

# The Bankers Nightmare

How to build recession proof wealth using techniques that multi-millionaires have used for decades by becoming your own banker.

By Wayde M. McKelvy  
Founder Speed of Wealth

[www.SpeedofWealth.com](http://www.SpeedofWealth.com)  
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## PREFACE

It's no secret that bankers are wealthy. I am not talking about the presidents of banks or the tellers or worker bees; no I am talking about the owners of banks. Bankers set all the rules and because you have been conditioned your entire life you simply follow the rules and block out the idea that they are creating a ton of wealth from your money...it's just part of life in America.

If bankers make all the wealth, and if you look on every major street corner across America, you will come to understand that banks have money. Then why are you *not* creating your very own banking system without all of the licensing requirement and scrutiny? The answer to this question is very simple, you just have not been shown how. Well, this short report will give you some quick and easy answers to building tremendous wealth by becoming your own banker and guide you to the next steps you should be taking to continue your education process.

This is a FREE report and you will find it full of answers. What happens next is entirely up to you but I can assure you, people that learn the "Speed of Wealth" techniques are building greater wealth than the average American and doing it at warp speed. This report will not take you long to read so sit back and enjoy. It won't be long until you let out a big sigh of relief knowing that there is something that can be done to change the path you are currently on.

Hope to speak with you soon,



Wayde M. McKelvy  
Founder – Moving at the Speed of Wealth

**P.S. – For true wealth building techniques and strategies visit:**  
**[www.SpeedofWealth.com](http://www.SpeedofWealth.com). This site is the backbone of what we teach and this report is just a small fraction of our overall approach to helping you build tremendous wealth through your investments.**

# INTRODUCTION

It doesn't take a genius to understand why banks make huge profits. It is a very simple and logical strategy that has been going on for centuries. If you can find some sucker that will loan you their money at a very low interest rate (that would be most of America), then turn around and loan that suckers money out to some other proactive entrepreneur type that understands it takes money to make money at a higher rate than you are borrowing from the sucker then well...you stand to make a whole heck of a lot of free money. Banks earn the majority of their money from arbitrage. This is a word that must now become engrained in your mind. This one little word, when understood and put to work will make you rich.



## Why is there a bank on every corner?

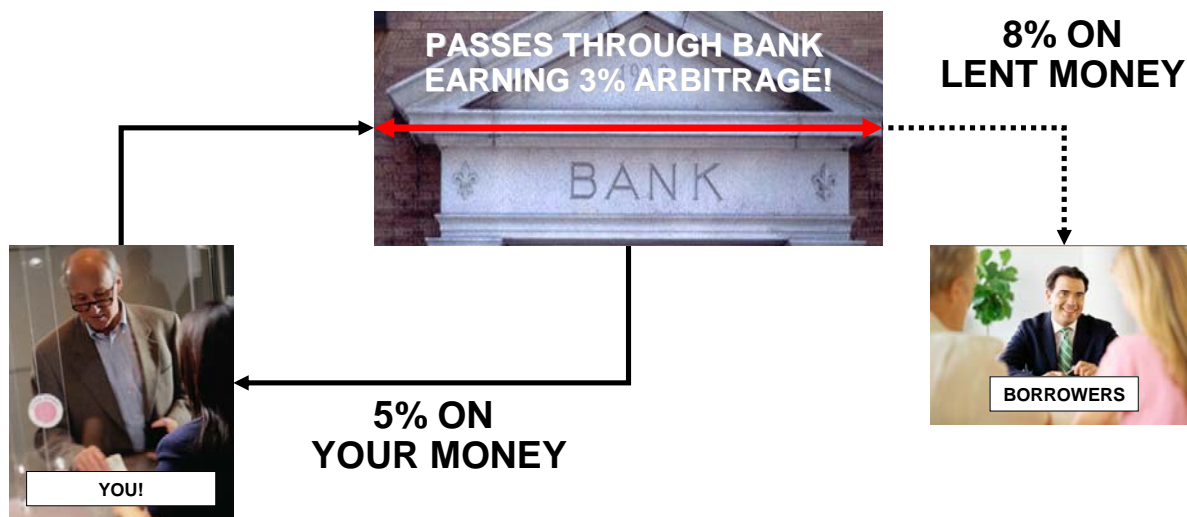


Figure 1

Figure 1 shows a slide that I use at my free introductory seminar that I conduct across the nation (you can find out more at [www.SpeedofWealthSeminar.com](http://www.SpeedofWealthSeminar.com)). When you deposit money into a Certificate of Deposit, Money Market Fund, Checking Account or any other account that is considered a "cash equivalent account" you are essentially loaning money to the bank at a predetermined interest rate. This rate is usually lower than the "true" inflation rate meaning you are losing money everyday. Then the bank turns around and invests, or loans, your money to someone else at a higher interest rate and creates arbitrage in doing so.

