A Sticky Situation from the Beginning

We have another Floor Plan Detective mystery – this time in the form of a written story instead of an interview. The story began with an email from Sam, one of our Storyboard members.

This is the initial email sent to both Luisa and me:

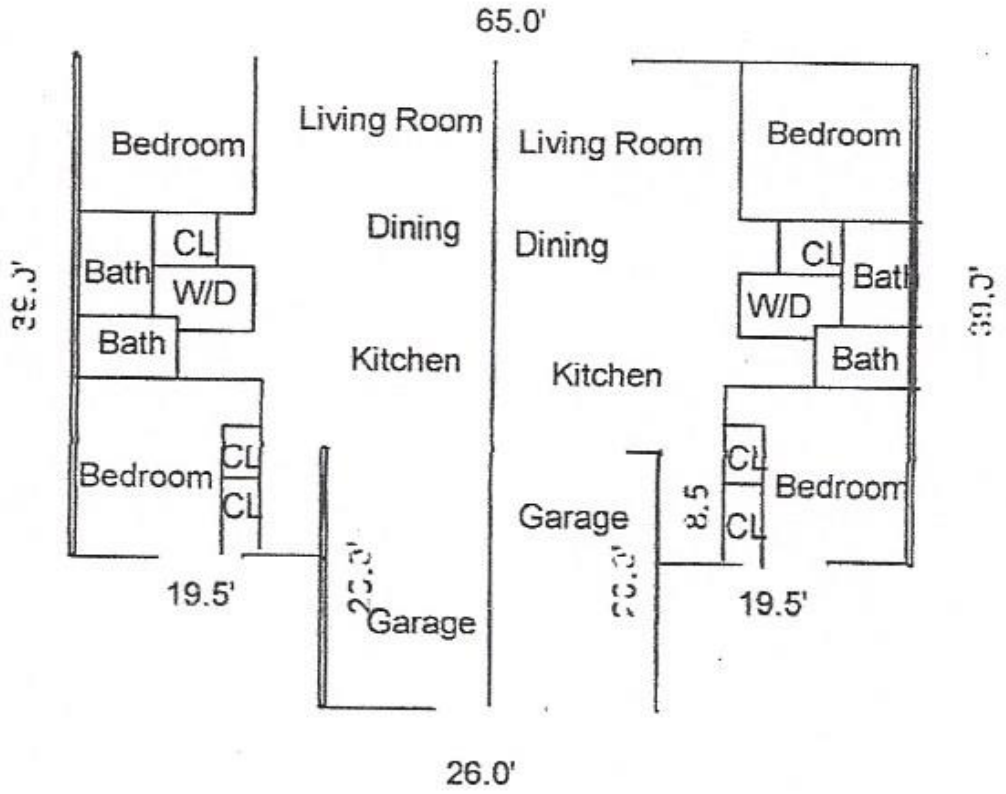
> *I have owned a rental property (Duplex) in Missouri for seven years. It is near Fort Leonard Wood Army base and rents to the military. It has been a good investment for the most part, but I want to sell it as it is getting older and requiring more up-keep.*
>
> *I have listed it for sale for the last two years with two different Realtors, and it has only been shown once. I now have a third Realtor Co. that I listed with in November 2014. They are also my new Property Managers.*

While they have done a good job "cleaning and repairing the units, "they have not shown it to any prospective buyer. They rented both sides by lowering the rent 18%.

On 2/27/15, I did the "Selling the House" cure. There have been no Open House showings for this property. I am assuming because it is a rental property and not a residence, it is "passively" for sale. I am happy to send you pictures of the house and the plat plan, as I am baffled why this house won't sell. The Realtors keep "blaming the market" in that area, the weather, or "wait until spring comes." Any ideas?

Given the mystery at hand, we dug further. We requested pictures, floor and plat plans.

Here's the floor plan:



What strikes you immediately? Write your thoughts below before you move on.

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Taking your thoughts into account, what questions come up? Write them below.

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Write down anything else that comes up. Don't skip anything that arises. What are you feeling?

Keep reading . . .

