

"Back To The Basics"

One Day Real Estate Investing Seminar



**The Goins Group, LLC
Financial Help Services, Inc.**

**4341 Charlotte Highway, Suite 211
Lake Wylie, SC 29710**

**(803) 831-0056 Office
(803) 831-0805 Fax**

**www.larrygoins.com
www.financialhelpservices.com**

Larry Goins
4341 Charlotte Highway, Suite 211
Lake Wylie, SC 29710

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“Back To The Basics”

Real Estate Investing Seminar

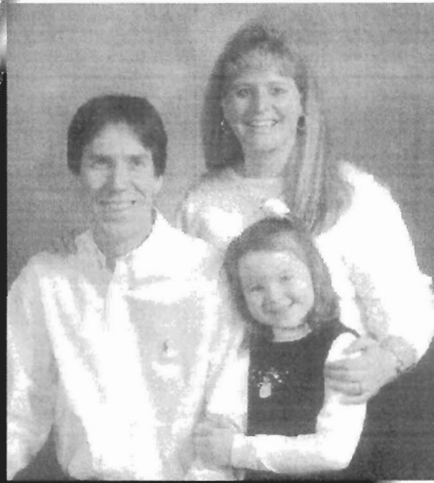
Table of Contents & Schedule

Get To Know Our Team

Larry Goins
Wendy Sweet
Turk Akbay

9:00 – 10:30	Larry Goins	We Practice What We Preach Types of Investing & Options Sales & Rentals
10:30 – 10:45	Break	
10:45 – 12:15	Wendy Sweet	Terms & Acronyms Creative Financing Options (Short & Long Term)
12:15 – 1:15	Lunch (On Your Own)	Optional Q & A Session @ 1:00
1:15 – 2:45	Larry Goins	Property Management Exit Strategies
2:45 – 3:00	Break	
3:00 – 4:45	Turk Akbay	Building Your Team Goal Setting
4:45 – 5:00	Larry Goins	Finale

Larry H. Goins



Larry H. Goins. is not only licensed as a mortgage lender and mortgage broker in North Carolina and South Carolina, he is also licensed in North Carolina and South Carolina as a real estate broker and general contractor. He is a member of the North Carolina Association of Mortgage Professionals and a member of the National Association of Mortgage Professionals. Mr. Goins is currently (2003 and 2004) the president of the Metrolina Real Estate Investors Association, a not-for-profit organization which has over 350 members and is the local chapter of the National Real Estate Investors Association. He is also an active real estate investor and speaks at various Real Estate Investment Associations about investing and finance. He is the co-founder and an officer of Investors Rehab, Inc. which is a real estate investment company that wholesales houses to other investors and also retails houses to owner occupants. In addition to real estate investment training he has also developed a mortgage broker training course that he teaches in one-day and two-day classes. He is an approved independent instructor for Lorman Seminars (a national training company) in the area of mortgage lending and finance and has developed and taught continuing legal education for Lorman in North and South Carolina.

On a personal level he is a member of River Hills Community Church, is the chair of the Discipleship Committee and sits on the Church Council which is the governing body of the Church and plays guitar in the Church Praise Team.

Wendy E. Sweet



In 1981 Wendy Fairman Sweet began her career in the Commercial Real Estate Business marketing small hotels, convenience stores and other small businesses. After several years in Commercial Real Estate she transferred her marketing skills to a hotel management company where she became the Vice President of Marketing. As Innisfree, Inc. expanded their hotel management into golf resorts, Wendy expanded her marketing skills into the golf industry. In 1989, Wendy became the Director of Marketing for Golf South, Inc and worked exclusively in the golf resort, private club and high-end daily fee industry across the Country. Wendy developed Fairman & Associates in 1995, sharing her knowledge and marketing expertise with Private, Semi- Private and Daily Fee/Resort Clubs and Residential Communities across the Country. She has been a Speaker at Crittenden Golf Inc, Expo, the Hotel & Golf Associates seminars and the National Homebuilders Association. Wendy conducted various training seminars in marketing, research and operations as well as customer service in addition to offering services in the area of market analysis research for land developers. In addition to and while still operating Fairman and Associates, Wendy developed Design Plan, Inc. in 1998, an events marketing company offering a variety of professional marketing and promotional events for both Resort Clubs and Real Estate Developers. During this time, Wendy bought and sold a handful of rental property, learning through many trials, the ups and down of being a landlord. In 2001, motherhood became her primary focus. Since then, she began working for a national lender as an account executive promoting their niche product of non-owner occupied programs to mortgage brokers and was led to Larry Goins at **Financial Help Services, Inc.** Wendy now leads the Division of Investor Loans and continues to invest in commercial and residential property as well as speaking at local and regional Investor Associations on the topic of investing, finance and ethical business practices. Wendy is also the co-founder and an officer of Investors Rehab, Inc.

Turk Akbay



Turk Akbay is a Personal Coach and a Business Consultant who specializes in helping entrepreneurs run their business more efficiently, more profitable, and with purpose.

He is a member of International Coaches Association, and founder of Distinctive results co. based in Charlotte, NC. The pioneer in providing small-mid sized businesses owners with variety of techniques & solutions modeled from successful American entrepreneurial giants like McDonald's, Pizza Hut, Chrysler, Ben& Jerry's, and Starbucks.

Turk's Guiding Values

Unconditional love & acceptance

Peace

Integrity

Commitment to CANI on everything

Service to others

Being spiritually awake

Distinctive Results Co. offers:

Personal Coaching

Small Business Consultation

Public Relations

Workshops

Time Management

Goal Setting/Goal Getting

Customer Service

Turk volunteers in Metrolina REIA as: board member, newsletter committee leader, PHP, and web site committee. He also offers the services of his company free of charge to any non-profit organization working with children, battered women, and homeless.

Favorite Book: The Alchemist

Favorite Quote: You don't need eyes to see you need vision.

SESSION I

LARRY GOINS

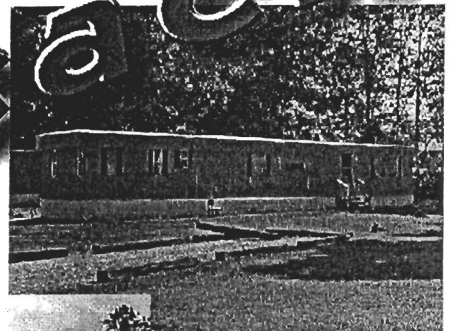
WE PRACTICE WHAT WE PREACH

TYPES OF INVESTING & OPTIONS

SALES & RENTALS

Proof Positive

Practice We What Preach



5915

GORMAN & DITTNER, P.A.

ATTORNEYS AT LAW
ATTORNEY TRUST ACCOUNT #2
7422 CARMEL EXECUTIVE PARK, SUITE 200
CHARLOTTE, NC 28226-8273

CENTRAL CAROLINA BANK
CHARLOTTE, NORTH CAROLINA 28211
66-46-531

5/4/2004

Investors Rehab, Inc.

