



▶ WHY ARE DEALS SO GOOD IN PROBATE?.... 1



▶ STRATEGIC BUSINESS PLANNING FOR PROBATE INVESTORS..... 2



▶ WHAT ARE EXECUTORS RESPONSIBLE FOR IN A PROBATE?.....3

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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.

Why are Deals So Good in the Probate Industry?

If you have spent any time working in the larger real estate industry, then you know that there are a lot of average deals and a few really good deals that come along once in a while. For real estate investors, finding those amazing deals is what makes all the difference in levels of profit in the long run.

There is an ongoing source of very good deals in the real estate industry that people are just beginning to learn about – probates. Probates offer thirty to fifty percent off of regular market prices on real estate every

single day, with a plethora of homes, commercial properties, vacation homes and businesses always available.

The deals in probate are excellent because Executors know that they need to liquidate assets in order to pay medical, funeral, tax and legal bills and to allow them to close the probate case. With these needs, an Executor is generally more than willing to take a discounted price for a property.

Are you ready to profit? Look to probates to create the best opportunities for your business.



PROBATE WATCH

What would you do with 100,000 leads? If you are thinking about getting involved in the probate business, then that is what you are missing out on. Experts estimate that more than 100,000 probate cases are filed each and every month across the United States. Each one of these has property attached – property that can be purchased for a fraction of the market price due to the needs of the Executor. If you want to take advantage of this, but don't want to spend countless hours sifting through court filings, then learn more about US Probate Leads' lead service. We offer viable, timely leads delivered right to your inbox.





Technology that Builds Your Business

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

Having a probate business is about much more than just buying and selling properties. While you can take that type of simple approach, investing some time in strategic business planning can take your probate real estate business from just average to one that satisfies your family's dreams.

In order to get the type of results that you would like from your

business, you need to spend some time doing what business leaders call a SWOT analysis – strengths, weaknesses, opportunities and threats. This type of thorough analysis will help you to identify the best options for your business and the ways that you can take advantage of the current market.

Looking at your strengths means figuring out what you are good at within your probate business. If you have a background in construction, then that knowledge gives you an edge. Identifying your weaknesses is the same. By understanding

where your business is lacking in expertise, you can see where you need more training or more information. Opportunities helps you to identify where you can profit, whether it is in a neighborhood that is being revitalized where you'd like to own property, or a training class or seminar that might make a difference for you. Threats can be poor business decisions or the aggressive nature of other investors and their strengths.

Doing a SWOT analysis will help you to set goals that will help you to profit in probate over the long term.

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 Repairs that Make You Money on Real Estate Investments

Refurbishing a home is much more than just a little paint and carpet work. There are repairs that can actually net you money at the closing table, if you know which ones to complete. Deciding on profitable repairs means doing things that buyers want to see and are willing to pay for. Here are five repairs that will make you money on your next home:

1. Replacing the front door. Adding a new front door gives a home great curb appeal and can help you to sell it faster.
2. Outdoor deck. Adding a new deck to a home



provides a place for people to entertain easily.

1. Attic bedrooms. Adding a bedroom in the attic gives a growing family a place to house another child or one that wants some privacy.

1. Replace the garage door. A new garage door gives a home a finished look that home buyers love.
2. Back-up generator. A back-up generator can be a great addition to a home and improves safety.

If you want to make extra money on your home, try these repairs!

From: Remodeling.hw.net [cost-vs-value](#)

SMARTER INVESTING: High Performance



While it may be comfortable to set some "average" goals, why not reach higher? Focusing on the high performance of your business will help you to profit. Set goals for how many properties you want to view, purchase, sell, rent and refurbish and focus on the high performance of your business.

DEALING WITH FAMILY SQUABBLES PRODUCTIVELY

Dealing with challenging family dynamics is a part of the everyday business of working in probates. What to do when you find yourself in that situation is something to think carefully about. We recommend always working closely with the Executor and avoiding challenging dynamics. Even the most challenging of families is still a family. If you find that you can't make a deal in a timely manner, simply tell the Executor, "It seems that you and your family have some issues to iron out. When you are ready, please give me a call."

What Are Executors Responsible for in a Probate?

