

REAL ESTATE ONE

ROBERT TURNER,BRANDON GARY SCOTT,L KELLER

📖 REAL ESTATE PROSPECTING LOREN K. KEIM, 2008 IN THE REAL ESTATE INDUSTRY, AS IN MOST SALES PROFESSIONS, PROSPECTING IS A DIRTY WORD. FAR TOO MANY PEOPLE ENTER THE FIELD OF REAL ESTATE BELIEVING THEY CAN WAIT FOR THE PHONE TO RING AND EARN A GREAT LIVING. UNFORTUNATELY, MANY NEW AGENTS SET THEMSELVES UP FOR FAILURE BY THIS APPROACH TO THE BUSINESS. A REAL ESTATE PROFESSIONAL'S GOAL IS TO LIST AND SELL REAL ESTATE. ONE OF THE PRIMARY KEYS TO BEING SUCCESSFUL IS TO IDENTIFY THOSE PEOPLE WHO TRULY WANT OR NEED TO MOVE, AND FIND A WAY TO MEET WITH THEM. THIS CONCEPT OF IDENTIFYING AND TARGETING LIKELY BUYERS AND SELLERS IS CALLED PROSPECTING, AND IT IS A PROCESS, NOT AN EVENT.

📖 FARMING, FOR REAL ESTATE AGENTS MEREDITH FOGLE, 2021-01-12 HARVEST REAL SUCCESS THROUGH REAL ESTATE FARMING ARE YOU A REAL ESTATE AGENT READY TO TRANSFORM YOUR BUSINESS? EXPERTS AGREE THAT BUILDING AND OPERATING A REAL ESTATE FARM IS THE MOST DIRECT PATH TO SUCCESS. LIKE A TRADITIONAL FARM, A REAL ESTATE FARM IS A LIMITED GEOGRAPHIC AREA IN WHICH YOU PLANT SEEDS VIA MARKETING AND LEADS, TEND YOUR CROPS BY STRENGTHENING CLIENT RELATIONSHIPS, AND HARVEST THE FRUITS OF YOUR LABOR THROUGH REPEAT BUSINESS AND REFERRALS, RESULTING IN MARKET DOMINANCE. IN THIS ESSENTIAL, STEP-BY-STEP GUIDE, REAL ESTATE EXPERT MEREDITH FOGLE SHOWS YOU HOW TO SELECT A FARM AREA, CREATE FARM DOMINANCE, AND EVEN HOW TO SELL AN ESTABLISHED FARM BUSINESS. YOU'LL HAVE ACCESS TO PRACTICAL EXERCISES, WORKSHEETS, AND CHARTS, PLUS SECRETS OF "FAMOUS FARMERS"—TOP-PRODUCING REAL ESTATE BLOGGERS, TV CONTRIBUTORS, AND MARKET LEADERS—WHO SHARE THE KEYS TO THEIR SUCCESS. FARMING, FOR REAL ESTATE AGENTS IS ALSO FILLED WITH FUNDAMENTAL PRINCIPLES AND SYSTEMS THAT CAN BE APPLIED TO ALMOST ANY SALES BUSINESS TO IMMEDIATELY INCREASE LEADS AND INCOME. WHETHER YOU'RE STARTING A CAREER AND SEEKING QUICK SUCCESS OR YOU'RE AN ESTABLISHED AGENT LOOKING TO ACHIEVE TOP-PRODUCER STATUS AND TRANSFORM YOUR BUSINESS, THIS INNOVATIVE BOOK IS THE ONLY ONE YOU'LL NEED TO REAP IMMEASURABLE REWARDS FROM YOUR REAL ESTATE FARM.

📖 THE MILLIONAIRE REAL ESTATE AGENT GARY KELLER, DAVE JENKS, JAY PAPASAN, 2004-04-01 TAKE YOUR REAL ESTATE CAREER TO THE HIGHEST LEVEL! WHETHER YOU ARE JUST GETTING STARTED OR A VETERAN IN THE BUSINESS, THE MILLIONAIRE REAL ESTATE AGENT IS THE STEP-BY-STEP HANDBOOK FOR SEEKING EXCELLENCE IN YOUR PROFESSION AND IN YOUR LIFE. - MARK VICTOR HANSEN, COCREATOR, #1 NEW YORK TIMES BESTSELLING SERIES CHICKEN SOUP FOR THE SOUL THIS BOOK PRESENTS A NEW PARADIGM FOR REAL ESTATE AND SHOULD BE REQUIRED READING FOR REAL ESTATE PROFESSIONALS EVERYWHERE. --ROBERT T. KIYOSAKI, NEW YORK TIMES BESTSELLING AUTHOR OF RICH DAD, POOR DAD THE MILLIONAIRE REAL ESTATE AGENT EXPLAINS: THREE CONCEPTS THAT DRIVE PRODUCTION ECONOMIC, ORGANIZATIONAL, AND LEAD GENERATION MODELS THAT ARE THE FOUNDATIONS OF ANY HIGH-ACHIEVER'S BUSINESS HOW TO EARN A MILLION, NET A MILLION, AND RECEIVE A MILLION IN ANNUAL INCOME

