blasted the deal out and had buyers walking the property. The problem was, everyone wanted to lowball me because of the repairs.

No problem. I tapped into my network. I called a fellow Houston wholesaler, Brent G., passed him the details, and he pushed the deal through his buyers' list. Brent connected me to another wholesaler, who actually had the end buyer.

The offer came in at \$100,000. The catch? They wanted half the profits.

The Play

Old me might've said yes. Seasoned me said no.

Instead, I went back to the seller and renegotiated the contract down to \$72,500 because of the property's condition. Once that was signed, I assigned the deal to the investor for \$100,000.

We structured it so the other wholesaler and Brent G. split \$7,500 while I walked away with a clean \$20,000.

And the whole thing? Done virtually. I never set foot on that property. My boots on the ground in Pensacola, my old college friend Corey helped when needed, but I closed this deal upstairs in my office behind a laptop.

Reflection

This deal showed me how much I had grown:

- On my first deal, I didn't even use a contract.
- On this deal, I wrote in a novation clause and renegotiated when I had to.
- On my first deal, I depended entirely on buyers calling me.
- On this deal, I built a pipeline through other wholesalers, other networks, and creative positioning.

Most importantly, I realized this: virtual deals don't just expand your playground, they expand your power. When you learn the paperwork, the tools, and the strategies, you don't just play in your city. You play in the entire United States.

That's freedom.

From Wholesaler to Wealth Builder

By the time I had closed a string of virtual wholesale deals, I started asking myself a harder question: What's next?

Wholesaling had been my hustle, my Launchpad. It paid the bills, proved the model, and built my confidence. But every time I assigned a deal, I kept thinking: What if I kept just one of these properties?

The truth is, I had been planning for this moment for years. I wasn't the kind of guy who blew every check. I had saved roughly 90% of my wholesale money, stacking it, knowing deep down that one day I wanted to start making passive income.

Robert Kiyosaki's Cash flow Quadrant and his board game Cash flow had been echoing in my mind the whole time. The lesson was clear: the real freedom wasn't in trading time for money. It was in building assets that paid you whether you worked or not.

That thought became action when I pulled a couple of properties off the delinquent tax sale list. They had back taxes and probate issues, but that didn't scare me anymore. I sent Vincent my right hand on the ground to knock on the doors, talk to the families, and open the conversation.

Piece by piece, we worked through the paperwork.

- Affidavits of heirship to prove ownership.
- Death certificates to clear title.
- Agreements signed and deals closed.

But here's the shift: instead of wholesaling those properties away for a quick check, I kept them.

The Reward of Ownership

Those two properties now put \$1,000 each per month in my pocket, even after property taxes, insurance, and repairs. That's \$2,000 a month of steady, passive cash flow.

Even better? Together, they've built over \$120,000 in equity. That's wealth that doesn't just sit; it grows.

Reflection

Hustle got me in the game. Ownership awards keep me in the game.

Wholesaling is the foundation; It's fast money, proof of concept, the hustle that builds your skills and bankroll. But it's not the endgame.

Because I saved and reinvested instead of spending, I was ready when the opportunity came. Now, instead of just chasing checks, I've started stacking assets.

Passive cash flow is freedom. Equity is generational wealth. And combining both is how you stop working for money and let money start working for you.

Wholesaling will feed you. Ownership will free you. Equity plus cash flow will build a legacy that outlives you.

Mindset & Daily Discipline

When I first got into wholesaling, I thought it was all about the grind. Early mornings, late nights, answering every call, chasing every lead, door-knocking in the Texas heat, and driving for dollars until my gas tank was empty.

And honestly? In the beginning, that's exactly what it took. Hustle got me into the game.

Hustle to put food on the table. Hustle gave me those first checks that made me believe this business was real.

But hustle alone will burn you out.

The Burnout Story

I'll never forget one week where I was doing everything myself, pulling records, cold calling, setting appointments, meeting sellers, showing the property to buyers, dealing with the title company, and still trying to keep up with family life.

I was running so hard I barely had time to eat or sleep. I remember sitting in my car outside a property in Texas City, staring at the wheel, hands shaking from too much coffee, and thinking: If this is success, I don't know how long I can keep this up.