\$ 19,235.34

Nineteen Thousand Two Hundred Thirty-Five and 34/100

DOLLARS

Security Features Included

MEMO sale proceeds 314 & 320 S. Turner Street Charlotte NC



J. ERIC KINDBERG
ATTORNEY TRUST ACCOUNT #2
1101 TYVOLA ROAD, SUITE 300
CHARLOTTE, NC 28217

CENTRAL CAROLINA BANK
CHARLOTTE, NORTH CAROLINA 28226
66-46-531

7521

LOWRY419

Assingment Fee

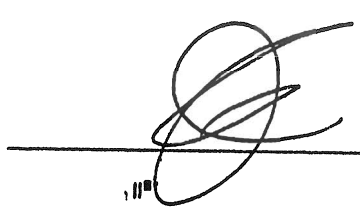
--Five Thousand and 00/100

Dollars

DATE
October 9, 2003

AMOUNT
\$ *****5,000.00

PAY
TO THE
ORDER OF Investors Rehab



MP

ORIGINAL DOCUMENT PRINTED ON CHEMICAL REACTIVE PAPER WITH MICROPRINTED BORDER - SEE REVERSE SIDE FOR COMPLETE SECURITY FEATURES

BRICE & BRICE, P.A.
ATTORNEYS AT LAW
PROTRUST ACCOUNT
P.O. DRAWER 300 PH. 684-4462
YORK, SC 29745



YORK,
SC 29745

67-710/532

31048

NUMBER
SIMPSON, LILLIE
Closing Proceeds

--Sixty Six Thousand One Hundred Fifty Nine and 40/100

Dollars

DATE

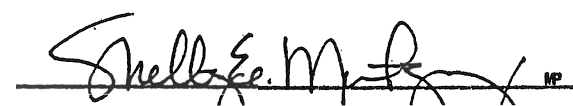
June 25, 2004

AMOUNT

\$ *****66,159.40

TO THE
ORDER OF Larry H. Goins

BRICE & BRICE, P.A.



2429

J. ERIC KINDBERG
ATTORNEY TRUST ACCOUNT #3
 1101 TYVOLA ROAD, SUITE 300
 CHARLOTTE, NC 28217

CENTRAL CAROLINA BANK
 CHARLOTTE, NORTH CAROLINA 28226
 86-46-531

DURDEN201

--Twenty Nine Thousand Nine Hundred Seventeen and 30/100

DATE

AMOUNT

Dollars

March 16, 2004

\$ *****29,917.30

PAY
 TO THE
 ORDER
 OF

Investors Rehab, Inc
 PO Box 5261
 Lake Wylie, SC 29710



Details on back.
 Security Features Included.

42280

THE LAW OFFICES OF DANIEL A. FULCO, PLLC

TRUST ACCOUNT
 215 QUEENS ROAD, SUITE 200
 CHARLOTTE, NC 28204
 (704) 344-1917

CENTRAL CAROLINA BANK
 CHARLOTTE, NORTH CAROLINA 28204
 86-46-531

INVESTORS REHAB

--Five Thousand Two Hundred Seventy Seven and 00/100

DATE

AMOUNT

Dollars

March 5, 2004

\$ *****5,277.00

PAY
 TO THE
 ORDER
 OF

Investors Rehab



Details on back.
 Security Features Included.

Bank of America
 ACH R/T 053904483

1007



GREGORY H. PATTERSON LLC
TRUST ACCOUNT
 225 E. FLOYD BAKER BLVD.
 GAFFNEY, SC 29340
 864-488-1118

87-448/539 SC
 04-03-RE-011
 Closing Proceeds

--Twenty Four Thousand Two Hundred Ninety Five and 83/100

DATE

CONTROL NO

AMOUNT

Dollars

March 26, 2004

\$ *****24,295.83

PAY
 TO THE
 ORDER
 OF

Investors Rehab, Inc.
 P.O. Box 5261
 Lake Wylie, SC 29710



1643

J. ERIC KINDBERG
 ATTORNEY TRUST ACCOUNT #3
 1101 TYVOLA ROAD, SUITE 300
 CHARLOTTE, NC 28217

CENTRAL CAROLINA BANK
 CHARLOTTE, NORTH CAROLINA 28226
 66-46-531

WHITBECK

--Five Thousand Nine Hundred Sixty Two and 40/100 ----- Dollars

DATE AMOUNT
 December 19, 2003 \$ *****5,962.40

PAY
 TO THE
 ORDER
 OF

Investors Rehab, LLC
 4341 Charlotte Hwy, Suite 211
 Clover, SC 29710



MP

HASELDEN, OWEN & BOLOYAN
 ESCROW ACCOUNT/REAL ESTATE
 PH. 803-222-4783
 P.O. BOX 173
 303 N. MAIN ST.
 CLOVER, SC 29710

**CLOVER
 COMMUNITY
 BANK**
 67-195/532

5614

03-727
 Closing Proceeds


Thirty Four Thousand Nine Hundred Seventy Nine and 01/100 ----- Dollars

DATE AMOUNT
 January 7, 2004 \$ *****34,979.01

PAY

TO THE
 ORDER
 OF

Investors Rehab, Inc.
 P.O. Box 5261
 Lake Wylie, SC 29710



Security features. Details on back.

MP

ORIGINAL DOCUMENT PRINTED ON CHEMICAL REACTIVE PAPER WITH MICROPRINTED BORDER - SEE REVERSE SIDE FOR COMPLETE SECURITY FEATURES

LANCASTER & TROTTER
 ATTORNEYS AT LAW
 REAL ESTATE DISBURSEMENT ACCOUNT #2
 4430 PARK ROAD
 CHARLOTTE, NC 28209
 (704) 525-1702

CENTRAL CAROLINA BANK
 CHARLOTTE, NC
 66-46-531

13259

NUMBER 13259
 BROO242J
 Assignment Fee

PAY: ----- Three Thousand Five Hundred and 00/100 ----- DATE AMOUNT ----- Dollars

03-02-04 \$ *****3,500.00

TO THE
 ORDER
 OF

INVESTORS REHAB, INC.



SAFEGUARD
 6 C U P

MP

WHAT TYPE OF INVESTOR ARE YOU

<u>What You Can Do</u>	<u>Excellent Credit</u>	<u>Bad Credit</u>	<u>Cash to Invest</u>	<u>Experience</u>	<u>No Cash</u>	<u>No Experience</u>
Bird Dog	YES	YES	YES	YES	YES	YES
Assign Contracts	YES	YES	YES	YES	YES	YES
Wholesaling	YES	YES	YES	YES	YES	YES
100% Financing	YES	WITH PARTNER	KEEP YOUR CASH	W/CREDIT	W/CREDIT	W/CREDIT
Work With Partners	WHY?	YES	WHY?	ONLY IF NEEDED	YES	YES
Lease Options	WHY?	YES	WHY?	YES	YES	YES
Subject To	WHY?	YES	WHY?	YES	YES	YES
Rehabbing	YES	W/PARTNER	YES	W/CREDIT, PARTNER OR CASH	W/CREDIT	W/CREDIT
SELLER FINANCING	YES	YES	YES	YES	YES	YES

HOUSE SELLER INFORMATION FORM

Name _____ Spouse _____

Property Address _____ City _____ ST _____

Phone#() _____ Mr. Work#() _____ Mrs. Work#() _____

E Mail Address _____ @ _____ Fax # _____

May we call at work? Y N Best Time to Call: AM _____ Afternoon _____ Evening _____

Type of Home: Brick Woodframe DW SW Year built? _____ Br _____ Ba _____ How did you find out about us? _____

Style of home? _____ Tax value? _____ Square feet? _____ Recent improvements? _____

Repairs needed? _____ How much \$? _____

Yrs Owned _____ Approximate Value _____ How do you know? _____ How acquired property? _____

1st Mtg. Bal. _____ Rate _____ Paid to _____ Payment _____ How far behind? _____

2nd Mtg Bal _____ Rate _____ Paid to _____ Payment _____ How far behind _____

Are you in foreclosure? _____ When is foreclosure date? _____ Any other liens? _____