📖 HOW TO MAKE IT BIG AS A REAL ESTATE AGENT MARK FERGUSON, 2021-06-17 THERE ARE MANY GREAT SUGGESTIONS IN HOW TO MAKE IT BIG AS A REAL ESTATE AGENT. I AM RETURNING TO REAL ESTATE SALES AFTER A SEVERAL DECADES LONG HIATUS AND HAVE A GAME PLAN TO IMPLEMENT WHICH LINES UP WITH THOSE WHICH MARK HAS USED. BUT THE IDEA OF BUILDING A TEAM IS A NEW ONE TO ME AND IS ONE I WILL IMPLEMENT. GREAT ADVICE FOR NEW AGENTS, PARTICULARLY MAKING IT CLEAR THE EXTENT OF DEDICATION AND HARD WORK REQUIRED TO ACHIEVE THE UPPER LEVELS OF SUCCESS. I STRONGLY RECOMMEND THIS BOOK. -RAY MARK FERGUSON HAS BEEN A REALTOR FOR OVER 15 YEARS. HE RUNS A SALES TEAM OF 10 WHO HAVE SOLD OVER 1,000 HOMES. MARK HAS PERSONALLY SOLD OVER 200 HOMES IN ONE YEAR. MARK HAS BEEN FEATURED IN THE WASHINGTON POST, YAHOO, ZILLOW, REALTOR.COM, REALTOR MAGAZINE, TIME, TRULIA AND MANY OTHER MAJOR MEDIA OUTLETS. IN THIS 220 PAGE BOOK MARK DESCRIBES EXACTLY HOW HE HAS MADE IT BIG IN REAL ESTATE AND WHAT TO EXPECT AS A REAL ESTATE AGENT. MARK BREAKS DOWN HOW MUCH MONEY REAL ESTATE AGENTS CAN REALLY MAKE AS WELL AS HOW MUCH WORK AN AGENT WILL HAVE TO DO. THERE ARE MANY STORIES OUT THERE ABOUT HOW LITTLE MONEY AGENTS MAKE AND HOW THEY ARE ON CALL AT ALL HOURS. THE TRUTH IS REAL ESTATE CAN BE A WONDERFUL BUSINESS IF YOU TREAT IT AS A BUSINESS AND PLAN ACCORDINGLY. THERE ARE MANY THINGS AN AGENT CAN DO TO BE SUCCESSFUL, WHICH MARK DETAILS IN THIS BOOK. CHOOSING THE RIGHT BROKER GETTING OFF TO A FAST START SELLING HOUSES FINDING THE RIGHT LEAD SOURCES WHERE TO SPEND YOUR MONEY WHERE NOT TO SPEND YOUR MONEY THE BEST WAYS TO NETWORK HOW TO BUILD A BUSINESS NOT CREATE A JOB HOW TO MAKE YOUR REAL ESTATE AGENT BUSINESS A SELL-ABLE ASSET MUCH, MUCH MORE! IF YOU ARE FAMILY WITH MARK AND HIS WRITING STYLE, YOU KNOW HE HATES FLUFF. THIS IS A STRAIGHT TO THE POINT BOOK WITH AN IMMENSE AMOUNT OF USABLE INFORMATION AND TECHNIQUES. YOU CAN FIND MARK AT [HTTPS://INVESTFOURMORE.COM](https://investfourmore.com), WHERE HE HAS CREATED ONE OF THE MOST POPULAR REAL ESTATE BLOGS.

