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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 Are Where All of Today's Profits Are!

In today's challenging economy, there is simply no better place to find the best deals, best opportunities and the highest level of profits than in probate-related real estate.

Probate-related real estate listings are generally put on the market at a significant discount - 30% to 50% less than current market prices - due to the family's need to sell and the condition of the property. These families

have a need for quick cash to pay for medical, funeral and tax bills. Because of their need, they are willing to close quickly and sell at bargain prices, giving you the option to make more than you ever could in traditional real estate.

If you are looking for a way to make your family's dreams come true or already work in real estate as an agent, contractor or inspector, then consider probate real estate today.



PROBATE WATCH

Having a hard time finding current, viable leads to follow? Frustrated by spending hours at the courthouse, wasting your time finding only a few leads worth following up on? If your ability to build your business is being hampered by your inability to find leads that will work for you, then we have a solution. Try USPL's automated lead generation service. We'll send you scores of timely leads directly to your Inbox, without you ever having to go to the courthouse. Carefully analyzed to get you the most accurate information, USPL's lead service can streamline your work today.



Technology and Probate Real Estate

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

you need to make your business run efficiently and effectively. Years ago, probate-related real estate investors struggled to stay connected with potential buyers, contractors and real estate agents.

Luckily, this simply isn't the case anymore. With the advent of mobile devices and the proliferation of the Internet, doing your work as a real estate investor couldn't be easier. Items such as a smartphone can help you to locate properties on a mobile GPS, access websites while on the road and receive calls from potential buyers and sellers as well as from

other contacts in the community. Having a laptop with access to the Internet will allow you to easily access email, find information the newest leads to hit the market and stay in contact with people via email. Online scheduling and estimating software can allow you to quickly verify numbers and make offers faster than ever before.

As you can see, technology now plays a vital role in making sure that your business runs smoothly and effectively. Keeping a smartphone and a laptop with you will keep your business running no matter where you are.

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.

“Don'ts” for Realtors, Investors and Probate Entrepreneurs

While there are a lot of things that can be done to make your business go right, there are also a lot of things that can create issues in your business. Here are some "don'ts" to remember as you work to build a thriving probate-related real estate business:

- Don't ignore phone calls. To build a thriving business, you must be available to take phone calls from potential sellers.
- Don't start a marketing program and then stop. Marketing works because it is consistent. Even if that means that you scale back

your efforts, it is better to be consistent on a small basis than only offer a one time marketing message.

- Don't be a loner. In order to build a business, you need contacts - and lots of them. Take time to go to networking



events, meet with local funeral directors and attorneys. Your efforts will be rewarded by a thriving business.

- Don't underestimate. Underestimating the cost of a home and repairs can be deadly. Carefully calculate the costs to bring a home up to par and then add 5% to give yourself some breathing space.

While it is easy to build a probate-related real estate business, there are some things not to do. Keep these in mind and watch your business grow!

Being tied to an office is one of the reasons that so many people are starting their own business in the probate-related real estate field. No more cubicles, crowded lunch rooms or trying to find a bit of privacy during the work day.

While there are certainly a lot of benefits to working for yourself, one thing you may miss is the convenience of having all of the office equipment and access that

COUNT YOUR COSTS - ALL OF THEM!

When you decide to purchase a probate property, there are a lot of costs to keep in mind. While some of these may be obvious, there are some that you may not have considered, such as:

- ✓ Real Estate Taxes
- ✓ Point of Sale Application and Inspection Fees
- ✓ Utility Costs
- ✓ Office costs such as cell phone, Internet access and office supplies
- ✓ Building Insurance

When you keep in mind all of the costs, you can make sure to preserve your profit margin, making your business more successful in the short term.

**SMARTER INVESTING:
A Patient Approach**



Probate properties require patience. From working with grief-stricken people to making sure that projects get completed, patience is one of the key characteristics of a successful probate-related real estate investor. Remember to allow extra time for every appointment and rehabilitation project as there are almost always delays.

Adopt Effective Techniques From Home “Flippers”

A few years ago, flipping a home was a one of the hottest trends in real estate. While probate real estate investors may not flip homes, there are things to learn. Professional home “flippers” have some tried-and-true techniques that help them to make the best deals.

First, professional “flippers” try to buy for cash. Having an open credit line or a relationship with a bank allows probate-related real estate investors to close in as quickly as two weeks. This gives these buyers an edge over those who have to go through the traditional lending process. To see if you qualify for a business line of credit or other lending tool, check with your banker.