The name the house is in? _____ Anyone else making decisions? _____ Who? _____

Why are you selling? _____ What will you do if you don't sell? _____

How quick do you want to sell? _____ What else should I be asking? _____

Are there any other problems with the house? _____

What will you do with the money? _____ Do you have any other property to sell? _____

How long has it been for sale? _____ Had any offers? _____ How much? _____

Why didn't you take it? _____ Listed with realtor? _____ How much? _____

Vacant? _____ How long? _____ Rented? _____ Rent amount? _____ Are tenants current? _____

Least amount you can take by Friday? 1stx _____ Date _____

Least amount you can take by Friday? 2ndx _____ Date _____

Least amount you can take by Friday? 3rdx _____ Date _____

Least amount you can take by Friday? 4thx _____ Date _____

Least amount you can take by Friday? 5thx _____ Date _____

After the questions: Let me tell you a little about what we do. We buy about 5-10 houses a month and we pay cash and can close in about one week. The advantage of selling your home to someone like us is that we can close fast and we pay all cash. So if you need to sell now and sell the property in it's "as is" condition we can help you. What is the least amount that you can take for your house if we can close by Friday? _____ In order to pay cash and close in about a week we need to be able to buy houses around 60-65% of the market value. This is because when we buy a house we have to pay the taxes, insurance, upkeep, lawn care, rehab cost, interest and we also have to advertise it, show it and it usually takes 6-9 months to sell. We are looking for the buyer that you are looking for only we are willing to wait 6-9 months. Based on what you told me about your house we would probably need to be around _____. Is that something that you think you could work with? Y N How close could you come? _____.

Where The Deals Are

By Larry H. Goins

BUSINESS CARDS:

Be different. Four sided business cards. Magnetic. Fluorescent colors. Give out to everyone. Put one in every bill you mail. Put your picture on it.

FLYERS:

Again, be different. Fluorescent colors. Put up on any bulletin board. Grocery stores. Convenient stores. Use when canvassing. Insert in newspapers.

BROCHURES:

A brochures is just a flyer that looks a little more professional. A picture on the flyer, brochure, card, etc will get you a better response.

YARD SIGNS:

Keep the type bold and easy to read. Studies have shown that the easiest colors to see and read are black type on yellow signs. Keep in trunk with hammer & nails.

POST CARDS:

Cheaper to mail. Can print four to a page and print on a copier. Use bright colors. Make them generic so you can fill in the name.

RUN ADS:

Run your own ads. Be creative. Structure your ads so no one is eliminated. The ad I run is:

**I buy Houses, Apartments, Mobile Homes Lots and Land.
Quick Cash. Any condition, Anywhere
Larry 800-526-3054.**

SIGN ON YOUR CAR:

Keep it short and simple and easy to read. Use an easy to read type setting.

BILLBOARDS:

**We Buy
Houses
CASH!**

ANY AREA. ANY CONDITION.

Call Now!

1-800-526-3054

**We Buy
Houses
CASH!**

ANY AREA. ANY CONDITION.

Call Now!

1-800-526-3054

**We Buy
Houses
CASH!**

ANY AREA. ANY CONDITION.

Call Now!

1-800-526-3054

**We Buy
Houses
CASH!**

ANY AREA. ANY CONDITION.

Call Now!

1-800-526-3054



Negotiating 1 Liners



Getting them to like you & TRUST you

If you aren't embarrassed...

Always make your 1st offer over the telephone on the 1st call.

Have you had any offers? Ohhhhh... Why did you turn down?

Tiedowns

Does it have a pool? Ohhhh...

Open end & closed end?

Use their name

Phone number in contract on upper right side

I'm looking at 2 other houses and although I like yours better, the other makes more sense.

What will you do if you don't sell??

Never give something without getting something

The one who cares least....WINS!! It's okay to say NO on a counter
(Gene's Story)

If you have to know now, it's NO. If I can think it might be, YES.

Limited Authority Trick - I understand you don't have the authority to make the decision. Who do I need to talk to get something done today? What's the name & number of your boss?

Never say yes to 1st offer or counter.

You can always go up with your offer but how do you go down from your offer >> Get Inspection

Assigning bank owned properties

Nibble: Just before signing, ask for something else & back up and put pen down.

Red Herring – Use as a give away

U be the judge

It doesn't hurt to talk

Give us a try

Low Balling – Give low price and then add on to get higher price

Outrageous Behavior to RATTLE the other side – If they are outrageous, use silence & wait

Inquire about their circumstances: Why are they selling? What will they do with the money?

Always add in (throw aways) to your contract

Never want anything too badly

Knowledge is power

Wince – Act surprised with offer price, terms, etc.

Best response to a wince is silence

My mind is made up

Good Guy/Bad Guy – If used on you, treat Good Guy as Bad Guy

Limited Authority Trick

What would we have to do to make a deal today? (Do business today)

People think in terms of stories

Relevant Story Close

Today Only Close

Ascending Close – Yes, Yes, Yes, Yes

Reduce to Ridiculous

Take Away Close – Let me call the warehouse

Ben Franklin Close – You want to make the best decision, don't you? Let's use the BF Method

Order Blank Close

Walk Away Close (Check Prices) – Our customers have already done that

Go Ahead Close Promise - Come back & I'll give you the best price available

Door Knob Close – What's the real reason?

Referral

Why don't you give us a try?

How soon would you like us to get started?

End of Road Close – Either this is a good idea & we should go ahead or it's not & we should forget it

How far apart are we?

Contract Clauses

Additional Terms and Conditions on the attached addendum have been made a part of this agreement prior to its execution.

The buyer reserves the right to personally inspect and give his written approval of the described property within three business days after the acceptance of this contract by the seller.

Buyer has the right to assign this contract.

Buyer has the right to full inspection of the property within 48 hours prior to closing.

Purchaser shall have the right at the termination of this agreement to renew, for a like period, under the terms contained herein.

Any Escrow Account held by the mortgage or trust company, shall be conveyed with the property and is included in the purchase price.

Seller's right to retain deposit money in the event of default by Buyer shall be in full settlement of any claims and shall be the Seller's sole remedy. Seller shall not be entitled to specific performance. If Seller defaults, Seller shall return Buyer's deposit plus an equal amount of his own money.

The Buyer reserves the right to substitute collateral securing the purchase money mortgage, said collateral to be of equal or greater owner's equity. Seller shall execute all documents necessary to do so and those documents will be held in escrow by closing agent until released by buyer.

In the event seller should elect to sell the purchase money mortgage at a later date, buyer (maker) shall have the right of first refusal of any bona fide written offer.

Payments on purchase money mortgage shall not begin and interest shall not accrue until six months after the closing date.

FINANCIAL HELP SERVICES, INC.