📖 THE LIMITLESS REAL ESTATE LEADER BRENDA FONTAINE, 2016-11-12 IT HAS BEEN SAID THAT LIFE IS TEN PERCENT ABOUT WHAT HAPPENS TO YOU AND NINETY PERCENT ABOUT HOW YOU REACT TO IT. BRENDA FONTAINE IS A LIVING EXAMPLE OF THAT. SHE TELLS US THE STORY IN HER NEW BOOK, THE LIMITLESS REAL ESTATE LEADER. RAISED BY AN ALCOHOLIC MOTHER AND AN OVERACHIEVING FATHER, FONTAINE WAS ABLE TO EXTRACT IMPORTANT LESSONS FROM HER UPBRINGING. SHE HAS APPLIED THEM BOTH TO HER BUSINESS CAREER AND TO HER PERSONAL LIFE. THE LIMITLESS REAL ESTATE LEADER IS A HEARTWARMING MOTIVATIONAL BUSINESS BOOK. YES, IT'S TITLE SUGGESTS THAT IT IS JUST FOR REALTORS(R), BUT IN FACT THIS BOOK IS AN INCREDIBLE INSTRUCTION KIT FOR ANYONE WHO WANTS TO RUN A SMALL BUSINESS AS WELL AS FOR CORPORATE TYPES. YOU WILL LEARN HOW TO TREAT PEOPLE TO GET THE BEST FROM THEM. YOU WILL ALSO LEARN HOW TO EMBRACE THE STRENGTHS OF THE INDIVIDUALS ON YOUR TEAM IN ORDER TO PROVIDE THE BEST BENEFIT TO YOUR CUSTOMER. FONTAINE NEVER WENT

TO COLLEGE, BUT KNEW AT AN EARLY AGE THAT SHE WANTED TO HAVE A CAREER AT WHICH SHE COULD BE SUCCESSFUL. THE UNIQUE ASPECT OF HER STORY IS THAT FONTAINE LACKED SELF-CONFIDENCE, EVEN THOUGH, AT ALMOST EVERY ENDEAVOR SHE TACKLED, SHE BECAME EXCEPTIONAL. SHE BATTLED THROUGH WHATEVER FEAR SHE MAY HAVE HAD ABOUT A PARTICULAR TASK OR UNDERTAKING. SHE PUT ONE FOOT IN FRONT OF ANOTHER AND CONTINUED HER PROGRESS TOWARD HER GOAL! AS A RESULT, SHE HAS BUILT ONE OF THE MOST SUCCESSFUL REAL ESTATE ENTERPRISES IN THE COUNTRY. THAT'S NOT SIMPLY AN UNFOUNDED BOAST. ANYONE CAN CHECK THE NUMBERS TO SEE THAT FONTAINE FAMILY - THE REAL ESTATE LEADER, IS ONE OF THE BEST IN THE BUSINESS. THIS BOOK SHOWS YOU HOW BRENDA GOT THERE, AND PROVIDES NUMEROUS LESSONS FOR LIFE AND BUSINESS.

📖 **NEGOTIATING NEW YORK** JOANNA R. DOUGLAS, ALFRED RENNA, 2017-09-19 NAIL-BITING COMPETITION, MULTI-MILLION DOLLAR DEALS, WRANGLING CLIENTS AND RESOLVING NIGHTMARE RENOVATIONS—NEW YORK'S TOP REAL ESTATE AGENTS TAKE IT IN STRIDE (AND OFTEN IN HIGH HEELS). EVER DREAMED OF YOUR OWN BEACH BUNGALOW IN THE HAMPTONS OR SWANKY MANHATTAN PENTHOUSE? OR MAYBE YOU'VE DREAMED OF THE DOUGH YOU COULD EARN FROM SELLING ONE? GET AN EXCLUSIVE VIEW OF WHAT IT'S LIKE TO WORK IN ONE OF THE WORLD'S MOST COMPETITIVE REAL ESTATE MARKETS—AND THE SECRETS TO COMING OUT ON TOP! WITH MORE THAN THIRTY YEARS EXPERIENCE IN NEW YORK REAL ESTATE, JOANNE DOUGLAS DISHES ON HOW SHE NAVIGATES A DYNAMIC MARKET WITH HER QUICK WITS AND THE SUPPORT OF HER TIGHT-KNIT TEAM. DOUGLAS AND HER BROTHER ALFRED RENNA SHARE THE EUPHORIA OF LANDING DEALS WORTH MILLIONS, THE AGONY OF TOUGH LOSSES, AND THE QUIRKY CHARACTERS ENCOUNTERED ALONG THE WAY. FROM PIONEERING REAL ESTATE SALES IN THE DIGITAL AGE, ORCHESTRATING STEALTHY MIDNIGHT RENOVATION PROJECTS INSIDE EXCLUSIVE APARTMENT BUILDINGS, AND HIGH STAKES CONFERENCE CALLS PITTING AGENT AGAINST AGENT, THERE'S NEVER A DULL MOMENT. JOANNE AND HER COMPATRIOTS ATTACK EACH PROBLEM WITH APLOMB, EVEN WHILE GOING THROUGH THE HIGHS AND LOWS OF THEIR PERSONAL LIVES. LAUGH, SCHEME, AND CELEBRATE ALONG WITH JOANNE, ALFRED, AND THE TEAM AS YOU LEARN THE SECRETS TO SOME OF THE MOST PRESSING QUESTIONS WHEN BUYING AND SELLING REAL ESTATE. WHAT TYPE OF REALTOR IS RIGHT FOR YOU? HOW DO YOU MAKE YOURSELF ATTRACTIVE TO EVEN THE TOUGHEST CO-OP BOARDS? WHAT WILL MAKE THE SELLER EXCEPT YOUR OFFER? HEED JOANNE'S ADVICE FROM ONE OF THE WORLD'S TOUGHEST MARKETS. BECAUSE IF YOU CAN MAKE IT THERE...WELL, YOU KNOW THE REST.