In this example, you are depositing money in a (CD) Certificate of Deposit (FDIC insured but more on this later) with no guarantees (although you may think it is). The bank contracts to pay you 5% and on a \$100,000 deposit you will earn \$5,000 annually that is usually taxable. If this money is not coming from a qualified retirement account or an Individual Retirement Arrangement (IRA) then the interest is taxed as earned. Depending on your tax bracket

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your true rate of return will decline. For example; if you are earning 5% on your money and you are in a 33% marginal state and federal tax bracket your true return is only 3.30% which, of course, is much lower than the true rate of inflation (you can learn more about the true rate of inflation at [www.SpeedofWealth.com](http://www.SpeedofWealth.com)). In our example the banker turns around and loans your money out at 8%. The spread between what they are paying you, 5%, and what they are receiving, 8%, is 3% and this is pure arbitrage and pure gross profits or FREE money! Just to make you feel worse, many times the bank just turns around and loans you your money back. Think of it, you deposit money in xyz bank and use xyz bank to finance a car. Boy, have you been taken to the cleaners.

*Important Note: Always finance car purchases. Never pay cash; you are costing yourself hundreds of thousands of dollars in additional retirement savings when you pay cash for a car. Learn more at [www.SpeedofWealth.com](http://www.SpeedofWealth.com).*

So that you do not feel completely had, I want to point out that banks are allowed to borrow money from the federal government at a very low rate as well. This federal funds rate helps banks create arbitrage as well. The bank can borrow up to ten times the deposits they have on hand at their bank. It must be wonderful to be in the banking business. Unfortunately, you cannot borrow from the federal government at these rates; you are on your own.

Let's assume the bank has ten million dollars on deposit and is paying on average 5% to the depositors. The bank is paying out \$500,000 to depositors each year. Now the bank loans it out at 8% and is collecting \$800,000 each year leaving them with gross profits of \$300,000 each and every year. Obviously the bank will borrow from the fed another \$100,000,000 and loan that out and make more than \$3,000,000 in gross profits each year. Not bad for a small bank in some small town. Imagine what the big boys do each and every year.

Now why would the federal government loan the bank this money at such a low rate when they, like you, know the bank is just going to turn around and loan it to someone else at a much higher rate? The feds will do this for the same reason that you are doing it. You, like the feds, do not have the resources, knowledge, time or experience to find these folks to loan at a higher rate.

It only stands to reason that if you could find people to loan your money to safely and bypass the middleman (bank) altogether you probably would. If not you should stop reading this report and pass it along to someone that is ready to invest to win and not to not lose.

Obviously, if you were to loan your money to someone you would like your money to be secured and pay a reasonable interest rate back to you. This money could easily come from your IRA your 401(k) or any other asset you have including your home equity. Trouble is, where do you go to find these folks and how do you structure it for safety.

This is where the "Speed of Wealth" can step in and help you. We have people approaching us daily to borrow money and are willing to pay up to 18% for the privilege. You are the benefactor of these returns and your money is safe and secure in what I believe to be a safer place to have your money than in the bank.

If you are looking for a safe environment for your principal that provides predictable, consistent and long term returns look no further than Deeds of Trusts or loans backed by real estate as collateral.

## **DEEDS OF TRUST**

One of the primary investments that I have participated in for over a decade has been “Deeds of Trust”, also known as a mortgage east of the Mississippi. Many of you may be familiar with them by the term hard money loans, but the stigma tied to these is often false.

Most people believe that hard money loans are loans with a high interest rate and made to people in desperate need of money. People facing foreclosure, in bankruptcy, without a job or facing any number of scenarios that would make a borrower look very weak to “A” lenders (Traditional banks).

While this is true with some hard money lenders, it’s not the case when I make loans. I usually will make hard money loans to developers and real estate investors. These are people with excellent incomes, strong assets (many times multiple millions of dollars) and great collateral (real estate holdings).

### **An Overview:**

Perhaps one of the best kept secrets in the investment world today is how many people, of all ages and incomes, are earning very competitive returns and earning passive real estate income through high interest trust deeds. As we say as you go through the “Speed of Wealth” process, being the banker is much safer and more rewarding than being a direct investor in real estate.

What is a deed of trust? When an entity wants to borrow money, especially large amounts, banks will require collateral. If you have ever borrowed money to purchase a home then you are very familiar with Deeds of Trust (also known as mortgages east of the Mississippi). Here, you are on the **wrong** side of the fence. In other words, you have collateralized your home to borrow money to buy the home. More than likely, you are what is considered an ‘A’ borrower. You will get the most favorable interest rates, the highest loan-to-value ratios (discussed later) and pay the lowest fees. You will also have a smorgasbord to choose from when it comes to different types of loans.

Many of you may be tired of hassling with tenants, contractors, leasing agents, real estate agents, brokers and attorneys. Trust Deeds offer a way for investors to benefit from other people’s efforts, stay in touch with real estate, and provide much better returns than you would typically receive in CD’s, Money Market Accounts, Bonds and other low risk, low interest paying options.

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Simply put, "Trust Deeds" are the instrument allowing you to foreclose on the borrower if he does not follow the terms of the promissory note. Hard money loans are no more than private mortgages. These are short term loans to real estate investors and/or home owners secured by the value of the real property as collateral. These types of investors typically make between 12% and 18% annualized return, with monthly payments made to the lender, with relatively low risk. You can enhance your lifestyle dramatically with little risk to your principal, in a short period of time.