4341 Charlotte Hwy. Suite 211

Lake Wylie, SC 29710

803-831-0056 (Phone)

803-831-0805 (Fax)

Investment Property Inspection Report

Date Of Inspection: _____

Property Address _____

Street City St Zip

Borrower: _____ Phone: _____

Contractor: _____ Phone: _____

Condition	Poor	Average	Good	Excellent	Comments	Estimated Cost of Repair
1) Grounds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
A) Landscaping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
B) Patio/Deck	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
C) Pool	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
D) Driveway	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
E) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(Other)						

2) Exterior						
A) Foundation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(cracks, separation, sealing)						
B) Roofing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
C) Wood Exterior	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
D) Siding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(Indicate Type)						
E) Porches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
F) Garage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
G) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(Other)						
H) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(Other)						

3) Interior						
A) Windows	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
B) Carpeting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
C) Hardwood Floors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
D) Walls & Ceilings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(Cracks, Signs of Leakage)						
E) Bedroom #1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
#2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
#3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
#4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
F) Kitchen	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
G) Bathroom #1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
#2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(1/2 Bath)						
#3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
H) Dining Room	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
I) Family Room	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
J) Den	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
K) Attic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
L) Basement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
M) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____	\$ _____
(Other)						

Condition	Poor	Average	Good	Excellent	Comments	Estimated Cost of Repair
4) Systems						
A) Plumbing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
B) Electrical	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
Fusebox						\$
Circuitbreaker						\$
C) Heating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
Gas Oil Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
D) Air Conditioning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
E) Sewer/Septic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
City Sewer						\$
Septic						\$
F) Water	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
City Water						\$
Well Water						\$
G) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
(Other)						\$

5) Appliances

A) Stove	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
B) Washer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
C) Dryer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
D) Refrigerator	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
E) Dishwasher	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$
F) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$

Total Estimated Cost Of Repairs:

\$ _____

☐ Property Has No Code Violations
 Initials _____

☐ Attach Photo Of House

☐ List Of Code Violations Is attached
 Initials _____

☐ House Is Secure

Condition of surrounding houses: (circle one) Well Maintained Decent Poor Distressed

Vacancies on the street: (circle one) None Apparent Few Many

I certify the above listed repairs will be performed in a safe, sound and sanitary manner and will justify the estimated repair cost listed above.

 By: _____ Date: _____
 (Contractor)

Borrower: _____ Date: _____

Realtor script for calling on a listing

Hi my name is Larry Goins and I was calling about the property at _____ address. Could you tell me who the listing agent is? Great may I speak with him/her? *(Not there)* May I get their cell phone number?

(Listing agent on phone now) Hi, my name is Larry Goins and I'm an investor and I saw your listing at _____ address. Could you tell me a little about it? *(Ask the following questions in a conversational manner)* #br, #ba, Sq. Ft, age, vacant? bank owned? How much work does it need? \$ amount of work? How much would it rent for? How's the market there? Would this be a good rental or a better retail house? What would it appraise for after repairs? Could you sell it for that once I fix it up? How long would it be on the market? Have you had any offers on this house? How long has it been on the market? I know you work for the seller but I also know that you want to get this house sold. What do you think it would take to buy this house with an all cash offer? Do you work with many investors? As I mentioned I'm an investor and we buy about 5-10 houses a month and can pay cash and close in about a week. *(If property is bank owned have the realtor ask the asset manager if they own any more properties in the area and you may be interested in buying more than one for a discount)* Let's make an offer on this house. *(You have been running your numbers while on the phone and know what you can pay. Make an offer a little less than your max you can pay)* Lets make an all cash offer of \$____. Make it subject to an inspection with a 15 day close and a 15 day extension. Do you need to submit the offer in writing or do you want to just talk to the seller first? *(If in writing)* The buyer is going to be _____ and/or assigns. *(If they complain about the and/or assigns, tell them we never know what name we are going to title the property in until closing)* How much deposit do you need? Just fax me the contract and I will sign it and send you a check. Do you have anything else I need to be looking at? Give them your contact info and always write your phone number and name in the corner of the offer.

SESSION 2

WENDY SWEET

TERMS & ACRONYMS

CREATIVE FINANCING

OPTIONS

To be a successful investor, you must have your goals thoroughly thought out, written and communicated to yourself and those around you to make it happen. Essentially, without a good map, we get nowhere. Without a blueprint, nothing makes sense or has any order.

GLOSSARY OF TERMS

ARM – Adjustable Rate Mortgage

ARV – *After Repaired Value* – The market value a property once it is repaired.

Credit Scores – Lenders normally use the middle score of three pulled through a trimerge. Banks tend to use the Beacon Score.

LTV – *Loan to Value* – How much is the purchase price versus the amount borrowed.

LTV of Investment – How much owed on the property versus the value.

Mortgage Insurance – Insurance required by the Lender, for the Lender, and paid by the borrower for any loans greater than 80% Loan to Value. Typically, once you can prove your loan to actual value is 80% or below, the Lender will drop the Mortgage Insurance once the loan is one (1) year but in some cases they will drop it after three (3) months.

PITI – (*Principle, Interest, Taxes, and Insurance*) – Lenders require six (6) months PITI to finance investor homes.

REO – Schedule of Real Estate Owned.

Reserves – This is money that you can get to should you need it to pay the mortgage. They will accept checking/savings funds, 401K, IRA, and stocks and bonds. For investor financing, Lenders require six (6) months of reserves.

VOD – *Verification of Deposit* – Forms filled out by banks that verify how much is in the bank. Also requires two (2) months average.

VOE – *Verification of Employment* – Proof of employment listing date hired and/or terminated (if applicable), position. If full doc loan, rate of pay will also have to be verified.

VOM – *Verification of Mortgage* – If not listed on credit, Lender must verify that payments were made on time for twelve (12) consecutive months to the mortgage company or borrower should have twelve (12) months of cancelled checks to verify payments.

VOR – *Verification of Rent* – Only apartment complexes and management companies can fill out. Otherwise, borrower must show cancelled checks, money orders, or receipts for twelve (12) consecutive months.

Types of Investors:

- Wholesaling – Investors who negotiate very low purchases so that they can sell or assign contracts to other investors.
- Buy & Rehab, Sell Retail – Investors who buy at 70% ARV, rehab properties and sell to non-investors. May include some long term holding until it is sold.
- Buy & Rehab, Sell Wholesale (Instant Landlord) – Investors who buy at 70%, rehab and sell to investors at 80% – 90% of value. Hold time is shorter.
- Buy & Rehab, Lease Purchase – Buy houses at 70%, rehab property and lease to own to tenant buyers. Option to cashed out at rehab completion, refinance in Arm program.
- Buy & Rehab, Refinance Rent – Buy houses at 70%, rehab property and rent to tenant long term. Cash out at rehab completion in long term fixed product.
- Buy, Instant Landlord – Purchase house newly rehabbed or constructed at 90% or below value. May qualify for 100% loan and must have six (6) months PITI. Low maintenance costs. No cash out.
- Buy, Instant Landlord (High End) – Retail – Purchase house at higher than the 70% rule. Margin is larger due to price of house. Hold is normally longer.
- Buy, Instant Landlord (High End) – Lease Option – Purchase house at higher than the 70% rule. These tenant buyers generally have cash but injured credit. Affords for cash out at lease option signing. Generally large deposit.
- Concentrate on Multi Family Housing, Single Family Housing, Apartments, or Stick Built, Modular or Mobile Homes – Many investors like certain types of housing. Pick one you are comfortable with and make that your niche. Note that financing for mobile homes for investors is virtually non-existent.

