

Slide 1



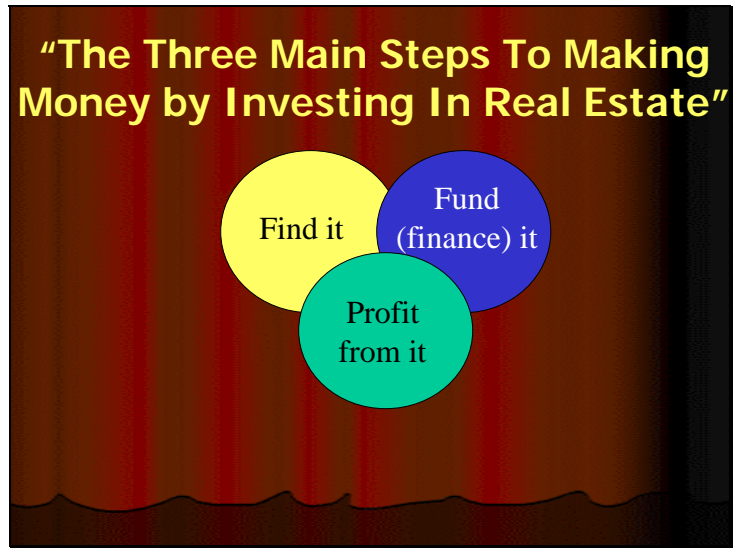
**“Finding Good
Investment
Real Estate”**

"A Quick Review Of What You Should Have Done So Far"

You Should Have.....

- Created a Basic Real Estate Investment Plan.
- Prepared Your Networth and Income Statements.
- Watched Videos on "Setting Up A Plan", "Filling Out Your Networth", "Creating Investor Rules" and "How To Use The Analyzer".
- Watched " 4 Benefits of Real Estate- Part 1 & 2" and "Taxes and Investment Real Estate".
- Started working with the "Real Estate Analyzer".
- Started to look at a few properties and analyze them.

Slide 3



**Once We Know WHAT We Are
Looking For, It's Time To Start
Planning a Search Strategy.**

- The Number of Properties That You Want To Invest In And Your Investor Rules Will Help Determine Your Strategy!
- There are always good properties for sale...ALWAYS.... and here is why....

“People Have Problems Or Want Something Different”

Examples:

- Don't want 2 house payments.
- Job Transfer.
- Getting a divorce or in a bad partnership.
- Can't afford the payments.
- Hate tenants and toilets.
- Can't or don't want to take care of the property anymore.
- Inherited and don't want.
- Have a need for cash.

People lives are always changing....SO.....

**There Are Always Properties
For Sale That People REALLY
Don't Want.**

•Your Primary Search Strategy is to Find
Properties For Sale That Motivated Sellers
Really Want To Sell.

To find them...

it's a **NUMBERS GAME!**

"We Must Have Multiple Ways"

•Some ways that Don't cost money:

- 1.) *Look in the newspaper(s) -for sale and for rent sections.*
- 2.) *Look in free "For Sale By Owner Publications".*
- 3.) *Drive around and look for vacant or run down properties - call owner and see if they are interested in selling.*
- 4.) *Using the MLS system.*
- 5.) *Contact real estate offices and let them know you are looking to buy.*
- 6.) *Use Internet - craigslist at www.craigslist.com.*

"We Must Have Multiple Ways"

- Some ways that Don't cost money:

7). Use county records.

8). Call on properties "not for sale" that you may be interested in.

9). Call banks and ask if they have a (REO) department and ask if they have a list of properties for sale.

"We Must Have Multiple Ways"

•Some ways that DO cost money:

- 1.) *Advertise in newspaper - "Company wishes to buy or lease a home, Call xxx-xxxx".*
- 2.) *Print up flyers and distribute " We Buy Houses - Full Price"*
- 3.) *Hire someone to find you properties - Real Estate Agents*
- 4.) *Use business cards.*
- 5.) *Contact real estate offices and let them know you are looking to buy.*

"You Need To Be Creative"

*The more ways you have
to find properties, the faster
you'll find them*

And.....

**"There is no limitation of
ways to find properties."**

You need to develop a
plan of attack
that fits into your
available time and budget.

Your Next Assignments

1.) Complete all past assignments **FIRST** (Get These Done).

- Your Networth and Income Statements
- Your Investment Plan Worksheets
- Create a set of rules of what your looking for.

(You should have completed all assignments and emailed or fax me a copy of the completed assignments.)

**I repeat that you need
to email or fax me your
assignments.**

(fax - 651-459-8330)

Your Next Assignments (continued)

2.) Complete watching all videos and track your progress.

3.) You should have started using the Real Estate Analyzer and practice analyzing properties.

4.) Your new assignment is....

Choose or create a minimum of 3 ways to start looking for properties that meet your investor rules and allocate so much time per week or month to do this.

Start calling on properties and gather information using the "Questions to Ask Seller's Sheet" and start analyzing properties.

Call a minimum of ____ Sellers per week/month

Your Next Assignments (continued)

5.) Send me an email and schedule your one-on-one call for this month. This is going to be your responsibility each month.

Give me several choices of times that will work for you and I will confirm the call in advance through email.

Remember that the purpose of the one-on-one calls are:

- 1). To answer any your questions
- 2). Tell you what you should be doing if you don't already know.
- 3). Help you in anyway.

Here's what coming in the next videos.....

"Real Estate and Small Business Tax Strategies"

" Financing Ideas and Lender Surveys"



Remember If You
Have Questions.....

You can always contact me at

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