



▶ PROBATES CAN PROVIDE OPTIONS IN ADDITION TO RESIDENTIAL HOMES... 1



▶ TECHNOLOGY THAT BUILDS BUSINESS..... 2



▶ 4 REPAIRS YOU SHOULD NEVER ATTEMPT.....3

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FOCUS on Probate

HELPING YOU UNDERSTAND YOUR ROLE IN THE PROBATE MARKET!

At any one point in time there is more than \$600B in Residential Real Estate properties on the market across the US. Executors of Estates frequently need money, so bargains are not hard to find.

Probates Can Provide Options in Addition to Real Estate

There are many areas of the country where there are still issues with the real estate market being as vibrant and healthy as in the past. Part of the dismal state of the real estate market is that there are very few leads of homes for sale that can be purchased at a discount. Frustrating, right?

Not so fast! While the traditional real estate market may be suffering from a lack of viable leads for homes and other forms of real estate that is simply not the case in the probate business. In fact, with literally

classic cars, and liquidating other personal items. Assisting Executors in doing so means that you can offer a valuable service to them and profit at the same time. Additionally, you can even find operating, profitable businesses that are being sold through probate. These businesses can provide a lifelong stream of income that can make your dreams come true.

As you can see, probate is about more than just residential homes. In fact, there are many, many options that are related to probate real estate in which you can create streams of profit.



PROBATE WATCH

In today's challenging real estate market, there is a real shortage of properties for sale. This shortage in the traditional market means that people looking to move cannot do so. Luckily for probate investors, this is not the case in our industry. In fact, there are plenty of homes available in the probate arena. With discounted prices of 30 percent to 50 percent off, probate investors always have the benefit of a variety of homes to choose from – ones that can be held as a long term investment, or ones that can be updated and sold to other buyers. Either way, as a probate investor, you don't have to deal with the shortages in the real estate market.





Technology that Builds Your Business

The place to begin is at www.usprobateleads.com.

Technology can make all the difference in how you manage your probate business and your ability to respond to the needs of your clients. Having the most updated technology can give you a competitive edge in taking advantage of opportunities in the market.

There are some new technologies that can really assist you in gaining an edge.

Having access to a smartphone with a data package will allow you to constantly keep in communication with potential buyers and sellers, whether they call, text or email. People who are hunting for a home to buy do want to have a quick response from sellers, and Executors prefer to be able to access investors as quickly as possible.

Another piece of technology that can make a positive impact on your business is a laptop and mobile printer. If you find a property that you want to make an offer on, using a laptop and

mobile printer will allow you to do it on the spot, rather than having to wait until you get back to your office. This technology allows you to review estimates from contractors, spreadsheets on projects and keep notes while you are onsite. Using a laptop means that you can have one computer rather than a desktop, allowing you to have access to all of your office files wherever you are.

As you can see, today's technology can make it easy to build a business. A smartphone, laptop and printer offer instant access.

SMARTER INVESTING: Disciplined Planning



Do you have business goals that you set in January? If so, how are you doing? Performing a quarterly review can make all the difference in making sure that your business is moving forward. Take some time to review your yearly goals today and make adjustments as necessary to build your business.

WHAT DOES THE EXECUTOR DO FOR THE ESTATE?

If you are new to the probate real estate industry, then you may have questions about what exactly the Executor does. For probate cases, the Executor is the individual that is appointed by the court to take care of managing all of the financial issues. This individual may be a family member, attorney, accountant or trusted family friend. During the probate process, the Executor has the power to make buying and selling decisions, hire help to manage the property and has to file paperwork with the court on a regular basis. As an investor, the Executor is the individual with which you should build a relationship.

Probate Leads represent the last major market untapped real estate market segment in the US today! Now is your opportunity to step into this market.

When is it Time to Say YES to a Property?

If you are a diligent investor, then deciding when the right time is to purchase a property can be one of the biggest challenges that you face. How can you know when it is time to say yes to a property?

The first step to determining if a property is a good investment is to carefully evaluate your own level of research. Is this just property you'd like to buy on a whim, or have you put some time into understanding the area and what the property may need? Purchasing properties on a whim can lead to bad investments that you may regret later. That is why research is key.

If you have completed your research, the next question to ask yourself is if you have any concerns about the property. Are there issues with the roof, foundation or location? These can lead to problems down the line with bottom line profits, and issues with reselling the property.



When your research is completed and you haven't found any major issues with the project, the next step is to see if there is profit to be made. Realistically evaluate whether or not there is profit in the project by checking comparable real estate sales statistics in the same area.

When you are comfortable that all of your research has been completed and that there is a clear option to making profit in the future, then it is time to say yes to the property.