When making these types of (Trust Deed) loans you can anticipate a spread between prime rate of about 4% or more. Because corporate bond rates and prime rate tend to move in the same direction, this ensures you will always create arbitrage when borrowing from your equity or insurance policy (learn more at [www.SpeedofWealth.com](http://www.SpeedofWealth.com)) that creates the three-column wealth building strategy.

Depending on the market, we will typically loan no more than 75% loan-to-value. Loan-to-Value (LTV) is a percentage of the appraised value of the home (very conservative appraisals and modified for market conditions). For example, if we are in a soft market we might only loan to 65% LTV. If the home is conservatively appraised at \$100,000 we would loan \$65,000 and collateralize the \$100,000 property. Typically, but not always, we will loan to investors on income producing properties, and developers, securing the land at an even lower loan-to-value ratio. The interest rate we can charge is sometimes predicated by the State in which we are loaning. Because of this, we prefer to loan to a commercial entity because laws governing commercial loans are much more lenient. When you start loaning to consumers that are having difficulty making payments on a lower interest rate loan, you will be accused of being a "Predatory Lender" and you will lose in a courtroom. We want to do business where it is a win-win for all parties.

We will examine the property and perform due diligence to ensure the appraised value is indeed the "fair market value" (fair market value being what a prudent buyer would really pay for the property). Appraisals are not approached scientifically and can vary dramatically from one appraiser to the next. We use only selected appraisers who are aware of our conservative tendencies. We are not so concerned with the borrower. The property value and equity are our primary concerns. The #1 factor in any loan is if all goes bad for the borrower, do we want the property?

In the majority of cases, we will be looking for a first position or first lien. Occasionally, we will take a second position but the Combined Loan to Value must still meet our requirements. Seconds are a bit more risky but offer higher returns. We will look at seconds on a case by case basis.

A typical loan may look like the following:

- Interest only loan for 6-12 months with an extension option. Points will be required to extend the loan. The points charged to extend a loan will go to the investor.
- 10% or higher – this is what the investor receives and is determined by prevailing market conditions.

- Up to five points that may be financed into the loan. Points go to the originating loan company and to service the loans.
- Seventy-five percent (75%) or lower loan-to-value determined by market conditions where the property lies and state laws.
- Typically first lien position (seconds will be considered on a case-by-case basis).

Your money is very secure and backed by real estate. If you are at 75% LTV and in a one year note, the market would have to drop 25% in one year to put you in jeopardy. Remember you still have the property to sell to get your principal back. If real estate markets drop this much in one year, where you put your money will be of little consequence because the entire US economy would be in a shambles.

Trust Deeds pay out monthly to investors except in the case of foreclosure. If we have to foreclose on a property, the interest continues to accrue but it could take up to eighteen months or longer to finalize the procedure. During this time, the investor receives no monthly payments. This is one big factor in diversifying your portfolio of trust deeds. If you own ten trust deeds and one has to be foreclosed on, you continue to receive an income stream on the other nine. This is only important if you rely on the income stream. If not, then foreclosure proceedings just ties your money up longer but you typically will receive a higher return because each note has a higher default interest rate. As I said, interest continues to accrue and all costs involved to foreclose are added to final payoff.

Once the foreclosure process is complete the investor owns the property and can proceed in any fashion deemed fit to recover principal and interest:

1. You could hold on to the property and convert it to a rental
2. You could improve the property and sell it traditionally
3. You could sell or Lease with Option to Buy (which is never the option I recommend)
4. Or you could sell the property at a discount to another investor. This is usually the option we choose. Remember that you are bankers now and not real estate investors.

We always recommend selling at discount that actually improves your rate of return. The following is an example:

You loan \$100,000 at 65% loan to value, 12 months 12% interest plus 4 points. The points go to the originating company. The borrowers' payment is \$1,000 per month. The borrower makes six payments and defaults (we initiate foreclosure thirty days after default automatically). In a rare case, it could take twelve months to foreclose and the borrower owes us \$112,000. The property was originally appraised at \$154,000. We do a quick fire sale (typically to another investor) at 80% of value or \$123,200. We've added an additional profit of \$11,200. Our total return over this 18 month period is \$29,200. This profit, divided by the original investment of \$100,000, equals a return of 29.2%, divided by eighteen months times twelve months, gives us an annualized return of 19.46%.

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Given these examples, what do you believe is the worse thing that could happen with this type of investment? Most people answer foreclosure. Given the fact that we were patient and foreclosed and increased our annualized rate of return to 19.46%, I'll tell you the worse that can happen is the borrower makes his or her payments.

You see, the investor did all of the leg work to find and negotiate on this property. The investor took all the selling risk and probably sank some of his or her money into rehabilitating the property. We have very little risk. We want the property. Unfortunately, we very rarely get a property back by foreclosure. Most of these investors, when the loan is structured correctly, make the payments.

