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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.

Career Success is Easy with the Benefits of Probate Investing

Have you taken the time to evaluate where your career is lately? If you are unhappy with where your life is headed, then take the time to look into probate investing. With heavily discounted properties and Executors ready to sell, achieving career success is easy.

One of the best aspects of working with probate properties is the fact that you are really helping families move forward. When families still have property they need to sell, they cannot finalize their probate and may

need to make the sale in order to pay funeral, medical, legal and tax bills. By purchasing property – whether real estate, antiques, art, jewelry, homes, apartment buildings or commercial properties – Executors can pay those bills and move on with their life. In return, you get the advantage of buying items at a deep discount and reselling them or adding them to your portfolio.

Get started now in a career that makes profit and helps families. Read on for more tips!



PROBATE WATCH

If you are interested in working in probates, there is certainly no shortage of properties and products available for you to buy and sell. Experts estimate that there are nearly 100,000 probates filed each and every month, which means that opportunities to profit are plentiful. The key to taking advantage of these options is having a lead service that delivers information right to you rather than having to go to the courthouse and spend precious hours digging through extensive legal paperwork. Let the experts at US Probate Leads provide relevant, viable probate leads for your county to you directly through our customizable lead service.



Preparing for the Fall Probate Selling Season

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

Before you know it, the fall probate selling season will be upon us. Taking time to plan now for the change in season and the change in selling needs will help you to adapt and profit.

While probate investors always have the benefit of being able to purchase and sell properties at less than market prices – sometimes as much as 30 percent to 50 percent off –

having these properties ready to put on the market in the fall can be critical to end of year profitability.

What steps can you take to ensure that your properties are ready? The first item should be to evaluate where each of your properties are in their cycle and your ultimate plans for them. If you are preparing a rental property or apartment complex, then finding tenants before the weather changes too drastically can be helpful. If you have properties that you'd like to sell, getting them on the market as soon as possible will give you

the most lead time before the holidays to get them sold and the transaction closed.

During this process you can quickly evaluate each property to see what still needs to get done and get in contact with your contractors to make sure that the projects are moving forward.

Preparing for the fall probate selling season requires a focus on preparing properties given your particular goals for each one and then moving forward to achieve your goals. Get started today!

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.

SMARTER INVESTING: Share Success Stories



One of the biggest trends in marketing today is the telling of stories. If you are a probate investor, then you have your own stories to tell about homes you have purchased well below market value. Use these in your traditional and Internet-based advertising to attract new sellers and Executors to your services.

LEVERAGE COMMUNITY SUPPORT FOR YOUR PROBATE BUSINESS

Building a probate business means that you need to reach out beyond your office for assistance in creating just the right environment for your business to grow. One of the best ways to get help growing your enterprise is to enlist the help of the community around you. Tell everyone you meet what you are doing and always carry business cards with you. Collect business cards from those you meet as well and make sure to invite them to visit your website or email them about a speaking engagement or new article you have published about your business. You'll community support in no time!

Creating Next Level Success in Probate Entrepreneurship

Have you achieved some success with your probate business, but are ready to take it to the next level? If so, then it is time to take a hard look at your business and come up with a set of next steps to take your business to the next level of profitability.

The first step in moving to the next level is to evaluate where you are and where you need to be moving. Take some time to pull out the yearly goals that you have created for your business and give yourself and your business a truthful evaluation of where you are and what you have accomplished. There may be goals

that you have fully met, those you have partially met and those you haven't even touched. Look at each and determine if they are still worth pursuing and if so, what you can do today to move them forward. During your evaluation, you may see goals that you had that are no longer pertinent to your



business. If that is the case, then there is nothing wrong with letting them go. By moving away from goals that no longer suit your business, you have the opportunity to take advantage of new opportunities when they happen.

Creating next level success in probate entrepreneurship means regularly evaluating your goals and following through on them or adding new goals to take you to the next level. Evaluate your business goals today!



Developing Alternate Streams of Income in Probate Investing

Probate investing can be so much more than just buying and selling real estate. Although that is a highly profitable and viable way to build a business and is frequently the foundation of a probate entrepreneur's investments, there are also ways to diversify your activities to generate more income.