SHORT TERM OPTIONS



Hard Money

Rehab Loans

Why use short term

Advantages

Disadvantages

LONG TERM OPTIONS

30 and 15 year Fixed

12/1

2/28

3/27

5/6

7/6

10/6

Interest Only

**Every loan should be put in place to meet the goals
of the house and you as the investor!**

Basic Do's & Don'ts to Investing

- ⊗ No MLS – Do not list on MLS if you need to refinance.
- ⊗ Paper Trail on all money paid and received – Receive rent, deposits and payments with check or money order, save deposit slips, and deposit multiple rent payments separately. If you sold a house or made a large commission, bonus or received reimbursement, save a copy of the check.
- ⊗ Don't close in LLC on purchase, Add LLC as additional insured – Some lenders have issues if you close the original purchase in a company name. At the refi, they may consider it a commercial loan and not do the loan. After refi, place the LLC as the additional insured, leaving you as the primary insured.
- ⊗ Don't use credit cards – They don't call it "Master Card" for nothing! Credit cards affect your credit ratings the most. Keep number of cards to a minimum (1 or 2). Keep balance at $\frac{1}{2}$ or lower than the high balance.
- ⊗ Arms Length Transactions – Don't buy or sell a house to a partner or family member. If it can be misconstrued, it will be.
- ⊗ Spilt Borrowers When Able – Husbands, wives, and partners should be separated on loans. Lenders give best deals to those with four (4) or fewer loans, then again at ten (10) and again at nineteen (19). Give yourself the best option possible and spread the weight around.
- ⊗ DON'T quit job – Know that you must have two (2) year job history for a loan. Don't buy a few houses and then pounce on it six (6) months later as a full time gig.
- ⊗ Separate Lease Purchase Contracts – Lenders want to see it leased. They don't want to see it sold and the loan appear short term.
- ⊗ Always buy with Appraisal – You never know what the house is worth until you have an appraisal. Know what you are buying.
- ⊗ Stick to Rules and Keep Emotions Out – Don't force a deal. There are good deals to be had by all. Steady plodding will steer you in the direction of success.

What You Will Need

- ✓ Two (2) Year Job History
- ✓ 580/640 Scores, at a minimum
- ✓ Six (6) Months PITI
- ✓ 3% Closing Costs on 100% Loans
- ✓ No Gift Money

SESSION 3

LARRY GOINS

PROPERTY MANAGEMENT

EXIT STRATEGIES

DATE_____

HOME BUYER INFORMATION

SOURCE_____

Borrower_____Co-borrower_____

Address_____City_____St._____Zip_____

Home Phone_____Borrower Work_____Co-Borrower Work_____

Fax_____E-Mail_____@_____Other Phone #_____

Best Time to call_____Call @ Work ?_____#Bedrooms/Baths wanted_____

Rent or Own Or_____How Long There_____Rent \$_____Can we get a good rental reference. Y N

Borrower Employer_____Phone_____Years_____Self employed? Y N

Co-Borrower Employer_____Phone_____Years_____Self employed? Y N

Borrower Monthly Income_____Co-Borrower Income_____Other Income_____Total_____

Borrower DOB_____Soc. Sec. #_____Co-Borrower DOB_____Soc. Sec. #_____

Down Payment Amount_____From Where_____Is Either A Veteran? Y N

Own Any Land? Y N Is It Paid For? Y N If Not What Is Loan Balance_____What Is Value_____

Retirement Plan? Y N How Much_____Anything You Could Sell Or Trade For Down Payment_____

Anyone Who Could Co-Sign For You? Y N Who_____Phone_____

One You Could Borrow Down Payment From? Y N Who_____How Much_____

Anyone Who Is A Homeowner Who Could Borrow Down Payment For You? Y N Who_____

Anyone Who Has A Retirement Plan Who Could Borrow Down Payment For You? Y N Who_____

CREDIT REFERENCES NOT ON CREDIT REPORT

Name_____Contact_____Phone_____Bal_____Payment_____

Name_____Contact_____Phone_____Bal_____Payment_____

Name_____Contact_____Phone_____Bal_____Payment_____

Name_____Contact_____Phone_____Bal_____Payment_____

Apt.Date_____Time_____Apt.Date_____Time_____Apt.Date_____Time_____

PROPERTY MANAGEMENT

MANAGING PROFITABLY WITHOUT COLLECTING RENTS

Steps to Developing a Profitable Management System

1. Rehab and/or Prep of an apartment unit or house involves judgmental decisions which predetermine results.

- How to judge acceptability of a rental unit
- What are the first impressions of a prospective tenant?
- Which amenities pay off?
- How to know if you and your prospective tenant saw your unit through the same glasses.

2. Rent it or pay double!!

- You can't rent what tenants don't know you've got
- The basic ingredients of a great ad
- Ways to exhibit your unit or house
- How to use the bank for your rental office

3. Will you or the grocer be paid?

- I used to rent to anyone who liked my unit (and almost went broke!!)
- Indoctrination pays off in training soldiers and tenants
- Discounts help in court
- My tenants come to pay me their rent by car, bus, cab, and on foot

4. What you know determines what you get!!

- Since an attitude is a "habit of thought", I want my tenants to have a rent – paying attitude!
- Procedures for late – pay renters (be a squeaky wheel & get the oil)
- ✓ If the tenant says they have mailed the check, get the check #
- ✓ If you have a check that is no good but close, deposit a little money into the account to make the check cashable.
- ✓ Get a post dated check
- Notices, Warrants, Judgments, Evictions, Garnishments, and Attachments
- Be your own Attorney----- to a point

5. You are not in business unless you have a positive cash flow

- You are lost without good records
- Uncontrolled maintenance costs are like a sinking Titanic!!
- Computerize for efficiency
- How to raise rents without losing tenants (This is a people business!!)

CONCLUSION:

OPERATING A RENTAL INCOME BUSINESS REQUIRES INTENSIVE
MANAGEMENT CONTROL



Prospective Residents

What to Ask & How To Ask It



- How much can you afford??..... I think I do have something in your range
- How much can you **COMFORTABLY** afford for a deposit?
- How many pets do you have? **DO NOT** ask... **DO** you have any pets?
- How many bedrooms & baths do you need to live comfortably?
- Are there any special requirements you may need in a home?
- How long do you intend to rent a home before buying? Do you prefer renting vs. buying?
- Have you ever rented a home before? Was it a good experience for you?
- Do you have a friend or relative that may can help you with the deposit?

What other questions can you think of?

Please feel free to share your ideas and/or questions with us during the Q & A period.

Selling To The Renter



- At first contact, make sure you tell them that you are one of the “managers”
- Don’t set a price until you meet them at the house.
- Show the house to several prospective residents at once.
- When setting up the appointment to show the home, ask the prospective resident to remind you to tell them about the free move in gift.
- Offer some upgrades that the prospective resident may be interested in, such as ceiling fans, water filter, computer, W/D, microwave, range, refrigerator, TV, Stereo system, DVD Player, freezer, etc. These can be up sale items for you that could provide extra income.

LANDLORD VERIFICATION FORM

Date _____

My Rental Company, LLC
1234 Landlord Way
Residual Way, NC 22211

Dear Residence Manager, Landlord, or Agent:

We have received a rental application from _____, currently residing at _____, and they have specified you and/or your company as a present or previous landlord. We would appreciate your response to the following questions below at your earliest convenience. If you do not know the answer or it does not apply, please leave it blank. If you have additional information that may help in our decision, please feel free to add your comments or give us a call @ 803-555-5555.

_____ Is the applicant (s) currently renting from you?
_____ If so, is the applicant current with all rental payments?
_____ Was the applicant ever late within the last 12 months? If so, how many times? _____
_____ Has the applicant ever been more than thirty (30) days late with rent payments?
_____ Did the applicant have any pets? If so, how many & what kind/size? _____
_____ Have you had to give the applicant a notice at any time during the last twelve (12) months?
_____ If so, for what reason? _____
_____ Was there ever any trouble or damages? If so, what kind? _____
_____ Have you ever received any complaints from neighbors of this applicant?
_____ If so, what kind? _____ Was the matter resolved quickly? _____
_____ Has the resident completed their lease terms?
_____ If a current resident, has the applicant given notice to you that they will be moving?
_____ Was the applicant asked to vacate by you or one of your company representatives?
_____ If so, why? _____
_____ Did you or will you have to withhold part or all of the deposit because of damages?
_____ Is the applicant moving voluntarily or after judicial eviction? _____
_____ Would you rent to this applicant again?
_____ Rent amount during last month of tenancy? _____
_____ Does the applicant owe you any money? If so, how much? _____

Thank for you assistance in this matter. Your help is greatly appreciated.