Rather than foreclose on the individual in the example above more often than not we would probably offer to buy him or her out at the first sign of trouble. If we were to give the investor \$10,000 to walk away from the property and quit claim (give us title with a signature which they are almost always happy to do when they are out of money) the property to us, we could immediately flip the property to another willing investor. These kinds of investors are never hard to find.

Let's assume the investor made four payments and found himself in money trouble. This investor undoubtedly did some repairs on the property inside of this time period. The original loan to the investor was \$100,000 and the property is worth \$154,000. You have collected \$4,000 but we gave the investor \$10,000. We are now into this deal approximately \$106,000, but we have no costs to foreclose. We now flip it to another investor at 80% LTV for a purchase price of \$123,200 giving us a profit of \$17,200 (sales price of \$123,200 – money into deal of \$106,000). Our return is 16% (profit of \$17,200 divided by money in deal of \$106,000). Let's assume we could flip this to another investor in one month. Our annualized rate of return is now 38% (16% return divided by five months times twelve months). Now that's a good safe rate of return.

Many times if the borrower does not have enough equity in the property he is trying to borrow against we can do a cross collateralization. For example: I had a borrower approach me in Denver that wanted to borrow one million dollars against his commercial building. The property only appraised at 1,500,000 which would have been a 67% Loan-to-Value. This is pushing it for me as he also asked to finance the annual payments and closing costs which brought the LTV even higher. I was leery and told him that there was not enough equity for me to make the loan. During our discussions, I found out he also owned two other commercial properties with equity in them. I told him I would make the loan if he allowed me to put a Deed of Trust on the other two properties as well tied to the one promissory note. I knew I was in second position on the other two properties but felt good with my new loan-to-value of 37%. I loaned him the money at 13% plus four points and all the payments for the year were collected up front. The total loan amount was 1.1 million or an annual payment of \$143,000. Because I collected the payment upfront I was able to turn around and loan out this \$143,000 to another investor at 13%. Essentially I was earning 15% on this commercial loan because I was able to reinvest the pre-collected payments.

The point is that you can get very creative on how to drive up your returns. We always have a late payment clause and a pre-payment penalty clause in our promissory note. If the

Moving at the Speed of Wealth 1-800-228-3207 [www.SpeedofWealth.com](http://www.SpeedofWealth.com) The Bankers Nightmare borrower is ten days late on payment (which they almost always are), you charge 5% of the payment as a late fee. Assume that he makes every payment late for twelve consecutive months on a \$100,000 loan with a payment of \$1,000 per month. We would collect an additional \$600 on top of the \$12,000. Our new return is 12.6% annually.

Many clients ask us who would be crazy enough to borrow money at 12% or higher and pay these points. The answer is thousands of people and surprisingly, many very wealthy individuals. The trade off is good for these types of borrowers because they can secure the money quickly (within 48 hours) and they do not have to provide financial history to a banker. Remember all we care about is the property. Another question I am asked all the time is how we can make so many demands from the borrower. This comes down to the golden rule: **“He who has the gold makes the rules!”**

As you can see, investing in “Deeds of Trust” can be a very lucrative, safe place to earn better than average returns without all the hassles of being a real estate investor. Keep in mind that we reinvest every payment coming our way; this immediately drives up our returns even higher.

## **Combining a Properly Structured Insurance Policy as an Investment Tool with Safe Investments Like Deeds of Trust.**

**Important Note:** *The following section is taken from our “One Day Intensive Investment Survival Bootcamp”. You can learn more about attending a bootcamp at: [www.SpeedofWealthWorkshop.com](http://www.SpeedofWealthWorkshop.com) or visit [www.SpeedofWealth.com](http://www.SpeedofWealth.com). Although you may feel a bit confused reading this next section, lights should go off suggesting that you should learn more. I highly recommend that you continue to read and don't miss any section of this report.*

Let's assume in this section you have listened to our advice and created your life insurance policy bank and you borrow funds from your Cash Value account in the policy to invest in trust deeds. By borrowing from our insurance policy at 6% (*Remember that the interest rate you can borrow at fluctuates and is tied to the prevailing AAA Corporate bond rates*) you can reinvest the funds at 12%. This rate will fluctuate over time but for this illustration I will assume an average interest rate to borrow from the policy of 6%, an average trust deed rate of 12%, and an average return within the policy of 9%, excluding cost of insurance and expenses.

**NOTE:** *Deeds of Trust offer us an excellent way to always create arbitrage when we borrow from our policy. They provide us with the two columns of growth that we desire. Remember that as bond rates rise so does the interest rate we can charge on these Trust Deeds.*

<b>BORROW \$100,000 FROM POLICY</b>			
<b>9%</b>	<b>6%</b>	<b>12%</b>	
<b>\$ 9,000</b>	<b>\$ (6,000)</b>	<b>\$12,000</b>	<b>Gross Return</b>
		<b>\$ (6,000)</b>	<b>Less Policy Loan</b>
		<b>\$ (1,800)</b>	<b>Less Taxes</b>
		<b>\$ 4,200</b>	<b>Net Return</b>
		<b>\$ 9,000</b>	<b>1st Column Growth</b>
		<b>\$13,200</b>	<b>Total Return</b>

Figure 2

When looking at Figure 2 you can see that by borrowing from the policy you have generated a 13.2% after tax return on your money, assuming you are in the 30% federal and state marginal tax bracket. If you were to receive a 12% return on your money outside of the policy and outside of a qualified plan or IRA, your effective return would have been 8.4%. This is a big swing and will make a big difference. The chart below shows the difference in growth of \$100,000 at an after tax rate of return of 13.2% and 8.4%.