Whether you are new to the probate arena or you are a seasoned investor, understanding more about what an Executor is responsible for during a probate can give you an edge during negotiations and business dealings. Learning the basics about who an Executor is and what they can do will help you to build your business effectively.

An Executor is an individual that is named and recognized by the probate court as the official representative of the person who has passed away. This is a county function and is not filed with a particular city or state. The purpose of a probate is to clear

the financial dealings of an individual so that their beneficiaries can receive anything that is left behind.

There are a wide variety of people that can be named as an Executor. Generally speaking, an Executor is usually a son or a daughter of the deceased. In other cases, where there are tricky family dynamics or no children who are able or willing to serve this position, an attorney or accountant may become the Executor. A close family friend or other relative also may be the Executor.

The naming of the Executor is usually done prior to a person passing away, but the court will name the Executor if no plans have been put in place.

The Executor is responsible for taking care of all legal filings (or hiring someone to do so), paying taxes, liquidating assets and paying final funeral, medical and other expenses before distributing inheritances to heirs. That is why the Executor is the one you can negotiate with to purchase land, homes and even businesses.

Build a relationship with an Executor and profit!

CAN YOU NEGOTIATE WITH SOMEONE OTHER THAN THE EXECUTOR?

Many probate real estate investors wonder if the only person they can work with is the Executor. The answer is yes and no.

While it is most common to work with the Executor, there are situations where a family member or friend might start the process with you by showing you a property that is available. This will give you an opportunity to ask questions and get basic information about asking price and the condition of the home, business or antiques you are looking to purchase.

Ultimately, while you can talk to and negotiate with another family representative, you will have to come to formal terms with the Executor. The Executor is the only court-recognized individual who can finalize sales of items from the probate.

Selling a Home this Spring? Get Prepared!

Whether you are a real estate investor or a home buyer who wants to get the best deal on a home, probate is the way to go. Recently, we have seen that there is a nationwide shortage of homes on the market, which is making it very difficult for people to move to a desired area. There are; however, homes always available in the probate arena.

The shortage of residential properties has reached epic proportions. There are many reasons that have contributed to such a serious, national situation. The credit crunch, which has prevented people from being able to get a loan means that people who want to move may not be able to do so. This has led to fewer homes on the market across the country. This credit issue has affected both homeowners and potential homeowners. Current homeowners who are “under

water” with their home cannot afford to move and get a reasonable selling price. In addition, if their credit has been damaged, then they may not be able to get a new loan in order to upgrade their home. This has led to a stalemate in the market, where potential sellers have to stay put in their house.

Potential buyers are also feeling the crunch from too few properties in the market. Due to the fact that there are more homeowners who have to stay in their homes, there are fewer homes on the market. Additionally, new homeowners are now subject to stringent loan requirements that can make purchasing a home nearly impossible.

While many people have

are holding onto them and if they are willing to sell them, want full price. Communicating with banks can also be challenging with buyers having to wait weeks for an answer when the normal time frame is just hours.

Probate is the one area that has not been affected by the shortage. Sellers understand that their homes can be discounted for quick sales. Immediate closings are also possible.

If you are looking for a residential property, then look to probates! There are options available in the residential market.

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.

Summer is here and it is the best time of year to work in probates. With properties constantly coming on the market – as many as 100,000 probates are filed each week in the United States – there is no shortage of opportunities for those investors who want to build their business. Additionally, the great weather in the majority of the country means that it is easy to determine the condition of a property, get it repaired and either rented or sold quickly.

If you haven't started your probate business, then now is the

time! Residential real estate shortages mean that probate is the best opportunity for you to achieve your dreams through real estate.

At US Probate Leads, we are positioned to help you to achieve your goals. We offer viable, timely leads delivered right to your inbox from any county or combination of counties that you'd like. Having this data at your fingertips saves you time and frustration and gives you an edge in the market. In addition to our lead service,

we also offer seminars, webinars, training, books and software to help you develop your business. For the most aggressive investors, we even offer mentoring!

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.

PROBATE NOTES



Next Issue – July, 2014 Topics

Can You Buy a Business from Probate?

Alternatives to Residential Homes in Probate

Marketing Your Business to Get an Edge

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!



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