Sincerely,

Signed by Authorized Manager, Landlord, or Agent

Signature of Applicant (s)

Signature of Co-Applicant (s)

Please send this verification form back to us as soon as possible. Please fax, email, or call us with your responses and/or comments. We will be happy to pick up the form if you are in the Charlotte area and do not have access to fax or email.

Success in Homes, LLC
3999 Money Street
Success City, NC 99999
(704) 200-0001 Office
(704) 200-0002 Fax
youremail @ your.com

RENT JOURNAL

Property: _____ Month & Year _____ Page No. _____

	DATE	OCCUPANT'S NAME	UNIT NO.	Payment Credited To:				TOTAL AMOUNT RECEIVED	
				RENT	LATE CHG.	DEP	MISC.		
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
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19									
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21									
22									
23									
24									
25									
26									
27									
28									
29									
29									
30									
TOTALS, THIS PAGE									
MONTHLY TOTALS									

INVENTORY AND MOVE-IN CONDITION FORM

This form must be completed and returned or postmarked within 48 hours of move-in. Failure of Tenant to return this form to Landlord shall be deemed as Tenant's acceptance of property in clean and good condition and acknowledgment that all items are considered to be in good condition. **This form is to report the condition of the property and is not a request for maintenance or repairs.**

Exterior: Mailbox _____ Front Door _____ Back Door _____ Patio Door _____ Garage _____	Fences _____ Doorknob _____ Doorknob _____ Doorknob _____ Garage Door _____	Gate _____ Locks _____ Locks _____ Locks _____ Yard _____
Misc: Thermostat _____ A/C Unit _____	A/C Filter _____ Heater _____	W/D Connections _____ Fireplace _____

Unit is furnished with the following items that are in good condition: _____

Interior: Leaving any item below blank indicates the item is in good condition. To note a defect, enter a comment number and enter Comments in the corresponding space below. Attach additional sheets if necessary or write on the back of this form.

	Living Room	Dining Room	Kitchen	Halls	Master Bedroom	Master Bath	Bedroom 2	Bedroom 3	Bath 2
Walls									
Wallpaper									
Wall Plugs									
Woodwork									
Ceilings									
Lights									
Floors									
Windows									
Latches									
Blinds									
Screens									
Doors									
Cabinets									
Counters									
Refrigerator									
Dishwasher									
Sink									
Oven									
Disposal									
Mirrors									
Bathtub									
Shower									
Toilet									
Towel Rack									
Bath Heater									
Exhaust Fan									

Comments:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Other Comments: _____

The above accurately reflects the condition of the property for purposes of refunding any deposits.

Landlord or Landlord's Agent _____	Date _____	Tenant _____	Date _____
Landlord or Landlord's Agent _____	Date _____	Tenant _____	Date _____

A WINNING EXIT STRATEGY:

Exit planning is a broad and complex subject. No two situations, companies or individuals alike. The right plan depends on the business itself and the needs and wants of the owner manager. To make sure that your particular situation is covered to your satisfaction and to make sure that the future needs of the company are met, the following ten tips could make all the difference.

Do not procrastinate – Start now

You should always run your business with one eye on the exit. After all, you may not control your exit timing. You may not even be around to manage the process.

Here are some example situations:

- Your death.
- A critical illness or disability – yours or a loved one's.
- A sudden shift in market conditions.
- A sudden loss of key employees, customers or suppliers.
- An offer you cannot refuse.

Make a plan and write it down

Exiting your business is a process, not an event. You need a plan to be in control of the process, otherwise it will control you.

There are many benefits to having a plan, including:

- You need a plan to know what success looks like.
- You need a plan to make a roadmap others can follow with or without you.
- Having a plan will give you some peace of mind.
- But most importantly – making a plan will have an immediate, positive impact on you and your business.

Put the plan on paper. Keep it short and to the point. Share it with your professional advisors, loved ones and key confidants. Review it annually. Be ready to share it with a prospective buyer and make it part of what you have to sell.

Get competent, professional advisors

You may only do this once or twice. Good professional advisors will be involved in doing this hundreds of times.

Get people who know what they are doing, have done it many times before, and are cost-effective.

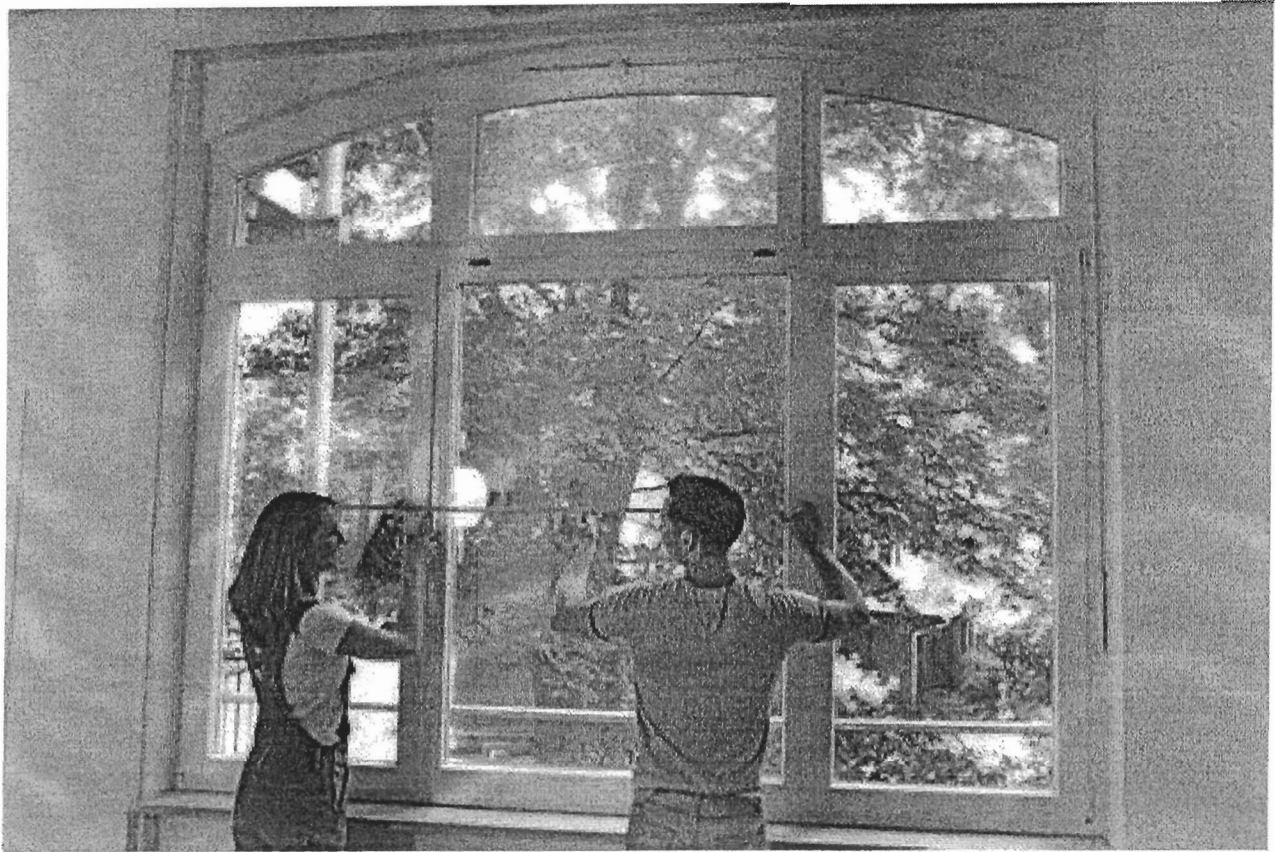
Be wary of consultants who want big fees. The best work will be done by those focused on relationships, not projects.