And here's the truth: because I was stretched so thin, I actually lost the deal. The seller got frustrated because I missed a follow-up call. Another investor came in, locked it up, and I was left with nothing. That's when it hit me, I didn't lose the deal because of a lack of knowledge. I lost it because of a lack of systems.

The Shift: From Hustler to Owner

After that, I knew something had to change.

- I started setting up daily routines instead of running around blind.
- I invested in a CRM (BatchLeads, then later DealMachine) so no lead slipped through the cracks.
- I brought in help: VAs for cold calling, Vincent for boots on the ground, and later, other investors like Eugene for partnerships.

- Most importantly, I began to think like a business owner instead of a hustler.

That meant learning when to wholesale the heavy rehab properties, the vacant lots, the quick cash flips.

And when to hold on the houses with good bones, strong rental potential, and long-term upside.

Because wholesaling gives you cash, but ownership gives you freedom. Wholesaling will feed you today, but ownership keeps feeding you tomorrow.

The Lesson Driving Through Texas City

Not too long ago, I was driving around Texas City, passing by houses I had wholesaled in the beginning. One after another, I thought to myself: Man, I should've kept that one. And that one. And definitely that one.

Back then, I actually had enough money to buy some of them. But I didn't know any better. I was focused on the fast check. If I had held onto even a few, the amount of cash flow and equity I'd be sitting on today would be insane.

But that's part of the journey. That's part of the transition. You start as a hustler flipping contracts, and if you grow, you learn to keep the goose that lays the golden eggs.

Daily Discipline Framework

Here's what shifted me from chaos to control:

Morning Routine (Non-Negotiable)

- Quick workout or walk
- Review the top 3 income-producing tasks for the day
- 30 minutes of reading (Cashflow Quadrant, Think & Grow Rich, etc.)

Work Blocks

- 9 am – 12 pm: Lead generation (calls, texts, mail follow-ups)
- 1 pm – 3 pm: Appointments/virtual seller calls
- 3 pm – 5 pm: Buyer outreach + dispo marketing
- 5 pm – 6 pm: CRM updates, emails, contracts

Evening Wrap-Up

- Write down tomorrow's top 3 actions.
- Shut it down, business has to end at some point, so life can begin.

Reflection: The Goose That Lays the Golden Eggs

When I was running everything solo, I thought more hustle = more money. But all it gave me was more stress.

Driving past those old wholesale deals reminded me that fast money is good, but long money is better. The wholesale checks are exciting. They prove the model works. But the real win is building a portfolio that pays you while you sleep.

Discipline is what makes that possible. Hustle may start the fire, but discipline keeps it burning.

Takeaway: Hustle is the ignition, discipline is the engine, and ownership is the destination.

Chapter 11: Creative Tools & Strategies



Over time, I realized wholesaling alone wasn't enough. Too many deals slipped through my fingers because I only had one hammer in the toolbox. The more creative I became, the more opportunities I could unlock. Some of the best money I've made wasn't from the straight-line wholesale; it was from knowing when to use probate shortcuts, novations, or creative finance to engineer the win.

Affidavit of Heirship (Probate Shortcut)

One of the sharpest tools in probate is asking the question:

“Has probate ever been opened on the property?”

- If yes: tied up in court, lots of waiting.
- If no: green light. That's where you move fast.

Why? Because in Texas (and some other states), you can avoid probate court entirely if probate has never been opened. Title companies will accept an Affidavit of Heirship signed by the heirs. That means instead of waiting months, you can close in 30 days or less. It's faster, cheaper, and can save deals that most investors pass on.

Novations (Retail Buyers Without Owning the House)

Novations let you use the MLS as your buyer's list.

Here's how it works:

- You get Attorney-in-Fact authority in your contract.
- That lets you list the property on MLS with a realtor.
- You negotiate offers directly with the realtor.
- The seller only signs the HUD closing statement.

This is game-changing when you don't have a buyer's list in that city. With novations, the MLS is your buyer pool.

Watchouts:

- Budget for realtor commissions in your spread.
- Negotiate closing costs smartly.
- Always work with an investor-friendly broker who understands what you're doing.

Done right, novations turn dead-end wholesale deals into retail spreads.

Creative Finance (Be the Bank)

This one's a whole game by itself and one of my favorite long-term plays.

Creative finance means structuring terms when "all cash" doesn't work. Maybe the seller wants a monthly income instead of a lump sum. Maybe the buyer can't qualify for a bank loan. That's where you step in.

