

30 under 30

NYC 2024: BOOKS

One Thing
Fanatical Prospecting
38 Letters from Rockefeller
Spurs and Saddles
Alchemist
Anxious Generation
Atomic Habits
Living Untethered
One Word
Verbal Judo
Power Questions
I know how she does it
U Squared
Never Split Difference
Let the Sellers Beware: 45 ways to get out
Do. Nothing
Ruthless Elimination of Hurry
From Strength to Strength



THE NELLIS GROUP
REAL ESTATE
exp



30 under 30

NYC 2024: NOTES

Open Houses in evenings and entertainment

Social Media: upload to socials for sphere

One step negotiation: verify condition at same time of price. Pre-inspections

Zillow Seller Flex

YouTube every week: go to new community, experiences and lifestyle

Folio- automate everything

Service for Life: newsletter

Huzi.ai

Virtual assistant

Client References:

Name and Number (builds trust)

Loom Video:

Share the market. 3 mins

Rental comps and sales comps

Show them movement and value

CubiCasa

Floor plans

Open House Visitors:

Send them a video walk of a property that matches for them - without being a client etc

Client events:

Invite the mayors and others city council etc

72 touch calendar with DB

Cam 2023

Get his system

withroam.com

NG

THE NELLIS GROUP
REAL ESTATE

exp



30 under 30

NYC 2024: NOTES

Embody the success you have earned
Charge more

Write down the success of every sale so you can share that with future clients. Also do as
video

Open House
Home Depot: 20.00 gift cards give to all unrep buyers

Absentee Owner marketing
Texas Realtor -

Women's Group: Meetup
8 deals from it

Phone in bathroom. Don't snooze

LinkedIN- companies and moving HQ
Add all employees that could relocate

Investing. Napkin method
X commission: investing

Cost Segregation. Accelerated depreciation
Madison Specs - company

Boomerang DM
My branding - snail mail discounts - they plan to use it. In most markets

NG

THE NELLIS GROUP
REAL ESTATE

exp



30 under 30

NYC 2024: NOTES

**Multi-Family:
Doors in Chicago
Melanie**

**Be social on social media
Build. Branding.**

**Your niche will make you rich
Meditate daily**

**Group Fitness
Meet people get healthy**

Marketdwellings.com

**Altos Research (data)
Loom for seller updates - video for every seller
when on market**

Text Messages app- slick text is the platform

**One activity: 4 touches
Invite. Text. Call. Event**

**CMA at beginning of every year or on home
anniversary. Send sales and rental data**

**Workshops/Seminars
Be consistent**

NG

THE NELLIS GROUP
REAL ESTATE

exp



30 under 30

NYC 2024: NOTES

Christmas Gifts to clients

Chanel Bag

Tag 3 people to buy/sell

Meet 1 new person every day and add to DB

AI.

Becker has it. And notes today

buywithbecker.com

Josh- Cleveland Ohio

Scale investor and realtor side

200 units

Financing: BRRR method

Distressed rent out and repeat

70% all in

Same house. Same style. Same materials

80k

DSCR loans

Cold Calling: how did you get where you are at?

They are willing to share

Give them energy and opp to pass on knowledge

They will sell their portfolio

Rather own one building with 100 doors than 100 properties

NG

THE NELLIS GROUP

REAL ESTATE

exp



30 under 30

NYC 2024: NOTES

PropStream:

Good average medium price

Owned 3 years more. Payed 70% or less of current market

Leverage others to call

Total calls:

People calling: 2 VAs in Philippines and 2 local

Doicostsegregation.com

On all props

Return on Equity vs Return on Investment

Focus on finding equity - spread

Distressed property

Taxes:

50% in real estate with time

750 hours participation (material participation)

Rental real estate professional

Cost Seg on property

Do a 31-15

Go back and do it

Kara:

Money is a commodity to be leveraged

NG

THE NELLIS GROUP
REAL ESTATE

exp



30 under 30

NYC 2024: NOTES

Rule of 72

Get a credit card coach

Augusta Rule: 14 days

Section 179

1031

Roth Conversion - traditional SEP or IRA into it

On Roth they never force you to take out and pay taxes.

Pay taxes on seed or harvest ?!

Individual LLC

Wyoming LLC to own them all

Never more than 250k cash in your own LLC

All operating agreements need a buy/sale components and life insurance for each other

Infinite Banking

Life insurance policy

Still earning interest

NG

THE NELLIS GROUP
REAL ESTATE

exp



30 under 30

NYC 2024: NOTES

Connect with me today:



@NellisGroup



@JamesNellis



www.NellisGroup.com

NG

THE NELLIS GROUP
REAL ESTATE

exp