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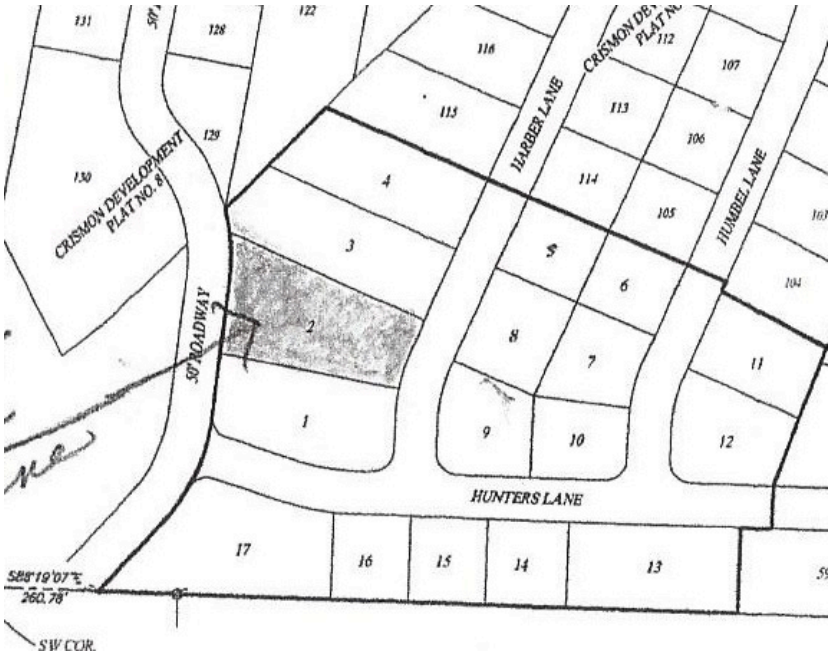
Here's the plat plan:



The plot is narrow at the front and wider in the back. According to our school of *Feng Shui*, this is an indication that the future may narrow. Opportunities may fade away, careers may be lost, or reputations ruined. There may be an overall feeing that life just gets more and more difficult.

The house sits at the front of the lot. This is another indication that resources may be lost over time.

Directly behind the house, the lot falls off into a deep and steep ravine. Now resources may be lost out the back! To make the matter worse, there is a highway in the valley at the bottom of the drop off. The resources may be moving away as quickly as the traffic.

What are you thinking? How does this match our story? Write before you read on. When you have completed your notes, take a look at the pictures at the end of this document. Be sure to write first. You want the floor plan to inform your thoughts.

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Here are the two things that came to my mind immediately.

1. Whenever someone was telling Professor about something that was running off the rails and causing anxiety, confusion, lament, and regrets, Professor asked this question:

   "How did this begin?" Then he would say, "Things that begin badly are likely to end badly."

   I had to ask the following questions:

   - How did you find this property?
   - Was there an intermediary?

   I had the distinct feeling that this had begun badly, and Luisa asked the questions in an email to Sam. In addition, we asked the following questions based upon what we noticed on the floor plan. (I hope you wrote down your questions before reading to this point.)

   First, an FYI:

   Luisa and I have known Sam for over 20 years. We know her as smart, capable, and accomplished. She's courageous, bold, and a woman who speaks her mind. Yet, we were troubled—wondering how she found herself in her current dilemma. Neither of us knew about this property. Then we looked at the floor plan.

   - Where are the doors? Even the front door is missing!
   - What happened to your voice during these negotiations and possible shenanigans?

2. This was always Professor's first question when asked about selling a house.

   - Is the price right?

Here is Sam's response:

"In the spring of 2008, I attended a Real Estate seminar in San Francisco hosted by a well-known author and Real Estate guru (at the time) who gave seminars on how to buy rental property for cash flow and growth. She had "coaches" who worked with her, and they spoke about their expertise.

I worked with one of the "coaches", a young woman, in her 40's from Southern CA, who seemed honest, and she took four of us to Missouri to check out new construction homes in Missouri, near the Fort Leonard

Army Base. We were "wined and dined." I met the Property Manager, the builder and the banker who did the loans. I bought the property that I am trying to sell today through that lady, and she got a commission. She also started selling a lot of Second Trust Deeds to about 100 people she met at the Seminar, including myself, and created a Ponzi scheme and was given six years in jail.

The Missouri property was a positive investment for about five years, then I started having more expenses, and it was not always rented as in the past. I decided to sell in April 2013, and went through two realtors and it was only shown one time. In November, 2014, I changed Realtors, and they also had a Property Management division, so they took over management. My Realtor now was endorsed by Dave Ramsey, a well known Financial Advisor and Author, and that is why I chose him.

