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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.

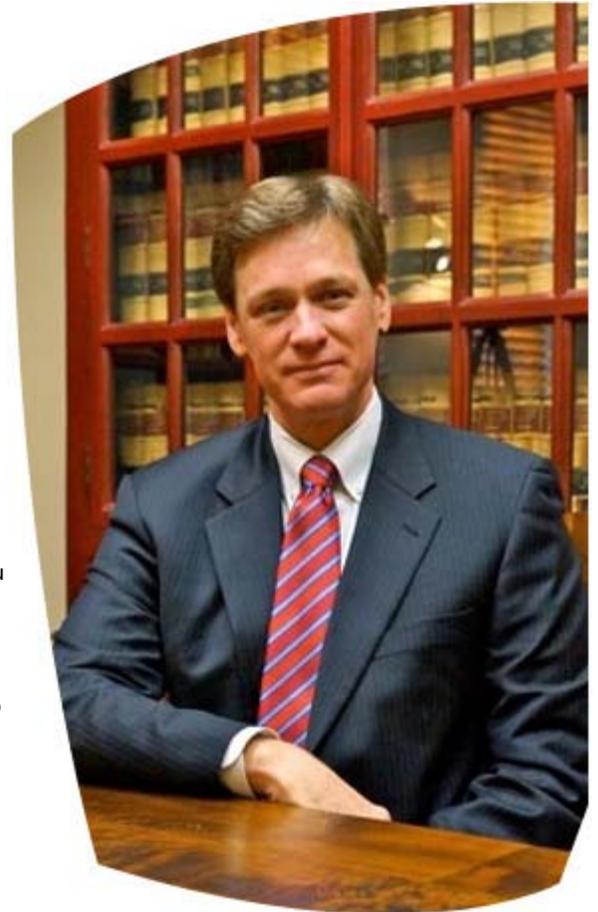
What A Probate Real Estate Business Can Do For You

Having your own probate-related real estate business can do more for you than simply offer an opportunity to purchase homes and other property for amazing discounts. In fact, a probate business can become a dream maker.

The staggering level of possible profit in probate property can literally change the way that you and your family live. Combine that with the chance to work

for yourself – no more boss telling you what to do or when you can take time off – and you can build the life you have always wanted for you and your family.

There's more to probates than just real estate, too. Remember that probates can also involve businesses, commercial property, boats, cars and other personal property. As you can see, probates are more than just homes – they are dreams in the making.



PROBATE WATCH

There is no shortage of probates. Do you realize that probates are filed every single day in literally every courthouse in the United States? With a constant stream of new properties entering the marketplace, probate-related real estate investors experience the benefits of having more contacts and more properties to add to their contact list on a daily basis. With a comprehensive strategy, probate real estate investors can always have new properties to purchase, rehabilitate, sell or add to their portfolio. With the constant stream of properties, the options are limitless.



How Does Probate Law Work?

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

person who passes away has a legal will, then the will itself will guide how the assets are disposed. If the will isn't valid or there is no will at all, then the governing law depending on the location will decide.

For probate-related real estate investors, knowing the order that the legal process looks at the estate is key. First, the probate process will identify the personal representative and notify the heirs. Next, the personal representative will work to inventory the property. Lastly, bills and taxes will be paid, with the distribution to

heirs being the last step in the process. Once the personal representative has created an inventory of the property, they may be ready to sell items that can help pay bills that were left after their family member's death.

Having a basic idea of how the probate process works can help you, as a probate-related real estate investor, to know what the Executor or personal representative of the estate is going through and work to help them dispose of the property in a "win-win" scenario.

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.

**SMARTER INVESTING:
Realtors Have An Edge**



While anyone can be successful at probate real estate investing, real estate agents have an edge in the market. With their extensive knowledge of the geographical region, a team of service providers already in place and access to technology such as the MLS, real estate agents can have an easy transition to probate real estate investment

Knowing a little about the probate law and the probate process will help you to understand a bit more about what the families you are working with are going through on a daily basis.

Probate is the way that the legal system makes sure that assets are disposed of in an orderly, legal fashion. The probate process is simply that -- a process by which assets of someone who has passed away are legally transferred. If the

PERSONAL PROPERTY OFFERS PROFITS IN PROBATE

Many probate real estate investors think of their business as just that – real estate. But, probates offer more opportunities for profit than just in large ticket items such as homes. Personal property, including everything from home items, to antiques, collectibles, cars and boats can result in profits for investors who are willing to take on new profitable strategies. Pair up with an estate sales professional or a jewelry or antique appraiser and you may be able to leverage some of the things that are found in the home to offset your costs.

Build Your Business Smart

Developing your dream business as a probate-related real estate investor is more than simply going out and buying a property from an estate. In fact, to be successful over time, investors need to build their business smart, focusing on three areas: Acquisitions, Administration and Marketing.

Acquisitions is clearly the fun part of the business, and one you will spend a lot of time on if you want to build a successful business. Acquisitions includes identifying properties that may be coming on the market and pursuing those that look like excellent opportunities over time. This part of the probate-related real estate investor's job

may involve visiting properties and meeting with sellers.

