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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.

Summer Offers Hot Opportunities in Probate Real Estate

If you are looking for a way to add income to your business, then consider probate real estate. There is no better time of the year to find opportunities to purchase assets that are part of a probate case - everything from residential homes, commercial space, boats collector cars, businesses and even antiques - and sell them at a profit. Sellers are eager to dispense of items that belong to a loved one in order to pay bills, taxes, legal expenses and medical fees.

Because of this inevitability, Executors are willing to sell these items for dramatically less than their current market value, allowing you to profit.

Haven't ever worked in probate real estate before? You are in the right place. Read on for more information, tips and tricks that the professionals know lead to excellent decisions and profits. Focus on Probate is designed to give you the information you need to succeed.



PROBATE WATCH

Executors hold the key to making excellent deals in the probate arena. Recognized by the court as the official decision maker for the estate, the Executor is the one person that can make decisions as to what is sold and at what price. The Executor can be a family member, friend of the family, attorney or accountant - generally someone who knew the decedent well and who understands the wishes of the family. Working with the Executor is the best way to get deals completed at the right price and at the right time in order to profit as an investor.



Best Ways to Handle Difficult Family Members

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

Many times, family members are difficult because they are afraid or have unresolved issues that need to be taken care of. One of the most powerful ways to deal with the situation is to ask questions. Asking questions allows you to gather information and helps the other person to explain their viewpoint without feeling threatened. Once you have information on how the other person feels, you may be able to determine what information would help them to resolve the situation.

Another tactic is to only deal with the Executor. Since only the Executor has the power to negotiate and authorize deals, it does make sense to work closely with that person.

In the worst case scenario, walking away from a deal where the family situation is toxic is probably wise. Once the interpersonal relationships are dealt with, then the family may be in a better position to negotiate a deal for their loved one's home and other property. This can be the best option if working with the family proves impossible.

Every family has a story to tell. This is simply a fact that you will find to be true as you gain more experience in the probate real estate business. Sometimes those family members can threaten the survival of a deal that looks promising and profitable. Luckily, there are ways to deal with those family members in a way that can take a negative situation and turn it into a positive.

SMARTER INVESTING: Summer Distractions



The weather is nice and your hammock is calling. . . Don't let the relaxed nature of the summer derail your probate real estate business. Even if you have to change your work schedule, it is critical to make sure that you are still moving forward on your business goals, contacting sellers and visiting new properties in the area.

MARKETING YOURSELF AS A REAL ESTATE PROFESSIONAL

If you are just entering the real estate field, then positioning yourself as a professional can be the key to your ability to get the best deals in the market. How can you do this?

- Be a speaker. Offer to speak to local clubs for free.
- Meet. Meet with attorneys, pastors and funeral directors.
- Write. Write articles for your local newspaper or start a blog.

Each of these actions can position you as a real estate expert.

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.

Attracting Dream Home Buyers to Your Properties

Some of your best sales can come from couples or families who are looking for their dream home. These buyers are frequently willing to invest in the perfect property, which can be a profitable way to move a property out of your portfolio.

When trying to sell a home, the question always arises as to how to attract these types of buyers to your home. What is the best way to attract dream home buyers to your property?

There are some simple tactics that can help you. First, check the curb appeal. Spending some money on

fertilizer, fresh mulch, new lights by the front door and even a couple of pots of flowers can help buyers visualize the home as a place they would want to live.

Another important area to inspect is the kitchen. New countertops, freshly painted cabinets



and new appliances attract many buyers. The same can be said for the bathroom. Pedestal sinks, new tile and fresh caulk can go a long way to sealing a sale. Finally, consider fresh paint in all the rooms and new carpet or refinished wood floors.

Each of these repairs can help buyers to see themselves living in the property and assure you of a quick, profitable sale. Homes that are ready to go generally sell the quickest.



Keep or Sell? Is Renting for You?

