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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.

Spring into a New Season of Probate Investing

Undoubtedly, the weather is starting to break in many areas of the country, with the snowier climates following in the next month. That means that the perfect time to begin your probate business is here! With warmer temperatures, more and more people will be coming out to visit homes, estate sales and looking for antiques, artwork and vintage cars they can purchase through an estate sale. Take advantage of this great opportunity by getting your business ready

to go now.

If you are experienced in the probate business, then you are well aware of the seasonal fluctuations. If you are new to the probate business, then you will see the amount of business that is possible during the spring season. The time is now to get started.

Take the first steps today to get your business ready for spring. We will give you some great tips and give you new ideas that you can implement into your business. Read on to learn about how to profit in probate investing today!



PROBATE WATCH

Every single day, literally thousands of probates are filed in the United States. What does that mean for you as a probate investor? It means that you have opportunity. There is opportunity to find deals that are 30 percent to 50 percent less than current market prices, which can really help you to make profitable deals for your business. How can you find these deals? Instead of spending hours looking for the best opportunities at a courthouse, you can have our lead service simply deliver them to your Inbox. Use our email based lead service today!





Preparing for the Spring Market

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

If spring hasn't already hit in your area of the country, it will soon. With the change in weather, you can expect more than just the temperature to heat up. In fact, the spring is one of the best times to not only purchase a probate related property, but it is a great time to sell one as well.

There are things that you need to do to make sure that you are

ready for the break in the weather. If you are pursuing new properties for your portfolio, then make sure that you have the exterior of the home inspected thoroughly, noting any drainage issues or problems with siding or paint. While these can be hidden during the winter, it is much easier to see what types of problems you may experience on the exterior of a property when the weather is better.

If you are looking for a property to purchase, know that Executors that have had to wait over the winter to sell their

home will be glad to see new traffic on their property. That said, if you find a home that you believe will work, be aggressive in making your offer – you don't want other investors with spring fever to swipe the property you'd like out from underneath you. Once you do have a price agreed upon, take your time to do your due diligence. No one likes to have buyer's remorse.

With the spring coming, you can be sure that the probate market will heat up quickly! Be ready to buy or sell as transactions move forward.

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:
Disciplined Communication**



Hate answering your phone? If you constantly ignore the ring of your cell phone, you may be losing money. Potential sellers may not choose to leave a message if they can't get a hold of you. While you don't have to answer your phone 24/7, making sure you do answer it as much as possible is a smart strategy.

WHAT DOES THE EXECUTOR DO FOR THE ESTATE?

If you are new to the probate real estate industry, then you may have questions about what exactly the Executor does. For probate cases, the Executor is the individual that is appointed by the court to take care of managing all of the financial issues. This individual may be a family member, attorney, accountant or trusted family friend. During the probate process, the Executor has the power to make buying and selling decisions, hire help to manage the property and has to file paperwork with the court on a regular basis. As an investor, the Executor is the individual with which you should build a relationship.

Technology Upgrades that Will Benefit Your Business

As anyone who has entered a cell phone store recently knows, technology is ever evolving. While some of that technology will not help you to make your business run more efficiently, much of it will. Consider these pieces of technology that will increase the speed and precision with which you work.

How about online calendaring? If you have a lot of appointments to manage, using a free service like Google Calendar can help you to keep everything straight even when you are on the road. Filled with task lists

and the ability to block out time and share your calendar with other people, such as a business partner or a spouse, you can have access to your commitments no matter where you go. An online calendar is something that you can access through your phone, table or laptop, so it makes it easy to see exactly where you need to be and where you need to go no



matter whether you are in the office or on the road.

Another technology upgrade that will help your business is the camera feature through your phone or tablet. Take pictures and email them to contractors, agents or repair people for a quick estimate or timetable for repair. You can also quickly post pictures of a property online as part of an advertisement.

Having online calendaring and photos can build your business!