📖 **REAL ESTATE INVESTING ALL-IN-ONE FOR DUMMIES** THE EXPERTS AT DUMMIES, 2022-11-22 BUILD WEALTH THROUGH REAL ESTATE REAL ESTATE INVESTING ALL-IN-ONE FOR DUMMIES WILL SHOW NEW AND SEASONED REAL ESTATE INVESTORS HOW TO MAKE SMART DECISIONS. WITH SEVEN BOOKS IN ONE, THIS COMPLETE RESOURCE WILL TEACH YOU HOW TO PURCHASE REAL ESTATE, FLIP HOUSES, INVEST IN COMMERCIAL REAL ESTATE AND FORECLOSURES, SELL YOUR HOUSE, BUY REAL ESTATE INTERNATIONALLY, AND MORE. WE EVEN EXPLAIN THE INS AND OUTS OF SHORT-TERM RENTALS LIKE AIRBNB, SO ALL YOUR PASSIVE INCOME OPTIONS ARE COVERED. WITH THIS BOOK, YOU CAN START INVESTING IN REAL ESTATE QUICKLY AND EASILY, THANKS TO USER-FRIENDLY INFORMATION AND EXPERT TIPS THAT WILL HELP YOU AVOID COSTLY MISTAKES. IT'S YOUR ONE-STOP RESOURCE FOR ALL THINGS REAL ESTATE. LEARN HOW TO BUY AND SELL REAL ESTATE, INCLUDING HOW TO FIND THE BEST DEALS DETERMINE WHETHER FLIPPING HOUSES OR SHORT-TERM RENTAL MANAGEMENT IS FOR YOU MAXIMIZE YOUR EARNINGS AND MINIMIZE YOUR TAX BILL IN REAL ESTATE INVESTMENT EXTEND YOUR REACH OUTSIDE THE UNITED STATES BY INVESTING IN REAL ESTATE GLOBALLY THIS IS THE PERFECT DUMMIES GUIDE FOR AMATEUR REAL ESTATE INVESTORS WHO NEED A HAND GETTING STARTED, AND FOR SEASONED INVESTORS LOOKING TO UP THEIR GAME WITH COMMERCIAL, INTERNATIONAL, AND OTHER INVESTMENT STRATEGIES.

