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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.

Yes! You Can Find Businesses and Business Properties in Probate!

If you are exploring the opportunities in the probate industry, then you may think the only type of real estate available would be residential properties. That's just not true. You can find profitable businesses and business properties in probate real estate.

When property is left behind, it isn't limited to residential properties. In fact, many businesses continue to operate even after their founder has passed away. Business opportunities include restaurants, medical

practices, manufacturing and storage facilities. In addition, there are many commercial properties that are included as part of a probate property. Strip centers, apartment buildings, office space, undeveloped parcels of land, gas stations and malls are just a few of the types of commercial property that you may find.

The variety in probate is what makes profitability so promising. Take advantage of the many options in businesses and business properties.



PROBATE WATCH

Each and every day, probates are entered into courthouses across the nation. There is no county that doesn't have probates available in their area. What does that mean for you? In one word: opportunity. Since there is a constant stream of property entering into the system, there is always a way to make sure that you have leads to follow. The very best way to get those leads is to use the USPL Leads Service. We will deliver the most up-to-date leads right to your email so that you can spend time doing the things that mean the most to your business.





Surviving the Holiday Slump

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

If you are a busy, committed entrepreneur then the slower pace of the holidays may feel frustrating. There are ways; however, of getting through the holiday slump and still keep your projects moving forward.

The holiday season is a great time to purchase a new project to complete. Executors are aware that there are even fewer buyers in the market, which makes them even more willing to take a discounted price on their property.

Purchasing a home during the holiday season means that you can begin the renovations and have the property ready to go as soon as the early spring market begins to start at the end of January.

The holiday season is also a great time to do research. Part of being an excellent probate entrepreneur is being open to new opportunities and services. Now is a great time to shadow another probate professional who knows about selling businesses, doing estate sales or who specializes in selling cars. You can also spend time

driving the neighborhoods you work in to discover areas that would make good investments.

The end of the year is perfect for networking. Many community organizations have holiday parties that are informal ways to get information out about your investments. Those connections may pay off in knowing about a new property that may be available before it is even listed.

With planning, the holidays can be profitable and productive.

SMARTER INVESTING: Disciplined Planning



This is a great time of the year to do some thinking about what you'd like to accomplish with your business in the next year. Carry a notepad with you and spend several weeks brainstorming and considering options before you start putting together business plans for 2014.

TALKING TO FUNERAL DIRECTORS

In every city, there are a myriad of funeral homes that service the community. This may be one of the most important connections you can make for your probate business.

Funeral directors see families each and every day that desperately need help. One of those areas is in selling property. By making yourself and your services known to local funeral directors, you provide a way for them to help the families they see. A funeral director may recommend you to families that are overwhelmed by the loved one's possessions, giving you a new lead.

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.

Why Your Best Buyers are in the Market NOW

If you own a property that is on the market for sale and you are concerned that it won't sell because of the time of year, you might be right, or you may be wrong!

While many real estate professionals believe that the end of the year means the end of their sales that is just not true. In fact, some of the most qualified buyers are in the market all the way through the end of the year.

Why are there buyers in the market right now? Many people have situations that require them to get out and purchase a home right away. For families

who are moving into the area, they will want to purchase and close on a home to get their children enrolled in the local schools for the beginning of the second semester. The same goes for individuals and couples who have had a job transfer. They may need to buy a home in



order to decrease their commute times.

There are also savvy buyers who know that sellers are more motivated during the holiday season. If you are selling, then consider what you can do to make sure your home is the most appealing – whether by adding financial incentives, move-in flexibility or immediate closing.

Yes, you can sell your home now! Be aware of buyer's needs and be prepared to add incentives.



Streams of Income in Probates Offer Versatility and Profitability

One of the reasons that probates are becoming so popular is that there is much more to the industry than simply buying and selling residential properties. In fact, probates are one of the most versatile industries to work in.