### Arbitrage Using Insurance

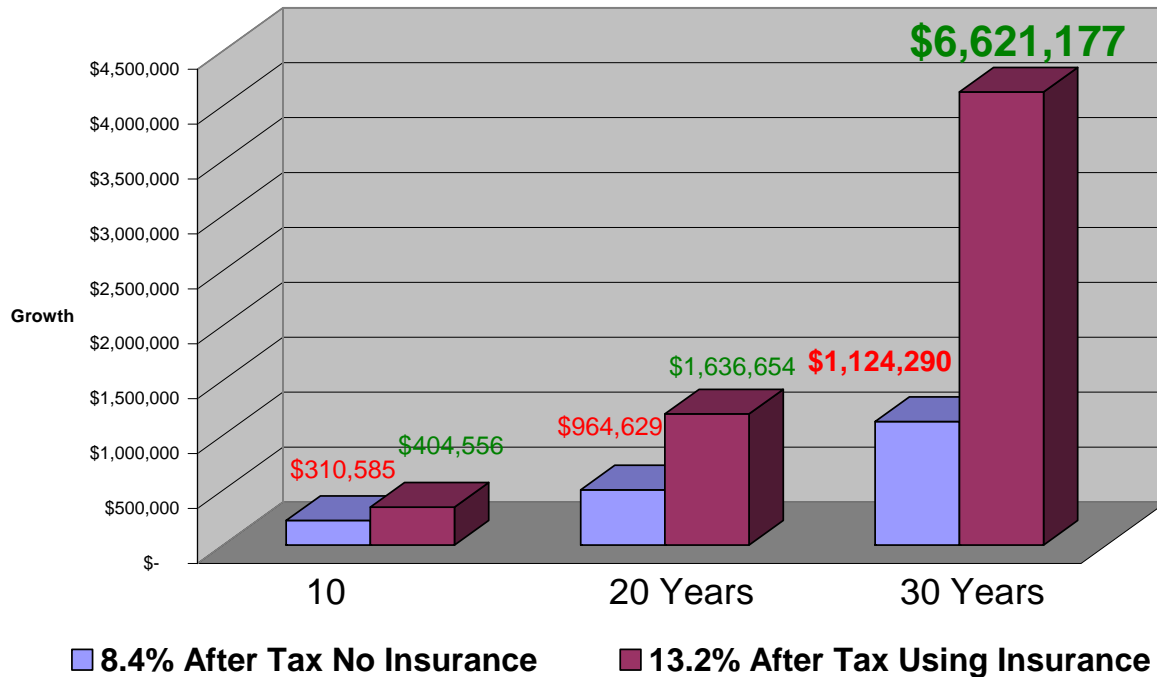


Figure 3

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 You can plainly see in *Figure 3* that utilizing the insurance policy bank and then investing in trust deeds make a huge difference. By year ten you have over \$96,000 in additional growth and by year twenty you over \$672,025 of additional growth.

## Using IRA Money

No one said you can't invest in trust deeds with your IRA. In fact we encourage this. You can simply rollover a portion or all of your IRA into a "Self Directed IRA". I encourage every reader to start a self directed IRA with at least a portion of your IRA. You can split your IRA as often as you like. We work with Entrust New Directional IRA as our custodian of choice but there are scores of custodians to choose from. Simply Google® "Self Directed IRA's" and you will find yourself with more information then you'll ever need.

Once you have completed this rollover you can direct a portion of your money into "Deeds of Trust". If you use us you will need to use the custodian that has already approved our investments. Now let's use the same \$100k but use funds in your IRA and compare the after tax rates of returns. Using your insurance policy you are receiving a 13.2% after tax return. Investing straight from your IRA you will receive an after tax rate of return of 12%. Let's compare:

### Insurance Arbitrage

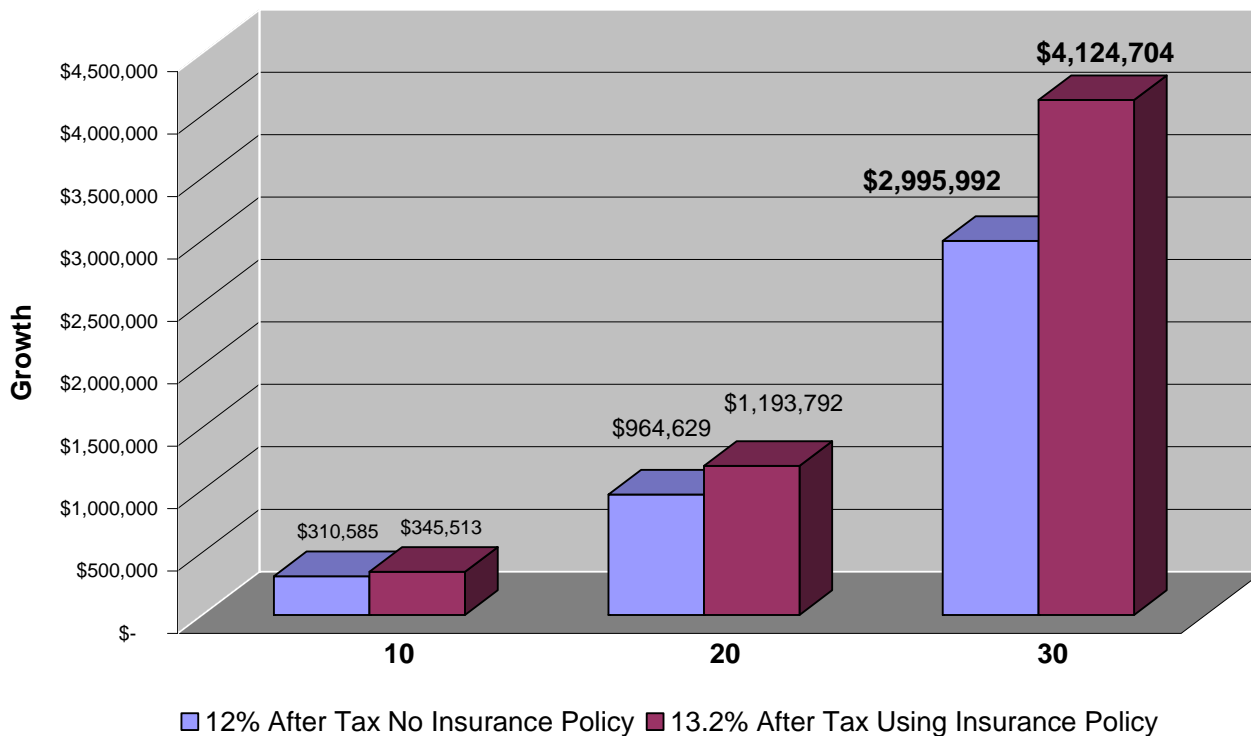


Figure 4

Figure 4 clearly shows you will experience more growth with just 1.2% of arbitrage. By year thirty, this is dramatic. You have \$1,128,712 more growth with the arbitrage. You must keep in mind that the 12% IRA growth columns are completely misleading. You may think you have good growth but every single dime you withdraw from your IRA accounts is taxable. Let's use our 30% tax bracket example. If you were to withdraw the entire \$2,995,992 from your IRA in year thirty, you would be left with \$2,097,194. Now our arbitrage model beats your IRA model and your traditional thinking by over two million dollars because our model is tax free (Learn how at: [www.speedofwealth.com](http://www.speedofwealth.com)) or taxes have already been withdrawn.

**Important Note:** *For you accountants and other people that would like to trash me out there, I am fully aware of the difference between marginal and effective tax bracket. I realize you will not pay 30% on every dime you withdraw but the point is still the point. Better is better and taxes are taxes. Thank you for your contribution though because I need to stay on my toes. – Wayde P.S. For the reader trying to get something out of this, I will continue pretending that you will pay marginal taxes on every dime throughout this book.*

To take it one step further. Assume that you withdraw 10% from each account each year starting in year thirty which, after all, retirement income is what this is all about. If you withdrew 10% from your \$2,995,992 IRA account your withdrawal would be \$299,599. However, now you're in a higher tax bracket. As well, taxes are likely to be higher in the future. I'll be conservative and place your tax rate at only 33%. Your tax bill on this one withdrawal is \$98,868 leaving you a net withdrawal of \$200,731. Your 10% withdrawal from your insurance and side account of \$4,124,704 is \$412,470 which is all tax free. This is a \$211,739 positive swing in your net income.

Just look what happens in only ten years. Again, using our example above, you pull out 10% of each account. Pulling money from your IRA account leaves you net income of \$21,740. Pulling 10% from your newly formed "Speed of Wealth" system, your net income is \$34,551. That's \$12,811 more income to you every year by utilizing a life insurance contract and you had life insurance to protect your family the whole time.

Our passion about this program should be clear. We are strong believers in this insurance policy because it provides a perfect tax shelter and banking system that will explode not only your wealth but the cash flow you can enjoy at the end of the day.

## The Power of Leverage

**People Leverage:** I want to make one thing perfectly clear. **You are more powerful as a group than you are as an individual.** You may not have \$150,000 sitting around to invest in Deeds of Trust. You may not know how to find the investors looking to borrow money. You may not know how to structure the deal or service the deal or foreclose if necessary.

