



# Dealing it.

Would you like to have  
a free jet ski for the summer?

What if I was to tell you that you might not ever have to pay for owning a motorbike again? What if I was to tell you I have made money on owning some really nice cars? What if I was to tell you.... ah, you get it.

After returning from my run around the bay in Pacific Beach, outside San Diego, California, I cooked a steak, poured a glass of red wine and sat down in front of my computer to enjoy some good YouTube entertainment. It was mid-April 2014 and I was preparing for my trip to Sweden where I would spend the summer. To inspire myself for the upcoming trip, I browsed through some Swedish videos and came across a few young men calling themselves [Rackartygarna](#).

One of the guys in [Rackartygarna](#) rode a motorbike called a Trial. It's an off road bike built for balance. After watching the Trial rider in a few of their videos, I decided I wanted a Trial of my own, so I started looking around on the internet to find one.

It turned out that good value secondhand bikes in Sweden was almost impossible to get hold of.

After flying over the Atlantic and arriving at my parents' house, I called the only seller who had something decently priced for sale. I was hoping to haggle it down a bit, but it was a no go. The man who answered the phone recognized my voice right away. It turned out that he was an avid follower of my blog. He had read several of my documents, watched most of my videos and thanked me for all inspiration. He was a very nice guy. As I'm pretty honest about all the money I have made through my videos and documents, I didn't feel like haggling was appropriate and the bike ended up too expensive for me to be happy about buying it.



Now what? Well, I didn't want to give up that easy so I thought about it for a while and then it hit me. What about Sweden's neighboring countries? The bikes might be better priced in Denmark or Norway? Sure enough it turned out that both countries were overflowing with secondhand trial bikes.



The next morning I borrowed my friends pickup truck, took the ferry to Denmark and bought a GasGas 280. It was a great Trial and I got it super cheap.

I brought it back to my parent's place in Sweden, rode it a few times before thinking, since there were more bikes this cheap in Denmark, perhaps I should sell this one and go get something



newer? Said and done. After placing the ad, it only took a few hours to sell the Gas Gas for twice the price I paid for it!

I ended up importing 3 trial bikes from Denmark to Sweden that summer making approximately 1000 USD in profit each time.

Good money when made from having fun and playing around.

The key points to deals like this are being creative, knowing what things are worth and **BUYING CHEAP!** I always spend a good amount of time researching the markets to ensure I know what a good buy is and to make sure that it will sell easily.

As most of these deals are only for the fun of owning a toy, it's not crucial to make money, but I love making a game out of it. I believe that this approach has helped me when making larger deals, like the ones in real estate et cetera.



It all started at the age of 14 when I decided I wanted to ride dirt bikes. My parents thought it was a terrible idea, so I received no support from them. That meant I had to get a bike on my own.

Fairly new dirt bikes are expensive for a broke teenager, so I had to be creative and look for the best deals. After a few weeks of

searching I managed to find and buy a 10 year old Honda XR 250 for close to nothing. I bought it so cheap that I could own and ride it for 3 years and still sell with a profit. This is very unusual for dirt bikes, but I learned it was possible which to me meant that I could do it



again. So I did. As of today, I have owned nine dirt bikes and only lost money on one of them. That loss was much smaller than all revenues from the profitable ones.

Knowing that there are always good deals out there helps develop patience and the right attitude to find motivated sellers. In my opinion, the most successful approach is to be very kind and polite, while asking for a better deal. You can say something like "I know this bike is in perfect condition and worth every penny, but I find it so much more satisfying to buy stuff when I manage to haggle the price down a bit, are you sure there is nothing that can be done?". Be kind, but still push.

It's important to keep in mind that you never have to buy if you don't get the price you want. If you don't come to an agreement then always leave your best offer on the table before moving on to find another seller.

For cars, the same rules apply. I bought a Range Rover Vogue that needed some minor mechanical repairs. The owner found these repairs strangely annoying and wanted to get rid of the vehicle. The circumstances made it possible for me to buy the car for two thirds of the market value. The smallest thing can make a huge difference in price. Find motivated sellers!

Now for a final example that I'm looking back on with lots of love. The summer after high school, I felt an urge to own my own jet ski. Jet skis in descent condition were way beyond my price range, so yet again I had to be creative.

After browsing the ad networks for a few days, all I found within budget was a SeaDoo haul without an engine...not very useful, but cheap. So, what if I could find a cheap engine somewhere else? A few hours of searching resulted in a match and started negotiations with the both the owner of the SeaDoo haul and the owner of the engine. After some discussions back and forth I had both of their "final" prices. After adding those two prices together, I had a jet ski within budget! After buying and putting the engine and the haul together I ended up with a running machine for less than half its market value! It was a great summer with tons of playing on the beach before selling it in the autumn and doubling the money I had invested.



All deals and investments, no matter their size, are great sources of knowledge and experience. Being able to approach large real estate deals with a philosophy like the one we have talked about here makes for better margins. Knowing what potential objects are worth along with the art of negotiating is great for increasing profits and eliminating risk.

To summarize, we want to get hold of whatever it is we want to own relatively cheap compared to its actual market value. It sounds too easy to be a serious tip, but believe me it's not. You will always be able to make bargains if you are creative and persistent. Be polite and firm about what you want and how much you are willing to pay for it.

Here are some final words of wisdom. No matter if you are buying or selling something there is a game of negotiations involved. Being a good negotiator is crucial for success. There are lots of books that can help you improve your skills in the area. Read them and enjoy the benefits they will add to your career. One of the most useful things I have learned is a simple sentence that has a power you won't believe.

Remember these words: "You're gonna have to do better than that". A line that can make you millions during your next 50 years in business.

