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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.

Find the BEST Real Estate Opportunities in Probate Now

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

thousands of probates being filed each and every week around the country, there are more and more opportunities for investors that you can imagine.

If you are looking for a way to find residential real estate that can be purchased at a significant discount, then look no farther than probate. With a virtually unlimited supply of homes and Executors that are ready, willing and able to sell at a discount, you won't be disappointed.

Interested? Keep reading for more great tips!



PROBATE WATCH

Can you really save money by buying probates? Is it really a significant discount? Are there opportunities in my area? These are just a few of the questions that we get regularly on probates. The unequivocal answer to each one of them is YES! With eager sellers who need cash in order to settle estates and pay medical, legal, and funeral bills, you can be sure that you can find properties, businesses, vacation homes, antiques, collectibles and even commercial property through the probate business. Remember that there is an unending stream of probate cases that require the sale of many assets. Those can be yours!





Does Landscaping Your Property Matter?

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

Now that the better weather is upon us, you may be taking a hard look at the outside of your commercial, residential or vacation property and wondering about the curb appeal it has. Does landscaping your property really matter to potential buyers and renters or it is a waste of time and money?

The answer to that question depends on the type of property

you have and what you are planning on doing with it. Landscaping can be a double edged sword for real estate investors as it can improve a property's appearance and value, but it can also add cost to a project.

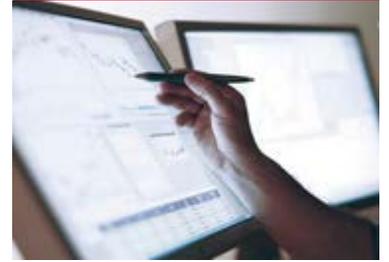
The first step is to really evaluate the quality of your landscaping. Does it just need trimming and mulching or does it need to be replaced? If you are planning on renting out a property, then the more general maintenance that you can do, the better. It will cost you less and a neat and tidy appearance

may be all that your property needs.

The challenge becomes when you are trying to sell a property. Installing new landscaping can be a real selling feature that can close the deal. One viable option is to replant the front of the home, while just doing some general maintenance and trimming to the sides and backyard. You will have increased your curb appeal without breaking the bank.

Does landscaping matter? It does, but not if you end up investing more than needed.

SMARTER INVESTING: Disciplined Research



No matter if you are new to probate investing or if you are a seasoned professional, you can appreciate the need for disciplined investing. Without current leads and information on trends, you may be missing out on opportunities. Take time to include research activities, such as reading articles and watching webinars, regularly.

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.

5 Things that Real Estate Buyers MUST Have

Have you been trying to sell a property and it just isn't moving? There may be key aspects of the home that you simply aren't seeing. Here are five things that real estate buyers simply must have in order to complete a sale:

- A clean living space. Showing your property before it has been cleaned of construction debris can end a sale. Frequently, buyers don't have the vision to see what the completed project will look like.
- A financial reason to buy.

better condition than every other house on the market, a discounted price always makes for an easier sale.

- A completed inspection. If you have had a completed inspection and have fixed the items listed, then a buyer may



not insist on having their own inspection done.

- Their dreams met. If your buyer is looking for a great kitchen, then point out how your home fits their dream.
- Easy to meet terms. Terms that are challenging may dissuade a buyer from purchasing your home.

These are some of the items that real estate buyers simply must have in order to purchase your home.

Best Tips for Buying a Business from an Estate

If you think that buying residential property is the only type of asset that can be purchased from an estate, you are missing out on a profitable enterprise. Frequently, there are businesses that are available for sale when someone passes away, complete with equipment, customers, products and services ready to go.

There are things to be aware of if you are considering purchasing a business. Like anything that is purchased from an estate, it is critical to consider the nature of the business and if it is a good investment.

Establishing whether or not a

business is a good investment means that some time in analysis is needed. While the Executor may offer you copies of the financial statements, it is a good idea to hire an independent accountant that specializes in buying and selling businesses to help establish the value and health of the organization. While you may see a lot of products in stock, many of those may not have been paid for or may have been on site for a long period of time. An accountant can help you to determine if the business is a good investment.

Another key consideration when purchasing a business is to determine

if the core business services are something that you have experience in or would like to learn. If you have never owned a restaurant before, then it might be wise to take some classes before purchasing a business. The same theory applies to any specialty business. Taking time to get experience will increase your odds of making the business work in the long term.

One of the best reasons to purchase a business through probate is that there is the possibility of a great discount. Why pay more for an operating business? Use these tips to purchase a good business through probate.

HOW OFTEN SHOULD AN INVESTOR FOLLOW UP WITH A FAMILY?

This is one of the most common questions that we hear from investors. While you may want to make a deal, you also don't want to make the family feel as though you are leaving too many messages. That can sour a potentially profitable transaction quickly.

The answer is to let the family set the pace and to work on more than one deal at a time. While you should follow up with your probate leads every few weeks until you are sure that they aren't interested in your services, you can also give them ample time to respond.

At the same time, make sure you are working on more than one potential project. That way, you will be making progress without committing to too much. Once one project becomes viable, other projects can move to the back burner until the timing is right.

You Can Find Viable Leads in Probate

Have you worked in the real estate industry for some time? If you have, then you know that finding viable residential leads in today's challenging market can be nothing short of frustrating to nearly impossible. The shortage of traditional leads does not have to stop your business. In fact, if you are willing to try something new by working in probate, you will find that there are plenty of leads available. Here are just a few reasons that the leads can't be found in the traditional markets and can be found in probates:

- Challenging credit conditions. After the real estate issues during 2008, banks are more likely than not to require a buyer to have stellar credit in order to get a loan. Realistically, there are few people that have that level of credit.
- Homeowners holding onto their properties. As you can imagine, with the difficulty in securing credit, more and more homeowners are simply holding onto their homes, especially if they are paid off. This has limited the amount of homes for sale at any one time.
- Fewer homes for sale mean that prices are naturally higher. With fewer homes entering the market, and people still willing to buy, naturally, the price will go up. Some areas have seen selling prices up to 30 percent above the listing price.

- Foreclosed properties aren't the answer. Banks are holding onto their foreclosed properties or want current market value for homes that are distressed. This is not a good solution for investors.
- Probates offer advantages that can't be found in traditional markets. With discounted prices and motivated sellers, you can get great leads in probate. A steady stream of leads will keep you in business over the long term.

Looking for leads? Look to probate for opportunities to 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.

With the weather breaking all over the country, now is the time for you to get your business into high gear. How do you do that? Let us help!

At USPL, we are committed to supporting the growth of your probate real estate business. We want to see you succeed and with the right training and resources, you can become successful. To assist you with that, we offer a variety of different training tools, such as books, webinars, seminars and software to give you the information you need. For the

most dedicated investors, we even offer a mentoring program that will provide individualized help, training, goal setting and property evaluation services to teach you what you need to know to grow a thriving business.

The success of your business also depends on the leads that you get. Instead of spending hours at the local courthouse pouring over information that may or may not be viable, try our probate lead service. For literally any area in the country,

we can provide current leads on probates right to your email Inbox. No more wasted time, travel or frustration. Simply open your email and go and see properties in your area.

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 – April, 2014 Topics

Technology that Builds Your Business

5 Repairs that You Should Never Attempt

When to Say Yes to a Property



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