4 Repairs You Should Never Attempt

If you are considering purchasing a home, then you know doing a thorough evaluation of the home before you buy it is the key to making a profit. When you are evaluating a home, there are certain repairs that can completely derail your project and cost you way more than you may be prepared to spend. What are those repairs?

The first repair to avoid includes any foundation issue. Foundation issues can be incredibly difficult, labor intensive and expensive to fix. From crumbling block to leaky basements, most of these fixes require that the foundation be dug out by a certified

contractor, then followed up by a process of re-waterproofing and adding drainage stone and pipes. As you can imagine, this can be costly.

The second repair to avoid would be major roofing issues. On a home that has two or three layers of roof, all of those layers would have to be removed before a new roof can be installed.

The third issue to avoid when purchasing a home includes any problem with electrical systems. While dealing with small electrical issues can be a simple process, replacing old wiring throughout a

home can be costly and time consuming.

The fourth repair to avoid is anything having to do with rotten flooring. Rotten flooring may mean there are issues with water intrusion and can take time to not only track down the water issue, but complex carpentry to replace flooring and flooring supports.

Finding a home that is structurally sound is a great way to ensure that you have what you need in terms of a solid home that will just require updates. This research will protect your investment and profit.

SETTING YOUR SIGHTS ON NEW PROPERTIES AND INVESTMENT OPTIONS IN PROBATE

This is the time of the year when looking for a new investment is part of a growing probate business. There are a lot more options to building a business than just buying a residential property. In fact, there are many options to probate that can create serious profit. Instead of simply focusing on residential properties, consider businesses, vacation properties, estate sales, vehicles, artwork and antiques as ways to increase your profit.

By diversifying your business, you create opportunities for your organization to grow beyond simply investing in residential properties. Look for ways to incorporate these new options to ensure that your business will grow into the future. Be creative in your business approach and you will find that you can quickly develop a thriving business.

Selling a Home this Spring? Get Prepared!

Do you have a home that is ready to go on the market this spring? Homes that are ready for the spring selling season can take advantage of eager buyers if they are presented carefully and put on the market at a competitive rate.

Homes put on the market during the spring benefit from buyers that have been awaiting a break in the weather. Making sure your home is ready is the key to a quick sale. One of the best things you can do is to provide improvements that give the buyer a real value for the home. According to experts in the renovation field, adding a new front door, additional living space in an attic and making upgrades in the kitchen are some of the best options for attracting buyers. In addition, these projects actually add almost the same amount of value into your home as the cost of the project, making them a

smart investment.

Helping your buyers to see themselves living in the home you have rehabilitated is another way that you can prepare your home. Purchasing a wreath for the front door, adding a couple pots of flowers and updating the mulch can give the home a good level of curb appeal. Inside the home, adding rugs, towels and other decorative items can help others visualize themselves in the home.

Kitchen and bathroom improvements can also make a big difference in making sure that your home sells quickly. Changing countertops, cabinet hardware and adding new faucets can help prospective buyers to visualize themselves living

in the home.

Also, new paint and carpet can make a huge difference to potential buyers. Though these are relatively inexpensive changes to a home, painting the walls a neutral color, giving the ceilings a fresh coat of white paint, and installing neutral carpeting will match any potential buyer's décor.

On the financial side, be prepared to act on any serious offer that comes in. Have all of your numbers ready to go in terms of what you'd like to get for your property, taking account of all of your costs and allowing for profit.

Get your property ready for spring and profit!

A Note from the Editor

Together, we can find those probate-related properties that will allow you to be a success in the probate area.

The spring selling season is in full swing and probate investors can profit from the good weather by buying and selling properties. You can take advantage of many opportunities with a little bit of work.

During this spring, take a look at new opportunities that can expand your business. From investing in businesses to commercial properties, there are many ways to profit in probates. While you may choose to focus on residential properties, there are other avenues to profit.

Helping you to understand all the ways you can profit in probate is the focus of our business at US Probate Leads. With our software, training materials, books, webinars, seminars and mentoring programs, we can help you to learn what you need to know to earn the level of income that you want. Additionally, we provide a customized, county by county lead service that will save you time sifting through courthouse records. Our leads can be delivered right to your inbox, which will give you a

way to simplify your business practices. Are you ready to profit? If so, you need to contact us today for more information on probates and building a business.

For more information on our Lead Service and other products, visit our website today at:

www.usprobateleads.com

or feel free to give us a call at

(877) 470-9751.

The sale of Probate Properties can bring you a major new source of income. Let US Probate leads show you how to participate in this exciting market!

PROBATE NOTES



Next Issue – May, 2014 Topics

5 Things to Look for in a Commercial Property

Building an Estate Sale Service

Best Communication Tactics in Dealing with Executors



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