Administration is the part of your business that you simply can't afford to ignore. Answering telephone calls, paying bills, getting contractor quotes – administration reflects all of the nuts and bolts actions that keep a business running smoothly.



be impossible to sell in a traditional setting. In probate property deals, the house may also be left with personal items in it – another difference between probate and traditional deals.

Once a real estate agent gets used to the differences in the types of deals, expectations and situations, real estate agents can be extremely successful at not only brokering deals, but in investing in their own probate-related real estate where they can make profits of their own. Give it a try and you will succeed!

Probate Myths and Facts You Should Know About

When you are working in an industry dependent on the fundamental requirements of the legal system, it is critical to know what is a myth and what is a fact. Consider these myths:

- If an individual doesn't have a will, the government gets to take their assets. This is simply not true. Dying without a will simply means that someone has died "intestate." The state will decide what to do with their assets, and that may mean selling them to pay back debts or bills.
- If someone has a will then they don't have to go through probate. Again, this isn't true

Those that have a will still will work their way through the court system, but the court will simply make sure that the will is followed

- A properly written will shows everyone what is to be done with each item owned by the decedent. Not true. Property that is titled singly in the name of the person who has passed is covered in a will. Items that are titled jointly, such as homes, retirement plants and life insurance may pass directly to the survivor.
- If a case doesn't go to probate, it will

save on federal taxes. Not true. Probate has everything to do with state taxes and nothing to do with federal taxes. Federal taxes are governed by the IRS. The best way to save on taxes is to have an estate plan prior to death.

As you can see, there are many, many myths in regards to probate and what it might mean to the families that you work with. If you hear them speculating about how the probate process may effect the sale of their real estate or other assets, the best course of action is to advise them to speak to a competent attorney who can give them advice regarding their situation.

DON'T DISREGARD COMMERCIAL PROPERTIES

When many real estate investors start their business, they simply focus on residential properties that they can update and then resell. There are other property options, though. Don't disregard the vast amount of commercial property that is on the market as a result of a probate.

Commercial property – whether a gas station, stand-alone building, warehouse, or strip center, can yield great profits. As with other probate-related real estate, commercial properties can even be purchased for a discount. Additionally, if those properties have housed a business, the business itself may be for sale. Purchasing a commercial building and the business it houses can be a stream of immediate cash flow and income.

Like any property, commercial real estate requires due diligence. Carefully inspect the property and get all of the information before buying, but don't neglect this profitable part of the real estate market.

Technology You Need For Your Business

While there may be some allure to running your business the old fashioned way with little or no technology, there are now many new technologies that can help you to streamline the work that you need to do every single day.

It has become commonplace for everyone to have a cell phone, but having a smart phone means smart business for you. A smart phone has Internet capability which will allow you to have access to a virtual office while you are on the road looking at properties. A smart phone with a GPS will allow you to quickly plot the most time efficient route between properties to help you get to your appointments on time. Having access to your email will give you the option to check on information that is coming into your office when you aren't there. Finally, having a camera as part of your phone will allow you to take pictures of a potential property as you tour it, helping you to remember the amount of work that a home

may require when you go back to the office to work on an estimate or offer to a seller. Having these tools available to you when you are on the go can be extremely helpful.

Other office-based tools can help you work more efficiently as well. Obviously, email is necessary in today's environment, and will allow you to stay in contact with bankers, lenders, title companies, lawyers and service providers. You can even receive your leads right in your Inbox with a service like the one offered by US Probate Leads. Additionally, having a website – even if it is simple – will give you instant credibility to home sellers. Using a template-based system, you can have a customized website up and running in just a few hours. A printer/scanner/fax combination will give you

the ability to not only print off forms that may be needed by your bank, but to sign them and quickly return them with your signature. Another technology, Skype, will allow you to have a face-to-face meeting with a seller, lawyer or service provider for free. This Internet based system allows for VOIP calls that include text, voice or video conferencing all over the world.

Finally, it may be wise to invest in a laptop and portable printer. Many real estate professionals find this helpful as they can generate contracts out in the field, get them signed, and walk away with a deal.

Having the right technology is just what is needed in order to make sure that your business runs as smoothly as possible. From a smartphone, a printer combo to a laptop computer, the right technology makes all the difference.

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.

As you can tell by this issue, probates are far more than simply a way to buy houses at a serious discount. Probates encompass personal property, businesses, cars, boats and even antiques – all of which are amazing opportunities to make a profit. Thinking “out of the box” about more than simply just rehabbing older properties can lead to many new income streams.

Not sure where to start in expanding your business offerings? If you have only been working in residential real estate

then expanding your business can be a bit daunting. Our advice? Your first step should be to visit our website where we have tons of information on probate related investments, tools and services that can help you to build your business. And remember, you don't have to expand your business all at once. Look for opportunities as they arise. Instead of passing on antique cars at a home you are purchasing, strive to find out more about buying them (and reselling!) and build connections in the community that can help

you to profit in the long run.

Each of these steps will help you to build your business in the long run. Most of all, remember that at USPL, we are here to help. Visit our website or give us a call to learn more about how we can help you build your business!

www.usprobateleads.com

Or, you can 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 - May, 2012 Topics

Developing “Win-Win” Deals

The Probate Process -
Separating Myth from Fact

Tips for Realtors/Investors and
Probate Entrepreneurs



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