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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.

Looking for Profit? See the Future in Probate Investing!

If you are looking for a new way to profit and the flexibility of owning your own business, then look no further than probates. With motivated sellers, there are many options for the future and to make your own dreams come true.

Unlike many other types of business, probate is one of the few industries that offer options for a variety of different areas of opportunity. From residential homes to businesses to vacation homes, commercial real estate and even antique sales, there is a wide

array of ways to make an income that will benefit your family. Probates also offer motivated sellers that want to make a deal to move their homes, businesses and property so that they can pay bills and legal fees.

Not only does probate offer a flexible platform on which to profit, but there is a real component of helping families to move forward with their lives by dispersing of unneeded property. Try probate today!



PROBATE WATCH

Every single month, literally thousands of probates are filed in the United States. Finding the best opportunities for investment can be a real challenge if you have to spend hours and hours at the courthouse sifting through information. At USPL, we offer a way around those wasted hours. Our Lead Service will deliver viable, timely leads right to your email address as they come available. Now redesigned, our Lead Service can also offer multi-county options if you work in more than one area. Contact us today and get the best leads delivered right to you!





Buying a Business Through Probate

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

There is much more to probates than simply purchasing single family homes. In fact, one of the best bargains that can be found in probates is in purchasing operating businesses.

There are so many options when considering buying business, though the process should always include a good deal of due diligence. The first step in making sure that the business is as

reported is to get a copy of the financial records and have them evaluated by an independent accountant that specializes in financial analysis. The accountant can compare bank statements, receipts, and records to make sure that the company is profitable and has the assets and equipment that they claim to have. The next step in evaluating a business is to spend time on the premises, watching the staff work. Seeing the business in operation will give you information about if the business is run efficiently or inefficiently and where there may be room for growth.

Once you have decided to purchase a business, it is a good idea to speak with an attorney that specializes in acquisitions. Buying a business can be complicated and knowing that you have clear title to the name, customer base and equipment can make all of the difference in whether your ownership is successful. Work to negotiate a fair, discounted price for the business and watch it grow.

Buying a business through probate can save you money and give you an option to profit!

**SMARTER INVESTING:
Disciplined Research**



If you are buying a business or property don't forget to take the time to do your research. Know ahead of time the costs for items like taxes, utilities, repairs needed and other costs that may be incurred. Having that research is always the difference between making a profit and not profiting at all.

EXECUTORS ARE YOUR KEY TO SUCCESS!

Knowing who holds all of the power in a probate makes being a probate investor much easier as you know who to direct your questions to and who to negotiate with. The answer in probates is the Executor.

The Executor – the court appointed representative for the estate – is the one person who can sign off on selling homes, property, cars, businesses, commercial buildings and vacation homes. Their responsibility is to do what is in the best interest of the estate and to do so with the oversight of the court. If you want to buy, you need to talk to the Executor.

Using Multiple Income Streams to Build Profits

If you are concentrating your probate business in just one area, you may be missing out on amazing opportunities to profit that are right under your nose! Smart probate investors take advantage of multiple income streams to develop cash flow for their business.

Sound interesting? It should. Multiple income streams can expand your profits in a way that few other business activities can. The process of finding multiple income streams is relatively easy and only requires a little bit of creativity.

Here's a scenario to consider.

Think about your most recent home purchase. Did the home have furniture left in it? Cars? A boat in the yard? Any of these items can be sold for a profit if they are left behind after the closing. In addition, if you find an Executor who lives out of town, the conducting an estate sale can be a great



way to not only prepare the house for transfer, but net more profit as the home is being cleaned out. Be on the lookout for construction materials as well. Old wood flooring, tile, stone and other materials can not only be used to update a home, but they can be sold to hobbyists and those who are looking for specialty items.

Looking for more cash to bolster your profits? Get creative and watch the additional cash start to flow.



Real Estate Agents Build Vibrant Businesses with Probates

Real estate agents are quickly learning that incorporating probate properties into their sales listings can help them to quickly profit.