SESSION 4

TURK AKBAY

BUILDING YOUR TEAM

GOAL SETTING



YOUR GOALS
&
YOUR TEAM
TO GET YOU THERE

"We are told never to cross a bridge until we come to it, but this world is owned by men who have 'crossed bridges' in their imagination far ahead of the crowd."

Goal

Not just another 4 letter word.

\Goal\, n. The final purpose or aim; the end to which a design tends, or which a person aims to reach or attain.

Definition: aim

Synonyms: ambition, design, destination, duty, end, intent, intention, mark, mission, object, objective, purpose, target,

As an investor it is extremely important to decide in advance Where you want to be ?
It's not enough to say I want a lot of money. Because who knows what is a lot of money.

To a server at Waffle House \$100/day may be a lot of money, to an investor \$15,000/mo. maybe a slow month. To a salesperson who works on commission one month \$15,000 may be too little and yet the next month Even \$100 maybe out of reach.
Therefore you must clearly define and decide on what it is that you want. EXACTLY

If your major goal in life is to pay your bills that's all you'll do. Pay your bills.



Your ultimate financial goal should be to accumulate assets until your investments are paying you more than you can earn on your job.

How to set goals

- 1) Turn off the TV, radio, cell phone, and unplug your regular phone
- 2) Get a few sheets of paper and pens
- 3) Suspend all doubt about what is possible for you and how things were in the past
- 4) Take a few deep breaths and imagine yourself 12 months in to the future, and date the sheets
- 5) Make a list of everything you want in your life in 1st person and present tense as if the 12 months have passed and you have accomplished them all.



EXAMPLE

Note it's important to include all aspects of your life;
Not just financial goals.
Money is only a tool.

13 Nov 2005

I am a full time Investor
I buy 3 homes/month
I earn \$10,000 / mo
I own a 2005 Dodge Ram
I read 2 hrs/ day
I am in optimum health
I am spiritual connected to my creator
I have \$500,000 in bank
I have black belt in karate
I am the top producing real estate investor in SC

Writting your goals is the first concrete step for the attainment of them. For your goals to become reality they should be positive, be in line with your values, and you must believe that you can become the person you wish to become.

If all it took to get what we want were intense desire and positive thoughts everyone would be rich, and money would grow on trees. The reality is only 5% of our society will reach financial independence in their life time. Do you want to be rich?

Your actions will determine where you will end up. Just remember, only action is action.

Never be too impressed with goal setting.

Be impressed with goal getting.

Best way to get your goals

1) Identify obstacles

(list internal & external obstacles)

2) Determine limiting step

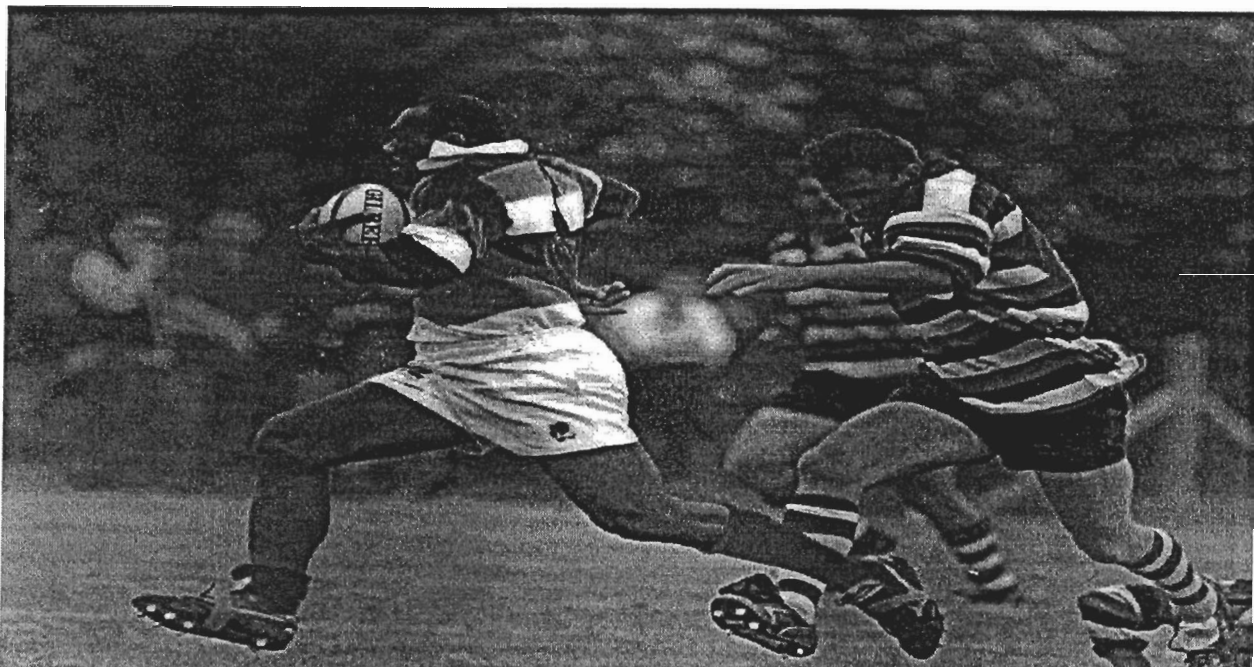
(why are you not at your goal already)

3) List what knowledge, information, and additional training you will need and decide how will you acquire them

4) Think about whose co-operation you will need.

5) Do something everyday for achievement of your goals

Only action is action.