📖 **THE ALTMAN CLOSE** JOSH ALTMAN, 2019-04-09 LAND THE DEALS YOU WANT AND DEVELOP YOUR INSTINCTS WITH MILLION-DOLLAR NEGOTIATION TECHNIQUES AFTER SELLING OVER \$3 BILLION IN REAL ESTATE, INCLUDING THE MOST EXPENSIVE ONE-BEDROOM HOUSE IN HISTORY, JOSH ALTMAN, CO-STAR OF THE HIT SHOW MILLION-DOLLAR LISTING LOS ANGELES, WANTS TO TEACH YOU THE REAL ESTATE SALES AND NEGOTIATION TACTICS THAT HAVE MADE HIM ONE OF AMERICA'S TOP AGENTS. BUYING OR SELLING A HOUSE, WHETHER FOR A CLIENT OR YOURSELF, IS ONE OF THE MOST IMPORTANT (AND MOST STRESSFUL) DEALS ANYONE CAN MAKE, DEMANDING EMOTIONAL INTELLIGENCE AND A SOLID SET OF NEGOTIATING SKILLS. BUT BY MASTERING THE SAME TECHNIQUES THAT SELL MULTI-MILLION-DOLLAR HOMES IN BEL AIR AND BEVERLY HILLS, YOU CAN ATTRACT BUYERS AND CLOSE DEALS ON ANY PROPERTY. JOSH BREAKS DOWN THE ART OF REAL ESTATE INTO THREE SIMPLE PARTS. FIRST, HE'LL HELP YOU GET BUSINESS IN THE DOOR DURING THE OPENING. THEN HE TAKES YOU STEP-BY-STEP THROUGH THE WORK: EVERYTHING BETWEEN THE FIRST HANDSHAKE AND THE LAST. AND FINALLY, THE CLOSE, THE LAST STEP THAT ENSURES ALL YOUR HARD WORK PAYS OFF AS YOU SEAL THE DEAL. LEARN HOW TO OPEN WITH A PROSPECT, WORK THE DEAL, CLOSE, OPEN, AND REPEAT BUILD AND MARKET YOUR REPUTATION, CREATING MORE SALES OPPORTUNITIES DEVELOP THE TRAITS OF A CLOSER IN YOU AND YOUR TEAM DRIVE THE DEAL FORWARD AND GET THE BEST PRICE FOR YOUR PROPERTY BY CREATING DESIRE, SCARCITY, AND DEMAND SUCCESSFUL REAL ESTATE SALES ARE DRIVEN BY THE SAME PRINCIPLES, WHETHER THEY HAPPEN IN THE HOLLYWOOD HILLS OR JUST DOWN THE STREET. JOSH WANTS TO PUT THOSE PRINCIPLES, AND THE TECHNIQUES FOR APPLYING THEM, IN YOUR HANDS. LEARN THEM AND DISCOVER WHAT YOU CAN ACHIEVE.

📖 **INVESTING IN INCOME PROPERTIES** KENNETH D. ROSEN, 2011-01-11 PRAISE FOR INVESTING IN INCOME PROPERTIES INVESTING IN INCOME PROPERTIES IS A COGENT AND WELL ORGANIZED PRESENTATION OF THE PRINCIPLES OF REAL ESTATE ANALYSIS, FINANCING, AND INVESTMENT. WITH HIS 'BIG SIX FORMULA,' KEN ROSEN SHARES HIS KNOWLEDGE AND EXPERIENCES ON HOW TO ANALYZE AND TAKE ADVANTAGE OF COMMERCIAL REAL ESTATE INVESTMENT OPPORTUNITIES. THIS BOOK SHOULD BE REQUIRED READING IN ALL REAL ESTATE INVESTMENT COURSES. --JOHN S. ZDANOWICZ, PhD, PROFESSOR, FINANCE AND REAL ESTATE, AND DIRECTOR OF THE JEROME BAIN REAL ESTATE INSTITUTE, FLORIDA INTERNATIONAL UNIVERSITY KEN

ROSEN HAS A UNIQUE ABILITY TO MAKE THE MOST COMPLICATED SEEM CLEAR AND EASY TO FOLLOW. IN INVESTING IN INCOME PROPERTIES, HE GIVES PRACTICAL STEPS SO THAT THE READER CAN TAKE ACTION AND BEGIN OR CONTINUE TO BUILD WEALTH BY INVESTING IN INCOME PROPERTIES. THIS BOOK WILL BECOME THE BUYER'S BIBLE. --ALEX ZYLBERGLAIT, ASSOCIATE DIRECTOR, NATIONAL OFFICE AND INDUSTRIAL PROPERTIES GROUP, MARCUS & MILLICHAP REAL ESTATE INVESTMENT SERVICES INVESTING IN INCOME PROPERTIES IS A STEP-BY-STEP APPROACH TO INVESTING IN COMMERCIAL REAL ESTATE. IT IS CLEAR, EASY READING WITH EVERY BASE COVERED. THIS BOOK IS A GREAT TOOL FOR BOTH THE NEW AND SEASONED INVESTOR. --DONNA ABOOD, CHIEF EXECUTIVE OFFICER, COLLIERS ABOOD WOOD-FAY, COMMERCIAL REAL ESTATE KEN ROSEN'S STYLE IS STRAIGHTFORWARD AND HIS FORMULA FOR BUILDING WEALTH IS WELL GROUNDED IN THE FUNDAMENTALS--NOTHING FANCY OR TRICKY ABOUT IT! HE EVEN PUTS THE WOULD-BE INVESTOR AT EASE BY ADDRESSING THE FEAR FACTORS OF REAL ESTATE INVESTING. TWENTY-ONE YEARS INTO MY CAREER AS A REAL ESTATE INVESTMENT SALES BROKER, I HAVE MET MANY SUCCESSFUL INVESTORS, BUT KEN ROSEN CLEARLY STANDS OUT AS A SAVVY, SELF-MADE ENTREPRENEURIAL INVESTOR WHO IS GENEROUSLY SHARING HIS WEALTH OF KNOWLEDGE AND INSIGHT IN THIS VERY INSTRUCTIVE AND EASY-TO-READ BOOK. --DAVID L. MELINE, EXECUTIVE DIRECTOR, CAPITAL MARKETS GROUP, INVESTMENT SALES SPECIALIST, CUSHMAN & WAKEFIELD OF GEORGIA INC. ONE OF THE BEST, PRECISE, AND ACCURATE REAL ESTATE BOOKS ON THE MARKET. A MUST-READ FOR INVESTORS AT ANY STAGE. --SCOTT K. SIME, MANAGING DIRECTOR, CB RICHARD ELLIS BROKERAGE, MIAMI-DADE COUNTY