Probates offer literally something for everyone. Here are just a few of the areas that investors can profit:

- **Businesses.** Profitable businesses are often for sale when a probate is filed. These can range from a medical practice to a restaurant or even a manufacturing operation.
- **Antiques.** If you have an eye for

lovely furniture, lamps, artwork and home goods from a bygone era, then scouring probate properties for these finds might be for you.

- **Estate sales.** Executors who are overwhelmed by their loved one's possessions frequently use estate sale professionals to liquidate personal belongings. These professionals can benefit from both flat fee and percentage based sales.
- **Vacation homes.** Many Families maintain vacation

homes that need to be sold after the death of a loved one. These homes can be purchased and then used as a weekly rental property and a retreat for your family, too!

- **Vintage cars.** Collector cars are big business! If you know a lot about cars, you can make a great profit by buying and selling vehicles you pick up from probates.

Probate offers a wide range of options for investors who want to do more than just purchase residential homes. Let your creativity rule!

PERSONALITY CHALLENGES IN FAMILIES

Working in the probate business necessitates working with families. You will quickly learn that every single family has a story, one that has twists and turns that are not always positive. Add to that a layer of grief for a loved one that has just passed and you have the recipe for high emotions, lots of drama and personality challenges.

How can you navigate these issues as an investor? Remember that you are there to help, but not to get involved in a personal way. Maintain a level of caring professionalism by understanding the situation and your role to work with the Executor. If emotions do erupt around you, feel free to step away from the situation until the family has a chance to resolve it on their own. You are there to help with financial needs, not interpersonal ones.

Year End Planning: Evaluating Your Expertise

The end of the year will be here before you know it. Now is the best time to spend time evaluating where you have been and where you'd like to take your business. With some planning, next year can be all about the next level of profitability for you.

One of the most often ignored issues in business is your own expertise. Successful business owners continue to develop their own level of knowledge each and every day, which increases their odds of profitability.

So . . . how much of an expert are you? If you are new to probate investing, then you may realize how much you have left to learn. If you have been in the probate industry for a while, then you may have a pretty good base of information.

The challenge is that the

probate landscape is changing every single day. No matter how much experience you have, keeping your edge means additional training.

There are many ways to increase your knowledge base. Simple actions like taking an online software course to learn how to use a spreadsheet program can help your business to become more efficient. Taking one hour a week to drive through a new area can help you to learn how the real estate market is changing each and every single day. Joining a real estate investors group can add new ideas and new opportunities to your thinking as well as help you to build relationships in the community. Reading books about successful entrepreneurs may give

you ideas on how to better leverage your own creativity and expertise to expand your business. Taking a seminar or webinar about probate investing can keep you up-to-date with changes in the business and offer you tips and tricks. Finally, if you really want to take your business to the next level, enrolling in a probate real estate mentoring program can exponentially increase your knowledge of the area and techniques that can be used to leverage property.

Knowing what you don't know is almost as important as knowing what you do know. At USPL, we offer a variety of tools, books, seminars and software to take your business to the next level.



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 probate investment market is one of the most versatile in the whole of the business world. With the ability to work as an entrepreneur, expand into new industries and profit from an endless stream of opportunities, you'll never be sorry for working in probate.

Our goal at US Probate Leads is to offer our clients the best information and solutions on the market. Our products and services are specifically designed for the probate market and to ensure the

success of probate investors. Whether you prefer residential properties or simply want to buy and sell antiques, probate has something for everyone. Your interests, combined with expert support, are guaranteed to offer you the best chance at success. Our products range from a convenient lead service delivered right to your email to webinars, seminars, books, software and mentoring programs. With our help and a little work on your part, you can't help but succeed! And, if you have been working in the industry for a while, our tools

can help you to streamline your processes and increase your profitability, leading you into "blue sky" territories where there is little competition and tons of profitability.

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 – December, 2013 Topics

Best End of Year Planning

Preparing for Spring

Do You Want to Buy a
Business?



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