We do! At the "Speed of Wealth" we just want you to invest money and sit on the beach in Bermuda drinking Mai Tai's and watch the sun rise with your loved ones. We are approached on a daily basis by investors that are willing to pay these interest rates on their

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real estate loans. We know how to structure them and we know how to service and  
foreclose on them. This is what we do.

Knowing this we have created partnership arrangements either in the way of mortgage  
pools or Limited Liability Companies (LLC's) to allow you to take part in these excellent  
opportunities. You can invest as little as \$10,000. You see we believe that all investors,  
regardless of their wealth, have the right to higher returns. After all, higher returns and more  
wealth built means less reliance on the government in the future.

Leveraging people's money allows us to fund deals on a consistent basis and offer these  
returns to the partners. Unless you are prepared to do this yourself then I recommend that  
you join the Speed of Wealth Club as a member. Membership has special perks including  
belonging to a like minded group of people with similar goals and ambitions. To learn more  
visit [www.SpeedofWealth.com](http://www.SpeedofWealth.com). We have created specific real estate investment clubs to  
help you with education and to bring opportunities to you that would not present themselves  
to you on your own.

**The membership fee is a one time \$199 and is fully refundable if you are not  
completely satisfied no questions asked.** I recommend that you check it out!

**Money Leverage:** One of the most powerful strategies that we teach our members is how  
to earn infinite rates of returns on your money and how to create \$35,000 of tax-free income  
in ten years with no money out of your pocket by using a "dead asset".

What is this "dead asset" I am talking about? I am talking about that huge investment you  
may have that is earning a 0% rate of return...your home equity. Think about this, your  
home will appreciate at the same rate whether your home is paid off or mortgaged to the  
hilt. This means that you have no return on home equity. The truth is that home equity  
does have a small rate of return but more about that in another lecture.

While many Americans are going around pulling out equity to consume (you know, buy a  
boat, pay off credit cards, and go on vacation) you should pull out your home equity for one  
reason, to reinvest. Now, I could write an entire book on this subject but I don't want to go  
into it to deeply here. Suffice it to say that once you are a member of the "Speed of Wealth  
Club" you will get more than your share of my arguments on this point. Just to bring it to  
light take a look at the below example:

## Use equity to create wealth

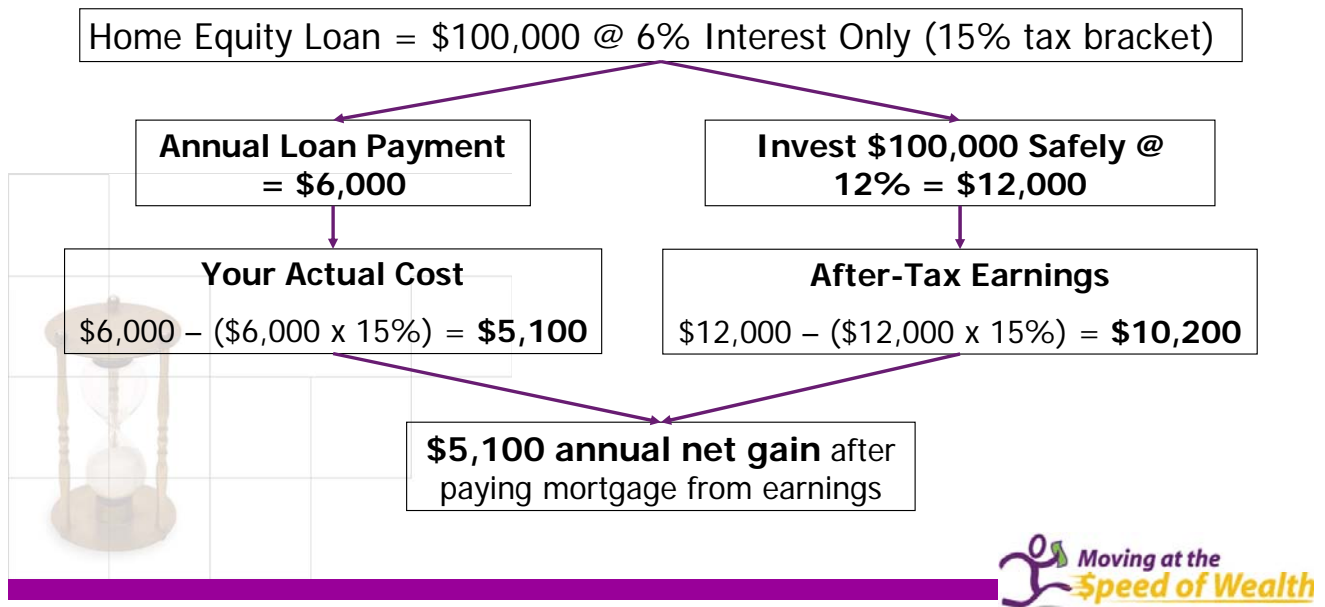


Figure 5

Figure 5 shows another slide I use in my introductory seminar. We are staunch believers that you should never pay off your home. In fact there are only two types of loans you should consider; one being a fixed rate interest only loan. In the example above I show an investor pulling out \$100,000 of equity at 6% interest only. He pays \$5,100 per year when you factor in his tax deduction on home interest at 15% (assuming this is his effective tax bracket. Not all home loan interest is deductible. Please seek out advice from a competent tax advisor for clarification). If he reinvested the \$100,000 at 12% in Deeds of Trust then his after tax annual earnings is \$10,200 which is paid out at a rate of \$850 per month. He uses this \$850 per month to pay his additional monthly after tax deductions mortgage payment of \$425 leaving him a net after tax monthly profit of \$425 or \$5,100 per year. Since he has no money out of his pocket he essentially receives \$5,100 per year in FREE wealth and his return on investment is infinite. Infinite because there is no money out of pocket so it is not measurable.

