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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.

Probates Offer Flexibility and Diverse Opportunities

Probates are not only one of the best opportunities for investors in today's tumultuous market, but can offer a myriad of options that are much more far reaching than single family homes.

In addition to residential real estate, probate investment can encompass anything and everything including vacation homes, commercial property, businesses, rental properties, vintage cars, boats, recreational vehicles, ATV's, jewelry, antiques and even

furniture and home goods. The options are endless!

What does this mean for you as an investor? Probates offer flexibility and a solid process for earning income in a variety of different areas, giving you more than one stream of income. If you keep an eye out for options, you can achieve your investment dreams easily.

Ready for more information? Read on!



PROBATE WATCH

Every successful entrepreneur needs a "leg up" in order to prosper. Probates are no different. How can you get the tools, training and information you need to succeed? At the USPL website, we offer software, books, webinars and even mentoring to help you make the most of your business – all of this in addition to the amazing lead service that we offer. Our products and services are designed to make sure that you will have everything you need to make sure that your business not only starts off strong, but continues to grow that way for years to come.





Smart Fall Home Purchases

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

Though many real estate investors may shy away from purchasing a home during the fall months, there are good reasons to pursue property at this time of year.

With winter coming, investors in particularly the northern climates believe that it is nearly impossible to make a good investment during the colder months. That's just not true. In fact, there are amazing options for investment that can only be gotten this time of year.

Sellers who have their homes on the market are well aware of the drop off in qualified buyers, which makes them even more eager to work with a buyer to make a deal. This benefits investors as Executors may be willing to take even less for their home than they would have during the nicer weather months.

If you purchase a home during the fall months, it will give ample opportunity to get the home ready for the spring selling market. That said, there are two things to remember. With a fall home

purchase, it is critical to get all of the outdoor work accomplished first. Secondly, if you complete the home and are ready to put it on the market, know that buyers during cold weather months are much more serious about purchasing a home than during other times of the year.

Buying a home in the fall can not only give you the benefit of a great buying price, but give you time to get it ready for the spring selling market.

**SMARTER INVESTING:
Disciplined Work**



If you have worked for someone else for a long period of time, becoming an entrepreneur may seem like a dream come true. Though you may feel grateful for the opportunity, don't squander it by working halfheartedly. Make sure to show up for your investing job just as you would any other. That is the way to succeed.

MAKING COMMUNITY CONNECTIONS COUNT!

If you are just getting started in probate investing, then you are certainly excited about the opportunities it offers. Without proper community marketing, you can become discouraged and miss out on opportunities.

What can you do to make sure that your community connections count? Make a point to speak to those who work in areas that probate is associated with, such as accountants, funeral directors, attorneys, clergy, nursing home directors, real estate agents and even antique stores. Send these people regular mailings and schedule time to speak with each of them about what you offer.

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.

Consistency Leads Entrepreneurs to Success

Being an entrepreneur takes a certain type of personality. Innate drive, focus, vision and discipline are just a few of the traits needed in order to succeed at any business. The probate investment business is no different.

No matter what aspect of probates that you choose to take advantage of, working consistently can make all the difference.

Consistent work habits apply to many areas of being an entrepreneur. Successful business people not only show up to work much as they would if they were working for

someone else, but they also return phone calls promptly and check their emails on a regular basis. Dealing with marketing issues are also something that successful probate investors do every week. From attending networking or Rotary meetings to having lunch



with local estate planners and accountants, business pros know that these activities make the difference in their profitability.

Entrepreneurs also are willing to work when needed. Getting a business off the ground can take months of hard work. Those that succeed are willing to make the investment of days, nights and weekends to prosper.

If you are starting your own probate business, be prepared to be consistent. It is the best path to success!



Community Links Can Build Your Business

If you have ever wondered how businesses succeed in their first months of business, then you need to learn about making links in your local community.

Getting information out into the community can be the one part of your business that you may want to neglect. With the demands of finding homes, working with contractors, dealing with unplanned issues and communicating with Executors, you may feel that you have enough on your plate, and rightly so! But, building a network in your local community can do much to provide opportunities and give you a helping hand in finding homes, property and investment

options.

How might this work? When you take the time to get out into the community and explain what you do, you have put yourself and your business in the position of finding out who you can help. You may meet someone at a local Chamber of Commerce meeting who discovers their neighbor's relative has just passed away and because of your relationship you get the first opportunity to see the home. Attending that one Chamber of Commerce meeting could net you thousands of dollars. Spending the morning to

talk to a group of real estate agents about probate investing may net you a call from an agent who finds a home that is ideal for your portfolio.

Everywhere you go, you can be on the lookout for places you can talk about your services. Sharing the information about what you do and how you help families will help you build awareness in the local community and a group of people ready to assist.

If you want to build a business, share your information to gain profits.

WHO IS THE DECISION MAKER IN PROBATE CASES?

In probate cases, there is one single decision maker that is appointed by the court to take care of paying bills, filing papers and distributing assets. That person is the Executor.

The Executor is the only person legally recognized to make financial decisions. While the named Executor may be a family member, it could also be a close family friend, attorney or accountant. Understanding who the Executor is and how they are related to the decedent is an important consideration.

The first step in any probate investment deal is to contact the Executor to determine their level of interest in selling assets from the probate. These can be sold at any time. The probate does not need to be closed in order to sell property.

5 Investment Mistakes to Avoid

Whether you are new to the probate market or are a seasoned investor, there are mistakes that you want to avoid that can really stall your business. Consider these common mistakes and how to avoid them:

- Buying on emotion, not reality. Sure, a home may seem like a good deal, but not doing your research about the home can cost you every cent of profit, plus more. Take the time to hire an independent inspector to evaluate the home and look for costly issues that you may have missed. This will give you an edge during the negotiations and a better chance of profiting on the property.

- Forgetting about location. In real estate – whether traditional or probate, location counts! The most ideal property might be offered for an amazing price, but if it is in less than a desirable area, you will have a hard time selling it.
- Thinking one-dimensionally about probate investing. There are many, many opportunities in probate investing that have nothing to do with real estate. Personal items, cars, vacation homes, businesses, commercial property, antiques and jewelry are just a few of the areas that can help you to

build a profitable business.

- Working halfheartedly. When you own your own business, you need to be dedicated. By putting yourself on a schedule, your business will have a much better chance of succeeding.
- Avoiding phone calls. As a probate investor, you never know when an Executor is going to call. Don't avoid your phone. Try to answer calls as much as possible.

Being a probate investor can be a successful endeavor if you take the time to avoid these common business mistakes.



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.

Focus on Probate is just one of the tools that USPL offers to help our probate investors to learn more about how to build a business and be profitable in the probate arena. Probates offer a diverse array of opportunities that can literally change lives and help people achieve their dreams.

To be successful in this business, it is critical to take a serious attitude toward developing your portfolio. By building community links and understanding that there is much more to probates than

just residential properties. Not only are these single family homes available for a fraction of their original price, but there are ways to leverage other items, such as businesses, cars, vacation homes, commercial property and even furniture to create income for you and your family and to fund your business. The best way for you to be successful in the probate industry is to be disciplined about your efforts.

To help you to succeed and spend your time wisely, we offer tools, webinars,

mentoring, software and seminars that can help you to get the information you need. All you need to do is to visit our website!

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 – October, 2013 Topics

Surviving the Holiday Slump

Why Your Best Buyers are in the Market NOW

Streams of Income in Probates



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