One option that many probate real estate investors choose to exercise is to add properties to a rental portfolio. Most people entering the real estate market know that managing properties can be challenging. Is it for you? Read on for some information that will help you decide.

On the positive side, renting out a property can be a great way to establish a monthly income stream. In an ideal situation, the income will cover any mortgage liabilities, insurance costs and taxes associated with the property. This passive income stream requires little work other than making sure the property is maintained

and the rent is collected. Occasional maintenance may be required. Depending on the type of work and the cost, many real estate managers opt to have a professional crew attend to the property's needs.

On the negative side, renting can cause certain people a good deal of stress. Waiting for rental payments, not being able to get an adequate amount of rent to cover expenses and requests from tenants can cause difficulties. Tenants frequently don't pay their rent when it is due, which can

cause challenges in meeting mortgage obligations. When rent isn't paid, real estate managers may have to take legal action to remove tenants. This process differs from state to state, but generally isn't terribly difficult, though it can take a few weeks.

Clearly, there are positives and negatives to retaining property as a passive income stream. While there are many options for making money this way, it does require organization and a willingness to work with tenants who may not want to pay their rent. Consider these pros and cons carefully before you decide to pursue this business.

CONSTANT COMMUNICATION COUNTS IN PROBATE

It would be wonderful if every time you sent a postcard, letter or email, sellers contacted you, ready to make a deal. The reality is that simply doesn't happen. Given that fact, how can probate investors get the response they need in order to build their business?

The answer is basic. Constant communication. By sending communications on a regular basis, probate investors give themselves the best chance to get the response they need in order to profit. This does require organization, as sending out mailings every month or six weeks necessitates a system (USPL has software for this purpose). But, when a regular system is employed, investors do see a change in the amount of leads they have to work with.

Feeling frustrated? Need more leads? Communicate regularly with potential sellers.

Leverage Income Through Multiple Assets

So many business people entering the probate real estate business believe that the only way they can make money is to purchase residential real estate. While there is a great deal of money available through the purchase of these assets and it is a common way to build a business, there is so much more available in probate! How can you build a bigger income through probate? Think about leveraging additional income by adding these other assets.

- Personal items. Often, when a loved one passes away, they leave personal assets that can be sold for additional income. Items such as clothing, furniture, housewares and rugs can be sold as part of an estate sale.
- Artwork. Having a contact who understands and can evaluate the value of

art can help you to determine the price of the pieces. They can be sold on consignment at a gallery or even on an online auction site.

- Antiques. Antique collections can net investors large profits if they are handled correctly. Antique pieces can be sold directly from the home, sold to dealers or even put on consignment.

- Collector cars and boats. If the estate has collector cars, boats or other recreational vehicles, there is a large market for these items. In fact, many family members don't know the value of these items or aren't interested in trying to sell them. They may be grateful to have someone who would be willing to remove them from the house.

- Businesses. People who have passed away often have businesses that are still in operation. These businesses may be profitable and ready to be sold to a new management team.

As you can see, there are many different ways to leverage new streams of income through these asset streams.



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.

If you are new to the probate real estate business, then we welcome you! At USPL, we work to provide training, support and tools that can help you to rapidly succeed in this growing industry.

What do you need to do? Simply check out our website on a regular basis for more information on our newest trainings, e-books and lead services. We can help you to streamline your business efforts and keep you on track. It's just that simple. And, don't forget to communicate with us. Let us

know if you have questions or need tips to take your business to the next level. We are committed to helping our customers to grow their dream business in as short a time as possible.

If you have yet to start a probate real estate business, then don't wait one more minute. Get to work immediately and take steps to open the door of opportunity for you and your family. Within a short period of time you can have a robust probate real estate business that can provide for

your family and allow you to achieve your dreams. Need more help? Ready to start your own business? Have questions? Not sure what the first step might be?

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



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Technology Trends that Can Help You

Is Location Still Important?

Dealing with Renters Who Won't Pay



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