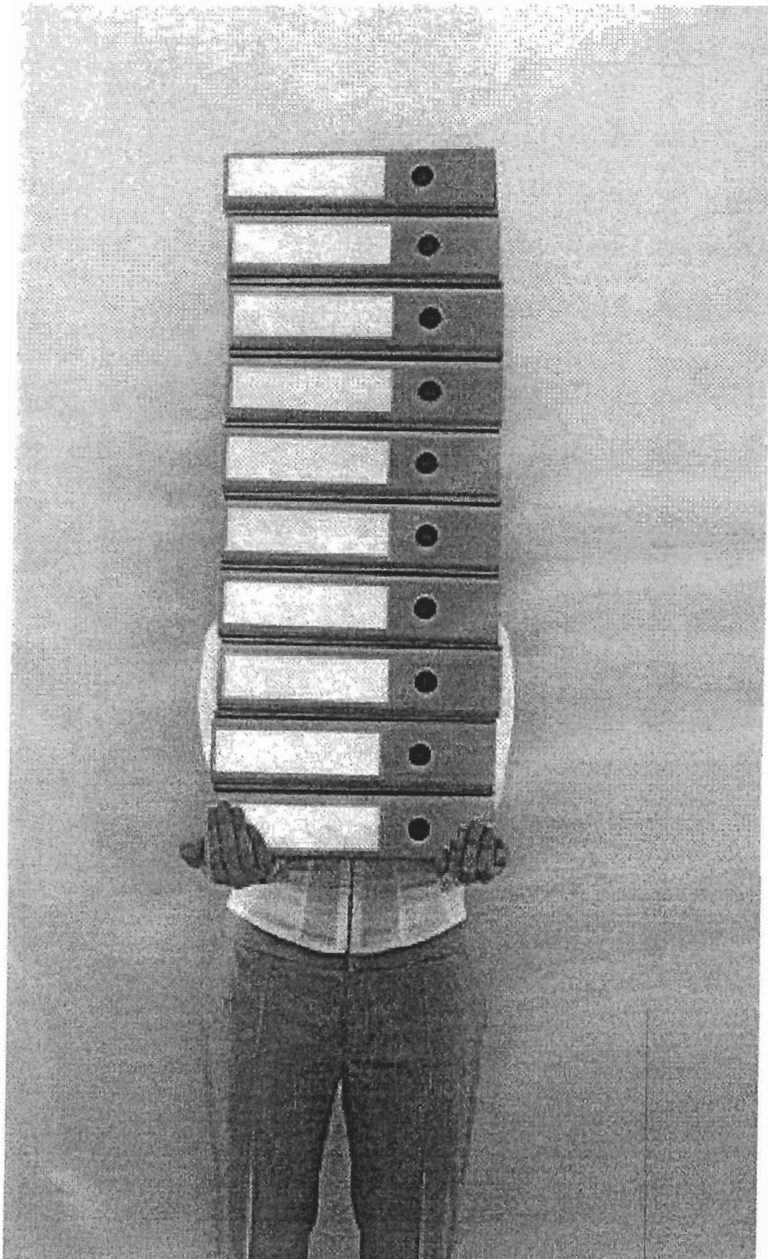


It's much easier with some help.

Deciding where you want to end up, and planning how to get there on paper are absolute necessary steps for the attainment of any worthwhile goal in life. Just as you can imagine that's only the first step.

Now you should have a list of all the things you need to do, new habits you need to develop, and the new knowledge you need to gain. You should have a list of all the hats you'll be wearing.

No one achieves great success alone.



Hats you'll wear

Investor
Accountant
Contractor
Lawyer
Book keeper
Advertising
Sales
Financial Advisor
Business Owner
Landlord
Tough Guy
Husband / Wife
Parent / Child

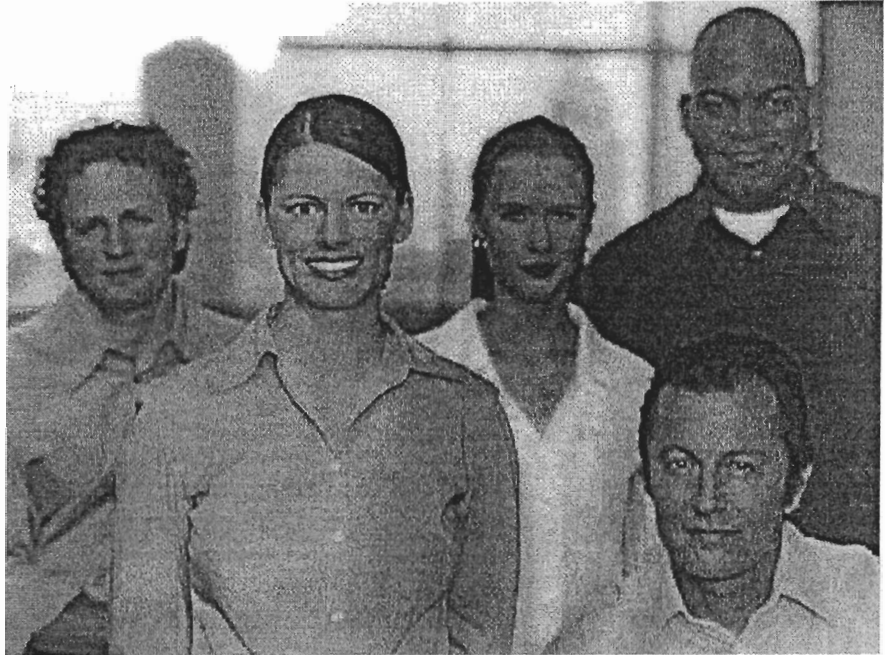
Feel free to add what's missing.

**Build a team that
will get you
there.**

Who should be on my team ?

Essentials

Mentor/ coach
Attorney
C.P.A.
General Contractor
Realtor
Lender
Appraiser



Mentor / Coach



Mentor is a person who has been where you want to go. Someone who knows what you should do and what you shouldn't do.

Mentor can save you months even years of time on your learning curve. And save you thousands of Dollars by helping you avoid costly mistakes.

Coach is the person who keeps you moving along the path you have chosen by keeping you accountable for the results. (S)he is someone who's job is to get you succeed.

A coach will give you feedback you can't get from your friends.

Attorney



An attorney can be your best friend or your worst enemy based on who is paying the bill.

In the US your chances of getting sued is 1 in 4. Based on those odds It's in your best interest to work with an attorney (at least build a relationship with one) before you need one.

Although it may sound like an expense, At the beginning stage of your business an hour with an attorney (\$200-\$300) will save you thousands of Dollars in the future.

Pay your attorneys well. If you pay peanuts all you'll get is monkeys.

C.P.A.



Do you like paying taxes ?

You need a CPA.

When you are looking for a CPA talk to other investors who are similar to you and ask them about their CPA.

When interviewing a CPA tell him/her what you are trying to do and ask him/her to show you How you can do it. (it's better if you have your attorney there too)

Pay your CPA well. It's a tax write off.

G.C.



This is the guy who can make you or break you.
And he knows it.

If you haven't seen Money Pit rent it tonight, and as funny as it is know that it's absolutely true to life.

Shop around for G.C. ask for his license, and ask for at least 3 past references. Never pay before the job is complete. Do you see a pattern here?

Best place to find G.C. is Home Depot weekdays before 8:am. have 2-3 bid for a job.
If you find a good one don't share him

Good Luck.

Realtor



Although some Realtors don't like investors, more and more of them understanding how to work with us.

Good relationship that's mutually beneficial will serve you and your realtor well.

Best way to get a Realtor to work with you is to explain you are an investor, and the criteria you're looking for, and have him/her do his thing.

It normally takes a few weeks to train /groom a Realtor, but once trained they'll do most of your work, and if not just move on to next.

Lender



There are unlimited ways to get involved in real estate investing. One common theme that unites all successful investors is the fact they don't use their own money.

Therefore even if you are independently wealthy you should add a good Lender to your team.

A good lender will handle all your financial needs, and help you identify a deal, and if not why not.

You'll learn a lot from a lender.

Appraiser



How much is a house worth ? and how does one know?

An appraiser is the person with the credibility to tell you how much is a house worth. When you add an appraiser to your team, you will eliminate all guess-work out of pricing a property.

Just keep in mind, because there are a variety of factors for the value of a house, different appraisers will come up with different prices.

Therefore make sure you have an appraiser who you trust, and that appraiser will provide you with **good information.**

#1 rule of investing:

Don't waste money.



Investing in Real Estate is one of the smartest decisions one can make. Although it's not a sure thing, it's safer than many other investments in today's uncertain economy.

As long as you have your goals set, your team is in place and they know it's YOUR team, If you follow the rule #1 you'll win.

Good luck, and don't forget to live.