



# Meet Mike Watson

Investor, REALTOR®, and Partner of Investors Nationwide

In the arena of real estate investing, Michael P. Watson is truly a pioneer. Where most current educators and coaches are just polished salesmen, Mike Watson is refreshingly different. When Mike isn't teaching, coaching, or spending time with his family, he's applying the techniques he teaches by investing himself. Mike loves investing, plain and simple.

## Facts and accomplishments as an Investor:

- Owner of 8 companies
- Licensed Agent since 1993
- Licensed Broker since 1997
- Currently owns property in 11 states
- Currently owns over 650 units
- Is developing over 125 acres around the country
- Owns properties with over 1000 units of development rights
- Has done over 1,100 investment transactions
- Has the CRS, GRI, ABR, and IRR real estate designations
- Member of the Utah real estate grievance committee for six years
- Owned and operated a RE/MAX office for 6 years
- B.S. in Psychology from Brigham Young University
- CEO of the InvestStrong Foundation

## Facts and accomplishments as a Speaker:

- 6000 students that have attended 1 or more camps
- 23,000 people have opted-in to receive email and offers from Mike Watson Investing
- Mike has generated 1.4 Million qualified leads
- MWI has only a 2.5% loss of students that feel Mike's program wasn't right for them
- Mike has taught over 500 seminars in the past four years
- Mike averages a 15-30% close ratio on front-end events/Boot Camps.
- Mike averages a 50-70% close ratio on back-end events/fulfillment events.
- Mike has most recently spoken with Dave Lindahl, Ron Legrand, Loral Langemeier, and Stacy Kellams.

## Author of:

- The Highest And Best Real Estate Investment: How To Make Million Dollar Profits In The 21st Century (with co-author Jennifer Hawkins). *Reached #22 on the Amazon Bestseller List*
- Becoming Your Own Best Client
- Deal of the Century
- 60 Days to Success
- Liberation: Will You Survive or Thrive? (with co-author Jennifer Hawkins)