There are several ways that real estate agents can take advantage of the probate arena. With a timely lead service like the one offered by USPL, real estate agents focused on sales can quickly identify new leads and get homes on the market that are almost guaranteed to sell quickly. This type of information can keep a real estate agent's marketing consistent in a way that takes a minimum of time and effort and can create new opportunities.

Agents can also benefit by building a base of clients in the probate industry. With quick sales, the reputation of the agent being able to help families with probate properties will get out into the community, giving them even more opportunities to list properties.

The benefits to agents in probates don't stop on the sales side. In fact, agents can benefit by finding properties that are ideal for investors who are looking to add to their portfolio. With intimate knowledge of the community and connections with contractors,

agents who want to work with professional investors will net quick commissions when working with active investors. Over time, an excellent working relationship may be built, ensuring a stream of income from real estate buyers who are looking for probate properties.

Real estate agents who want to develop a vibrant business should take advantage of the options in the probate business. On both the seller's side and buyer's side, there is profit to be created through representation as well as finding properties for buyers who want to invest. It's time for real estate agents to look to probates as an income

HOW CAN I LEARN MORE ABOUT PROBATE REAL ESTATE AND INVESTMENT?

If you are considering getting started in the probate investment industry, then taking the time to do some study and research before purchasing your first property is a smart idea. How can you learn more about this profitable business?

At USPL, our goal is to educate every probate investor, giving them in the information and tools they need to succeed. We have designed a full complement of training and tools that will get your business off to a great start. Not only do we offer webinars and books, but we offer software, a blog, mentoring and even a custom lead service. Our team is always available to answer your questions and help you to decide which one of our products will help you to succeed. Simply visit www.usprobateleads.com for more information and assistance.

Why Are Probate Sellers Motivated?

For those who are new to probate investment, there are always questions as to why it is such a profitable part of the real estate market. The reason is simple – unlike every other area of real estate, probates have the most motivated sellers who are willing to do what it takes to get their property sold.

What makes probate sellers, led by the Executor of the estate, so motivated? When a loved one passes away, the court assigns an Executor to complete the business of the individual. That would include paying funeral bills, medical costs, taxes, legal fees and any other unpaid costs that the individual incurred during their lifetime. All of these bills, in addition to regular filings with the court, need to be completed before heirs can receive any benefits from the estate. For many Executors,

there is no other way to pay these bills than to get the property sold. This property may include everything from residential homes to commercial property, businesses, vacation homes, collector cars, boats, RV's, ATV's or furniture. The sheer amount of items to be dispersed, the pressing responsibility to pay bills and the need for cash are just a few reasons that Executors are motivated.

Another reason that Executors are motivated is that they are responsible for taking care of the property until the time it is sold. This can be extremely challenging for Executors who live out of the area. Simple tasks like getting the lawn cut can become a real challenge if an Executor lives out of state. Vacant

homes also represent a temptation for thieves, which can be another reason that Executors are motivated.

All of these reasons – the need to pay bills, the requirements of the court and the responsibility of maintaining a home that may simply be too far away to manage – are all reasons that probate sellers are some of the most motivated in the market.

Realistically, Executors know they need to sell their homes quickly and also understand that they may not be in pristine condition. By taking advantage of these conditions, probate buyers can benefit from discounted prices as well as quick transfers. Take a look at these homes and benefit!



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.

Thanks for taking the time to read this issue of Focus on Probate. At USPL, we work to provide all of our subscribers with the most current information and techniques for probate investment.

Probate investment isn't just for those interested in residential real estate. In fact, there are many different areas that can create profits – everything from estate sales to the purchase of existing businesses and commercial property. If you are looking for a flexible investment platform,

then we are here to assist. Our products and services are developed specifically for those who work in the probate arena. Two of the services that you may want to consider include our lead service and our mentoring program. Our lead service sends timely, viable leads for your area (developed by county) directly to your email. It will save you loads of time searching at your local courthouse. Another option to consider is our mentoring program. If you are serious about getting involved in the probate arena, then

spending time with one of our probate experts can help you to develop the skills you'll need to make smart investments. You can benefit from probates. Let us help!

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 – November, 2013 Topics

Surviving the Holiday Slump

Why Your Best Buyers are in the Market NOW

Streams of Income in Probates



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