Developing alternate streams of income in probate investing requires some thought and some intentionality. This means that you need to spend some time thinking about what your goals are and where you have unused skills. Building a business means keeping a keen eye

on where your business is and where it is going. When you are considering alternate streams of income, they need to fit within your goals for your overall life and business. For instance, if you value being home with your family on weekends, then starting an estate sale arm of your investment business might not be a good idea.

Alternate streams of income not only need to match your overall goals, but they need to be something where you have some expertise. For those investors who have a background in collector cars or buying and selling vehicles, adding a car buying arm to

your business is an easy thing to do. Other areas of work that you may want to consider adding to your business may include a service that helps Executors clean out homes and garages, buying and selling pieces of art and antiques, and even preparing a home to go on the market – even before you have purchased it for your portfolio.

As you can imagine, there are a lot of options for building an alternate stream of income for your business. With some creativity and some focus on your skills, you can add profitability and flexibility to your business enterprise. Coordinate this with your goals and profit!

WHAT ARE THE HALLMARKS OF A PROBATE PROFESSIONAL?

Taking on the role of a probate entrepreneur means that you have the highest standard in work. After all, you are working daily with families that are hurting in order to make their lives better and to help them move on by dispersing with their loved one's physical needs.

Dealing with this type of situation requires you to rise above many of the issues that you may see working in the field. Successful probate business owners strive to stay professional in all of their communications, meet deadlines and honor their agreements, even when it is not convenient. This type of behavior is one that will win you a stellar reputation in the community. Remember that your choices and decisions are ones that will define your business. Be a pro and watch your business grow!

Have You Met Your 2014 Business Goals?

Every good business owner has goals for their business. If you haven't taken the time to define your goals, then you are missing out on a great way to move your business to the next level of operation.

For those business owners who have completed goal setting, now is the time to figure out if you have met those goals or if they have gone by the wayside during the daily operations of your work. Evaluation of your goals is one of the most important business management functions that an entrepreneur can tackle. Knowing what your goals are and where you are in the cycle of achieving those means that you are moving forward on developing your business.

Did you take the time to prepare 2014 goals for your business? If so, it is time to get them out and take a look at them. How

are you doing? Have you made progress in achieving your goals?

You may feel frustrated at not having kept track of your goals or not accomplishing them by now. If that is the case, it is time to take a look at exactly what your goals are and how to structure them for the last quarter of the year.

The first step in dealing with your 2014 goals is to make sure that they still fit your business. Take a hard look at your list. Do you have goals on there that are simply too broad or that no longer fit the direction of your business development?

If so, then it is time to get rid of those, and any associated guilt you might have in not accomplishing them.

Future goals for your business should be specific and measurable. Saying something like, "I'd like to have a comprehensive marketing strategy" as your goal is not the same as, "I will write two blogs per month to market my business." A specific goal is one that you can track your progress on easily. Being able to measure your goals means you can determine if they are working and whether to continue them. This process of checking your 2014 for appropriateness, specificity and measurability means that you can meet future goals.

Evaluate your 2014 goals today and adjust them to grow your business.



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 future is now in probates! With literally thousands of probates being filed each month, business owners who are working in probate have unprecedented opportunities to profit. As part of that community, you too have the option to take advantage of what probates have to offer to investors and business people.

Whether you are looking to build a full-time business and get away from your current job or simply want a way to add more income and stability to your finances, you can be sure that

probates have something to offer for nearly everyone. And, not every investor works in real estate. There are very successful entrepreneurs who work in associated fields by buying and selling vehicles, boats, RVs, artwork, jewelry and antiques. Some other entrepreneurs focus on services, such as performing estate sales for families or offering a clean out service to prepare a home for sale.

No matter your skill set or preferences, there is a way for

you to take advantage of the vast opportunities available in probate. Let the experts at US Probate Leads work with you to help you develop a successful 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 – September, 2014 Topics

Why Choose Probate as Your New Career?

How to Run Your Probate Business like a Pro

Planning for Your Business Using a Seasonal Model



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