You can build terms that are:

- Favorable to the seller (they get a steady income).
- Favorable to the buyer (they get in with a low down payment).
- Favorable to you (you control the deal with little to no cash out of pocket).

One of my favorite models is what I call the Slow Flip:

1. Buy a property cheaply, say \$30,000 all cash, using saved wholesale profits.
2. Sell it on a Contract for Deed with:
 - a. \$3,000–\$5,000 down payment from the end buyer.
 - b. Monthly payments (with interest) are structured like a 30-year note.
 - c. No rehab, no fixing up.

3. The deed stays in your name until the last payment.

If the buyer defaults? You terminate the contract and take the property back. Then you rinse and repeat with another buyer.

This is powerful because:

- You make money upfront (down payment).
- You make money in the middle (monthly cash flow).
- You can still make money on the backend (if they cash you out early or you sell the note).

It's the exact opposite of hustling for a one-time check. Now you're the bank.

Chapter 12: How I Move Deals (Dispositions)



Finding a deal is only half the battle. Closing it and getting paid is where the real work comes in. That's where dispositions "dispo" come into play. This is the art and science of moving deals.

I've learned over time that you can't just hope a buyer will show up. You have to build systems, structure protections for yourself, and keep the momentum going until the money hits the table.

Non-Refundable Deposits Are Your Shield

One of the most important rules in my dispo process: never let a buyer tie up your deal without skin in the game.

I always require at least \$3,000 or more as a non-refundable deposit. The more money they put down, the more committed they are. A buyer with \$5,000 or \$10,000 at risk is far less likely to walk away.

That deposit also acts as protection. If they flake, I still have something to show for the time lost.

Now, here's the side note many wholesalers don't learn until it bites them:

- Depending on the state, the title company may require both you (the wholesaler) and the buyer to sign a release of earnest money before funds are released.

- We wholesalers call it a “non-refundable deposit,” but the truth is: it’s only refundable if the title is bad or the seller doesn’t sign at closing.
- If the buyer just decides not to close, in some cases, the title company will hold the deposit in escrow until both parties agree. That can be frustrating, but it happens.

Always Keep Marketing

Here’s another rule: never stop marketing your deal until the deal actually closes.

I keep pushing my deals calls, texts, emails, word of mouth, even after I’ve “locked in” a buyer. Why? Because if that buyer backs out or drags their feet, I already have a backup.

There’s no worse feeling than a dead deal with no backup plan.

Replacement Buyers

If my primary buyer backs out, I don’t panic. I simply roll over to the next one in line. Having multiple interested buyers means my deal isn’t held hostage by one person’s indecision.

Reflection

Dispositions taught me a critical truth in this business:

- Acquisitions get you opportunities.
- Dispositions get you paid.

It’s not about finding a buyer. It’s about building a buyer’s list, protecting yourself with deposits, and always having replacements ready.

At the end of the day, wholesaling is a people business. Buyers will test you, sellers will test you, and title companies will test you. The only way to survive and thrive is to systemize your dispo process, protect yourself, and always stay one step ahead.

Chapter 13: Legacy & Long Game



When I look back at my very first deal, sitting in a parking lot with a phone in my hand, nervous, hoping the seller would say yes, it feels like a lifetime ago. At that moment, I was just chasing checks. I wasn't thinking about the future. I wasn't thinking about freedom. I just wanted to prove to myself that wholesaling actually worked.

Now here I am, years later, sitting on cash-flowing rentals, equity that continues to grow, and more importantly, a lifestyle that doesn't depend on me knocking doors every day. And the truth is, the game changed for me when I stopped thinking like a hustler and started thinking like a builder.

The Goose That Lays the Golden Eggs

In the early days, I drove around Texas City and Houston, wholesaling everything I could find. Vacant houses, distressed duplexes, probate homes, if it looked like a deal, I flipped it. And yeah, I made some quick money.

But when I drive around those same neighborhoods today, I can't help but think, man, I should've kept some of these properties. Back then, I had enough wholesale profits stacked up to buy a few outright. If I had held them, the equity and the cash flow I'd be sitting on today would be crazy.

That's the lesson: wholesaling is the seed, but ownership is the harvest. Wholesale deals are like selling the goose. Rentals, creative finance, and long-term holds? That's keeping the goose that lays the golden eggs.