Who Do You Know? Contacts that Can Build Profits

If you are just getting started in the probate industry, then you may be wondering how you will find out about the best properties and other probate opportunities in the area. There are many ways to find leads – including the USPL Lead Service – but some of your best information may come from contacts in the local community. Taking the time to understand how to develop contacts and where you can find them will bring profitability to your business.

The first place to look for community contacts is within networking groups. Local area business focused groups such as the Rotary or Chamber of

Commerce are places where business people naturally gather. Getting to know these people – whether they might be a plumbing contractor that can help you with a stubborn leak at a property or the owner of a consignment store who can help you sell antiques that were left behind – can give your business dimension and provide you with options. The other benefit to these types of groups is that they have a tradition of sharing information and working cooperatively. You may meet a store owner who knows a family that has a home that might be for sale that you can purchase before it ever goes on the market formally

The other option in building contacts is to meet professionals that work regularly with those going through probates. Whether you meet with a funeral director, pastor, accountant or estate attorney, each of these people can direct you to individuals who may have an immediate need to disperse with vintage cars, homes, businesses, commercial property, antiques, jewelry or vacation homes.

Getting in contact with people in your local community can be a powerful way to build profits for your business as they bring opportunities to you. Meet new people and see your business grow!

DEALING WITH FAMILIES THAT DON'T SEE EYE TO EYE

As an investor, you may spend hours and hours putting a deal together only to find that the family simply doesn't agree on what to do. What is the best course of action? In short, be cautious.

While the Executor ultimately has the authority to make decisions on what should be sold and at what price, many times they will not do so without the consensus of the entire family.

If you find yourself dealing with a family in conflict, align yourself with the Executor and prepare to walk away. Be careful not to say anything negative about any other member of the family. Any negativity may end up working against you in the long run as family members tend to stick together. If the family truly doesn't agree, then making a graceful exit may be the best option.

Probate is Much More than Residential Property

So many investors believe that working in the probate industry is simply focusing on residential properties for rehabilitation or rental. If that has been your experience in probate to date, then it is time to broaden your horizons. Probates can include everything from the well-known residential properties to other collectibles. Here are just a few options to choose from:

- Commercial properties. Apartment buildings, office space, medical facilities, warehouses and manufacturing spaces are all available through probates. Each of these types of spaces can be not only bought and sold, but they can be rented out to create a stream of income.
- Antiques. Many probate properties have antiques in their basements and attics. Helping an Executor to disperse

of some of the excess property in a home can be a tangible help.

- Estate sales. In addition to selling antiques, probate investors can also be successful in hosting estate sales. While many probates may include antiques, there are often other items that need to be sold – everything from furniture to appliances. If you have excellent organizational skills and are able to research current pricing for used items, you can take advantage of this type of work.

Vintage cars, boats and RV's. Frequently, used vehicles, boats and RV's are part of the probate process. If you have a good

understanding of vehicles, then buying and selling them can be a profitable option. Boats and RV's are also an opportunity for investors who have background in this area.

- Businesses. When people pass away, they often leave operating businesses which can build profit.

As you can see, there is much more to probate than just residential homes.

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.

Spring is coming and we can wait to see the real estate and associated probate areas heat up with new business opportunities. Whether you prefer to invest in residential properties or find yourself attracted to buying and selling antiques, there is literally something for everyone in probates.

At USPL, we offer all the tools that a probate investor needs in order to build a successful business. From communications software that will make sending your mailings out a breeze, to our proven lead service that

sends viable leads right to your inbox, we are here to help you become successful.

If you are looking for additional training or education, we also offer webinars, seminars, sell books and even offer an individualized mentoring for those who are truly serious about building a business.

In the end, our business is all about making your business successful. We are committed to making sure that you have the tools you need to make your

business thrive no matter the area you live in our your specialty. Give us a call today or visit our website for more information on our products and services. You can profit in probates!

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!



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PROBATE NOTES



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Does Landscaping Matter?

5 Things that Buyers Must Have

Best Tips for Buying a Business

