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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.*

## A New Year Means New Opportunity for Profits in Probate!

A new year holds a lot of promise for probate investors. With more and more people looking for non-traditional work situations and the economy on the rebound, finding opportunities is easy.

If you are considering starting your own probate business – whether buying and selling residential properties, commercial properties, antiques, or conducting estate sales – now is the time. Starting a new business in January is a great time to get organized, do research,

put together your home office and register for invaluable training, software and mentoring programs.

One of the best things about starting a new probate business in the New Year is that you will have a chance to achieve a lifelong dream. A high percentage of Americans each and every year want to start their own business. Don't let another year go by! You can take advantage of all of the opportunity that is available in probates today. Read on for more information or visit our website at [www.usprobateleads.com](http://www.usprobateleads.com).



## PROBATE WATCH

Probate offers a unique opportunity for business minded entrepreneurs. With multiple streams of income and the flexibility to have a home office, entrepreneurs are flocking to this industry. Additionally, with families needing to sell property and valuables in order to pay for medical bills, taxes, funeral expenses and legal advice, most properties are available for 30% to 50% less than a comparable property on the market. These discounts offer the opportunity for a good deal of profit. Find the right property in the right condition, restore and resell for cash!





# Expand Your Probate Business and Profit

The place to begin is at [www.usprobateleads.com](http://www.usprobateleads.com)

business, here are a couple of things to consider.

First, think through the ways that you can expand on the business that you already have had success at. If you have profited from buying and selling residential properties, then how about expanding into apartment buildings, vacation homes or commercial property. Expanding into these types of property will provide diversification in your business. Next, consider related businesses. If you are an expert in antiques or have amazing

organizational skills, consider adding an estate sale aspect to your business. Many Executors will be delighted to not only sell you their relative's home, but let you go through the home and sell the personal belongings that have been left behind.

Finally, don't forget to evaluate buying a business as part of your probate investments. Many Executors end up with businesses that they would be delighted to sell—one that is already running and profiting.

With these tactics, profit can be yours!

SMARTER INVESTING:  
Disciplined Research



With the New Year upon us, it is the BEST time of the year to do your planning. Carefully thinking through the successes of the past year and the ways you'd like to grow your business during 2014 will help you get there. Create specific goals that you can measure and that have an attached timeline to get the best results.

One of the biggest challenges for probate entrepreneurs is understanding that there are more ways to make a profit than simply buying and selling one type of property. With a little creativity and some good organizational skills, multiple streams of income are easily possible for investors.

For probate investors who are considering expanding their

## WHAT YOU CAN EXPECT FROM AN EXECUTOR

Working in the probate industry means that a good deal of your contact will be with Executors – those who are legally appointed by the court to oversee the sale and distribution of assets formerly belonging to a loved one. An Executor is responsible for filing paperwork and reporting to the court. When working with an Executor, you can expect to find someone who can make decisions about what to sell and how to proceed. You may also find that they will consider other family members needs and desires as they close the probate. Ultimately, though, the Executor is the decision maker.

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.

# Women Can Have Success in Probate Investments

While so many of today's best entrepreneurs are men, women can experience a great deal of success in the probate business. With excellent planning skills, knowledge about what makes a home appealing and great community contacts, many women are finding that the probate investment business is just right for them.

Today's women face a myriad of challenges every single day. From managing a growing family to the financial demands that might be required in order to sustain a household, there is a lot of pressure. Being able to work from home can

help alleviate some of that pressure and also allow for a flexible work schedule. This is just one of the benefits that women working in probate see each and every day.

Women naturally have a good sense of what makes a home salable and generally have



excellent community knowledge and contacts. Leveraging this background can really help women who choose to start their own probate business successful. Additionally, women can also benefit by reselling art, jewelry and antiques as part of a probate related estate sale business. There are so many options!

Probate investing isn't just an area that men can succeed. In fact, women can, and should, take advantage of this growing, profitable industry.