Vincent Burnett, More Than a Bird Dog

I can't talk about my journey without mentioning Vincent Burnett. He started just helping me find leads, but over time, he became so much more than a friend, a partner, a brother in this business. Vincent's guidance and loyalty were gold to me, and I'll always be grateful that our paths crossed.

Real estate isn't just about contracts and closings; it's about relationships. Deals will come and go. Some will close, some won't. But the real wealth is built with the people you build with.

From Hustler to Builder

I used to think success was measured by how many deals I closed in a month. But after a while, that treadmill burns you out. Hustling is great to get started, but it'll drain you if you ever evolve.

Now, success to me means:

- Properties that cash flow \$1,000 a month after expenses.
- Equity stacked up over \$120,000 between just two probate rentals I kept.
- Systems and people are in place, so I'm not tied to every deal.
- And most importantly, peace of mind.

I've saved 90% of my wholesale money over the years, knowing that one day I wanted to buy passive income. Robert Kiyosaki said it best in Cashflow Quadrant: the goal isn't just to earn, it's to build streams of cash flow. That's the quadrant shift from self-employed hustler to true business owner and investor.

Reflection: Legacy Over Checks

Wholesaling will always be my foundation. It's the hustle that taught me the streets of real estate. It gave me my first check, my first proof of concept, and my first taste of freedom.

But it's ownership, long-term holds, and creative finance that give me lasting freedom.

That's how I build legacy, not just income. That's how I create something my kids, or even my community, can benefit from long after I'm done knocking on doors.

At the end of the day, wholesaling is the starting line, not the finish line. The real finish line is building wealth that outlives you.

And that's the long game.

Takeaway:

- Hustle builds checks.
- Ownership builds legacy.
- The goose that lays the golden eggs? Never sell it if you don't have to.

Reflection

At this point in the game, I stopped seeing myself as just a “wholesaler” and started seeing myself as a deal architect.

- Wholesalers flip paper.
- Owners flip outcomes.

Affidavits, novations, creative finance, these are tools that turn “no deal” into “big deal.”

They keep your pipeline alive when other wholesalers walk away. And more importantly, they put you in a position to graduate from chasing checks to building equity, cash flow, and wealth.

Part I: Foundation

Part II: Execution

Part III: Creative Growth

Part IV: Wrap-Up

Appendix A – Contracts Toolbox Pack (Placeholder)

Appendix B – Flowcharts & Cheat Sheets (Placeholder)

Appendix C – Worksheets & Field Tools (Placeholder)

Appendix D – Closing Page (Placeholder)

Acknowledgments

To my students and mentees, you are the heartbeat of this system. Your hunger, your questions, and your wins gave this movement its rhythm. Every module, every worksheet, and every strategy was built with you in mind. Thank you for trusting me to guide you through your first deal, your next deal, or your breakthrough moment.

To my wife, Chandra, thank you for holding me down while I built this brand from the ground up. Your strength, your patience, and your belief in me made this possible.

To my children, Ahmarey, Nylah, and Ava, your names are etched into every page. You are the reason I lead with legacy.

To my late parents, Frank and Cynthia, your sacrifices planted the seeds for everything. I'm now harvesting. I hope this work makes you proud.

To my sister, thank you for showing me who you truly are. Your resistance, selfishness, and lack of humility toward our parents' legacy pushed me to study probate law, navigate the court system, and protect what was mine. That moment taught me how to stay calm under pressure, how to lead with structure, and how to stand firm in truth. It reminded me that evil never prevails when clarity and legacy are protected.

To the editors, designers, and vendors who helped shape this pack, thank you for respecting the tone, protecting the brand, and executing with zero guesswork.

To every reader who's ready to rise, this pack was built for you.

Final Reflection

If you made it this far, you're hungry and you've got what it takes. Every page you've read is a reminder that legacy isn't built in theory; it's built in motion.

Start where you are and take action. Build with what you have and take action. Protect what you create and take action. You gotta stay hungry. You gotta stay hungry. Every day.

Get up. Go after it. Take action. Build. Be better than you were. Take action. Strive. You're not gonna be perfect, but take action anyway. Be the best that you can be. Try as hard as you can. And one day, when you look up, it will be built for your legacy.

Take care, Vincent