Secondly, professional “flippers” have a team they rely on. Having built a group of people they can trust, they can quickly get everything from a home inspection to a contract completed in less time than other buyers. Using a team approach gives the seller comfort knowing that things are moving forward quickly and also takes pressure off of you as the buyer, since you have others you can trust to take care of the details.

Third, professional “flippers” know what to walk away from. While there are a lot of good deals on the market, professional “flippers” seem to know which ones are

the best. Most investors have a list of things they are not willing to take a chance on, including homes in high traffic areas, homes that have structural problems and homes that have a floor plan that is simply out of the norm. Each of these things are items that should give you pause.

Finally, professional “flippers” always get an inspection done. While most professional investors know enough to do the inspection themselves, using a professional inspector is a way to make sure that they have correctly calculated the cost and haven't missed anything major.

Use these ideas from professional “flippers” to get the best properties.

PROBATE INVESTING - HANDLE WITH CARE

While working in the probate-related real estate business is just that – a business with money to be made and deadlines to deal with – there is more at stake than simply making money.

As you can imagine, when a family loses a member due to illness, aging or tragedy, there are many issues to contend with, only some of which include personal and business property.

What should a smart probate-related real estate investor do? The answer is simple. Handle each family with care, remembering that they have gone through a difficult time. Take the time to convey your condolences and always ask if it is a good time to talk when contacting them. This level of care and sensitivity will help families to trust you and will help you to build a working relationship with them.

Finally, remember the old business adage of “under-promise and over-deliver.” Don't promise anything you can't deliver and give realistic time-lines for your deal.

Probate is More than Just Real Estate

While most probate-related real estate investors are focused on just that - real estate - there are many other forms of probate investing that can yield amazing profits.

When a person passes away, they leave more than an empty house and a few changes of clothes. A lifetime of hobbies, careers and travel can leave many valuable things behind. Savvy investors realize this and some have even managed to specialize not in real estate, but in other areas of probate sales.

These other areas encompass a wide variety of specialties. Some probate investors work as estate sale coordinators and will come into a home, catalog the items that need to be sold and hold a sale to assist the family in getting rid of items that are no longer needed. For those who are well versed in antiques, there is a thriving market for probate antiques. Treasures stored in attics and

basements generally need to be appraised and sold, which can be a great help to a family that is struggling to clean out a home or garage and needs cash to pay bills. Hobby specialists, whether those who know boats, collector cars or ATV's can also benefit from making contacts in the probate real estate business, as many people have vehicles stored at their homes. Additionally, other types of collectors can get involved in probate investing - whether they are looking for train collections, jewelry, or craft items. All of these things can be purchased and resold at a profit.

Another area that many people don't consider as part of the probate process is commercial real estate and operating businesses. When a family member passes away, they often leave these behind. Given

that many of these are already operating efficiently, it can be a great opportunity for business-savvy professionals to take over an already thriving business. While the process of purchasing a business or commercial property can take a little bit longer than traditional real estate, it can be an extremely profitable route to pursue. For both commercial property and businesses, an independent valuation can help you to make the best offer on the operation as well as determine how profitable it actually is.

As you can see, there are many more options to make money in the probate business than simply purchasing homes, fixing them up and putting them back on the market or renting them out. For those with experience in businesses, commercial properties, estate sales and personal property, probate can be a wonderful way to build a profitable career.

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.

No matter what the market is doing at any given time, it is always true that families have property that they need to sell, and sell quickly. Whether they need the cash to pay medical, funeral, tax or other bills, as a probate-related real estate investor, you can play a pivotal role in helping families to make the transition to life without their loved one.

If that is your goal, and you want to build a strong, thriving business, then we're glad to help. By reading our monthly

newsletter and visiting our website regularly, you'll have the benefit of learning what you can do to develop the business that will fuel your dreams. Whether you want to transition out of a frustrating job or just work on your probate business on a part time basis to pay for college, a wedding or a dream vacation, probate-related real estate can do all of that.

Are you ready to take a leap of faith that can help you to achieve your life dreams? Let us help. We have a variety of tools,

training and services that can make running your business more profitable and more efficient on a daily basis. How can you learn more? All you need to do is to contact us or visit our website for more information on our range of offerings.

We encourage you to learn more by visiting our Website 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



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