# Goal Setting for 2014 – You CAN Make Your Dreams Come True

The start of the New Year always holds so much promise. A new start. A clean slate. Getting yourself set up for a successful 2014 means taking some time to think through your personal goals and make a commitment to your business. Spending an afternoon – or even an entire day – thinking through how to manage your business more effectively and what you can accomplish in the next twelve months is an excellent investment.

One of the most effective strategies for setting goals is to start by asking questions. The first question to ask yourself is, “What did I do well last

year?” Make a list of the top ten things that you did well last year. Whether a success was just starting your business or improving your professional education by reading several books on how to manage a probate business, it is critical to spend the time noting what you did well because it will help you to build momentum for the next year.

The next question to ask is “What did I have planned that I didn’t get to that would have been a good idea?” Pull out your 2013 goals and see what items simply didn’t get done. When reviewing that list, you’ll see some goals that were completed,

some that weren’t and some that no longer apply. Note the ideas that were good ones for 2013 and transfer them to your 2014 list.

The last question to ask yourself is, “What do I really want to accomplish in 2014?” Make the answer to this specific and measurable, noting dollar amounts, numbers of contacts and names of books, seminars or mentoring programs that you want to participate in.

By taking the time to ask great questions about your business, you can make your dreams come true during 2014!

## WHEN YOUR PROJECT TURNS INTO FAMILY FEUD

There is no doubt that it can be frustrating to spend weeks working on putting a project together only to have it fall apart. That is exactly what might happen if the Executor and the other beneficiaries don’t see eye to eye on selling property.

While it is the Executor’s responsibility to make decisions, often they will not do so without the cooperation of other family members. If the individual financial or personal needs of family members clash, issues with the sale can arise.

As an investor, you need to be aware of this possibility and prepare yourself for having to work with families that are still dealing with the emotional upheaval of losing a loved one. When this type of situation does arise, carefully evaluate your options and don’t discount the benefits of walking away.

## Protecting Your Level of Property Profitability?

Every probate investor interested in virtually any type of real estate knows that purchasing a property only makes sense if you can make a profit on it. Knowing that profit is the priority, here are some tips to help you to become as profitable as possible when choosing which property to purchase.

- Check the location. One of the keys to being able to sell a property after you have purchased it depends on where the property is located. Make sure to look for the level of taxation, the quality of the schools, the general condition of the neighborhood and the surrounding area to make sure that the area is one that will be easy to sell.
- Have a professional inspection. If you are

planning on rehabbing a property and then reselling it, invest in a professional inspection. Professional inspectors can let you know if there are any major defects in the property that will eat into your profit, such as foundation issues, needing a new roof of major structural issues. Without knowing the condition of the home, you may be surprised at the amount of money it takes to bring it back up to code.

- Get work estimates before committing to the project. Once the inspection is complete, if you

Executor lives out of state. Vacant homes also represent a temptation for thieves, which can be another reason that Executors are motivated.

are still interested in the project, get firm estimates on the cost of the work that you will have done. Knowing that upfront will quickly determine whether it is a viable job or not.

- Find comparables. Since homes sold via probate are usually heavily discounted, you may assume you can make a profit. Don’t make that assumption until you see comparable values of homes that have sold recently in the area.

Research is the best way to protect your 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.*

2014 is here and we hope that you are as ready for a profitable year as we are! With more and more probate properties, businesses, personal items and commercial real estate available than ever before, the opportunities for you to be successful in probates are real and within your reach.

We are here to help you to achieve your goals. At US Probate Leads, we not only offer a customized, easy-to-use lead service that will save you literally hours of work in local courthouses, but we also offer

software designed to speed up your communications, books, seminars and webinars that can show you the most up-to-date techniques at making your investments work. We even offer a mentoring program for probate investors who want to take their business to the next level and want to glean information from those who have been truly successful.

If you are ready to achieve your goals for your probate investment business this year, whether you work part-time,

full-time, are a beginner or have been investing for a while, let us help! Our team of friendly, knowledgeable probate specialists can help you create the business you want this year.

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

[www.usprobateleads.com](http://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 – February, 2014 Topics

Preparing for the Spring Market

Technology Upgrades that will Benefit Your Business

Who Do You Know? Contacts that Build Profit.



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