The new Realtor/Property Manager took a video of the inside that showed broken blinds, dirty stoves, dirty carpet, bugs, etc. I paid around $500 to get the place cleaned up. I had no idea this was going on as the original Property Manager did a "walk-through" after each tenant, and declared everything ok.

Throughout the entire time I have owned this property, I have felt no voice in the matter because of the distance and lack of communication. The Property Manager quit returning my calls to question things about two years ago, and he had his own properties there for rent, which was a conflict of interest.

The current Realtor (third) is passively offering it for sale by putting it on Zillow, and Zillow sends me an email that shows how many people have browsed it on the Internet. It seems people are browsing it, but go no further. In January, 2015, I called the current Realtor about the price, and he said it was comparable and things should pick up in the Spring. He has not called me to discuss it since I listed it with him. I always call him. He has not shown it at all.

I once again feel no one is trying to help me. I emailed them today to see if a "For Sale" sign was in the front yard, and they said no because it was rented. Go Figure.

Sorry for this long story, but I don't know what is important and what is not. In addition, the Seminar Guru host has been sued many times for scamming people.

Thanks for looking at this and let me know if you need anything else."

It's clear. Folks with unscrupulous motives influenced the purchase. The story begins

badly, and is now coming to an end with great difficulty and poor results. Perhaps, more importantly, in some way or in some manner, Sam's voice was lost.

Here's what we suggested:

1. The property needs a clearing. Since Sam is in California and the home is states away, *Tracing the Nine Stars* is a great choice. You will find the ceremony in Trade Secrets, Module 3, Sleepless in Suburbia. She can trace the Nine Star Path on the floor plan and/or the plot plan.

2. Sam did not draw the floor plan you see above. However, the lack of doors on the plan is an important clue. It suggests that Sam has not been able to speak her mind. The voice of the house (and the owner) has been lost!

    a. We asked her to draw the doors on the floor plan. Using the Three Secrets, she will visualize that her voice carries to everyone involved.

    b. To make sure that the voice is the powerful voice we know as Sam's voice, we suggested that she enhance her main and bedroom doors at home. She can do this by tying a 9 or 18-inch red ribbon to the doorknob on the inside of both doors.

        FYI:
        Since she needs her voice to be heard right away, we asked that she only sleep with the ribbons between her mattresses for one night rather than the usual nine.

    c. To be sure that everyone listens to her voice, Sam can also cut 4, 9-inch pieces of red ribbon. She will hang one in each of these *guas* anywhere in the house.

        Helpful People, Career, Family, and Wind

    Let's talk about this during a Press Conference. The reasons for activating each *gua* are important to understand. Each *gua* is related to listening.

3. We want Sam's property managers to add three solar lights to stop the flow of resources out the back of the lot. Since it would be dangerous to venture down the steep ravine, the lights can be placed where the drop begins—where it is still level and safe. One light will go in each corner on this level, and one will be placed in the center. All will shine back at the highest point of the house. They do not have to be turned on, but must be ready to be turned on.

4. We also suggested that Sam perform *Creating an Auspicious Dream*. This cure will help her visualize exactly what she wants by creating a series of pictures

that depict her desired outcome.

We will outline this cure during a Press Conference if someone asks.

Currently:

Sam is in the process of completing these adjustments. She is also taking into account the following information:

1. The house is listed at the top of the price range for other houses in the area.

2. All the renters have been military personnel. What happens if the base closes? This deal would end very badly for Sam and, perhaps, the entire community.

3. Sam is still thinking of planting a tree somewhere on the property. It was her initial inspiration, and I love the idea.

Do you have any suggestions about what *gua* might be best?

Further thoughts:

Notice that there are bathrooms in both Family and Children. We cultivate our sense of self and our voice as we grow. Is there something here to explore about Sam's childhood? It is our sense that this is not the time or place to ask.

Let's get this house sold!

An extra for those reading this story:

Reviewing this story, I was reminded of *Adjusting for Eight Trigrams and Ten Directions*. It's a method to be used when it seems that all else has failed. Keep it in mind if your continued efforts are for naught. Professor's words were, "Use this method to transcend any difficult *chi,* especially if things did not begin well."

The method will appear in Trade Secrets, Module 6, Heartache. Watch for it.

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