What does our member do with this additional \$425 per month? Well, this is an investment so we don't want him to spend it unless he needs the income (what a great alternative for seniors over a reverse mortgage). A great place to put this money is into a properly structure high return life insurance contract that can produce him tax free income down the road and the insurance policy creates a banking system that he can borrow from and create this same kind of arbitrage he is enjoying from his home equity. Once again, you can learn all about this once you become a member of Speed of Wealth.

I am keeping this report short just to get you thinking a little bit and in the hopes that you will take action and at least check [www.SpeedofWealth.com](http://www.SpeedofWealth.com) out and find out what it is that you don't know.

## Summary

In my opinion investing in Deeds of Trust are safer than investing in CD's or Money Market Accounts which are quite a bit safer than other investments. I don't know who it was that said high returns equates to high risk but apparently he never invested in Trust Deeds. Your money is collateralized by something tangibly "real" as in real estate, not paper like stocks, bonds, mutual funds and the like. Land is true gold and it will always have intrinsic value.

If you don't have at least a portion of your portfolio in Deeds of Trust then you are missing the boat and need to reconsider. After all, if you currently have a home loan you are already familiar with these deeds of trust because you have signed one along with your promissory note. You need to get on the other side of the fence and increase your wealth starting today by visiting [www.SpeedofWealth.com](http://www.SpeedofWealth.com). In parting take a look at the diagram on the following page and make your own decision. This final slide shows the difference in how your money would grow if you could have received an average return of the S&P 500™ or 17% trust deeds in the last ten years starting with \$100,000.

Yes, I said earning 17% per year and I am about to show you how. Keep in mind that the following chart shows your 17% growing in a compounding environment and trust deeds pay out monthly so the final number is off just a little bit. Once you understand why you want to put this into a life insurance contract that is created specifically for banking you will understand why the Speed of Wealth is now sweeping the nation at warp speed. Don't you think it is time to see if you want to get on the boat and visit new frontiers? If so then visit us at [www.SpeedofWealth.com](http://www.SpeedofWealth.com) and let's build wealth together.

# Join the Speed of Wealth Club and/or Talk to a Speed of Wealth Specialist to Learn About a Special Investment Opportunity

## Earn up to 17% Return on Your Money Annually in Nice Safe Deeds of Trust

### Volatility vs. Consistency: \$100,000 for 10 years



S&P 500 Returns Jan. - Jan.*	Growth**	Steady 17% Returns	Growth#
24.69% - 1998	\$123,190	17%	\$117,000
30.54% - 1999	\$158,964	17%	\$136,890
8.85% - 2000	\$170,648	17%	\$160,161
-1.93% - 2001	\$164,795	17%	\$187,388
-17.26% - 2002	\$133,879	17%	\$219,245
-24.29% - 2003	\$99,352	17%	\$256,517
32.19% - 2004	\$129,843	17%	\$300,125
4.43% - 2005	\$133,647	17%	\$351,146
8.36% - 2006	\$142,815	17%	\$410,841
12.36% - 2007	\$158,325	17%	\$480,684

\*\* Less 1.5% management and hidden fees

# Compounding Tax Deferred

**Difference: \$322,359**

\*S&P 500 Index, not reinvesting dividends



The above chart shows a difference of \$322,359 between investing in the market or nice safe consistent 17% deeds of trust in a compounding environment like a self-directed IRA or 401(k). I know it bothers you that your portfolio is so much bigger and you didn't have any sleepless nights, no fretting, no opening the paper to see the stock reports etc. This was just plain old boring trust deeds building your wealth consistently with no fun what-so-ever!

I am writing this report at the end of March 2008 and I bet you can guess what's happening right now. The market is tanking and I would guess that as of today your ending balance of \$158,325 is closer to \$140,000 in just one month. If you want to have a predictable retirement then why on earth or you investing in an environment that goes up and down consistently, aka the stock market? Sure, invest for the long run. I wish somebody would define "the long run" because it ain't working for the average Joe.

**To learn how to receive up to 17% on Deeds of Trust call a Speed of Wealth Specialist today at 1-800-228-3207! Or visit [www.SpeedofWealth.com](http://www.SpeedofWealth.com)**

**P.S. – Update, as of last Friday, March 28<sup>th</sup> 2008, I read an article that the S&P 500 index is at the exact same point as it was nine years ago in 1999. This indicates that if you left your money alone and invested for the long run you would have zero growth.**