REAL ESTATE INVESTING WITH LEASE OPTIONS JIM PELLERIN, 2024-03-02 HERE ARE A FEW OF THE TOPICS WE COVER ... THE BEST REAL ESTATE INVESTMENT STRATEGY THAT EVERYONE CAN USE (... IT'S ONE OF THE BEST INCOME-GENERATING STRATEGIES AND SHOULD BE CONSIDERED AS PART OF YOUR SHORT-TERM INCOME STRATEGY.) WHY LEASE OPTION INVESTING IS THE REAL NOTHING DOWN DEAL (... IT'S DEFINITELY NOT LIKE THE OTHER WAYS YOU LEARNED ABOUT. THOSE ARE NOT REALLY NOTHING DOWN. I'LL SHOW YOU THE REAL ONES.) WHAT IS LEASE OPTION INVESTING OR RENT TO OWN INVESTING (... AND HOW IT IS STRUCTURED. WE SHOW YOU HOW TO SET UP THE 3 DIFFERENT STRUCTURES.) WHAT ARE THE DIFFERENT TYPES OF LEASE OPTIONS (... THERE ARE AT LAST 3 AND YOU'LL REALLY LIKE THE 3RD ONE. SOME REQUIRE FUNDS ... SOME DON'T.) FIND OUT HOW YOU MAKE MONEY WITH LEASE OPTIONS (... THERE ARE SHORT-TERM AND LONG-TERM INCOME SOURCES. LEARN HOW TO MAXIMIZE EACH ONE.) WE SHOW YOU WHY LEASE OPTION INVESTING IS A WIN-WIN-WIN INVESTMENT (... THERE ARE 3 PARTIES THAT BENEFIT FROM LEASE OPTIONS. WE SHOW YOU HOW LEASE OPTIONS PROVIDES WINS FOR ALL 3 PARTIES.) FIND OUT HOW LEASE OPTION INVESTING FITS INTO YOUR BIGGER STRATEGY? (... IT SHOULD BE PART OF A BIGGER STRATEGY THAT INCLUDES SHORT TERM INCOME GOALS AND LONG-TERM EQUITY GOALS.) WE DESCRIBE WHY MOTIVATION SHOULD BE THE #1 THING YOU LOOK FOR (... AND IT'S NOT JUST MOTIVATED TENANTS YOU WILL BE LOOKING FOR. THERE ARE A FEW MOTIVATED PARTIES YOU WILL WANT TO LOOK FOR.) DISCOVER HOW TO FINANCE YOUR LEASE OPTION INVESTMENT (... ONLY ONE OF THE 3 STRATEGIES REQUIRES YOU TO USE MONEY. THE OTHER 2 REQUIRE YOU TO USE JOINT VENTURES. WE SHOW YOU HOW.) FIND OUT WHO YOUR #1 MOTIVATED SELLER IS (... I THINK YOU WILL BE SURPRISED. I KNOW I WAS AND I CAME BY IT BY MISTAKE. AND WE SHOW YOU HOW TO FIND THOSE PEOPLE.) FIND OUT THE 4 WAYS TO ACQUIRE A PROPERTY FOR USE AS A LEASE OPTION INVESTMENT (... AGAIN IT'S ALL ABOUT MOTIVATION. WE SHOW YOU WHERE TO FIND THEM). LEARN HOW TO FIND MOTIVATED SELLERS. (... YOU WILL BE SURPRISED WHO SOME OF THESE MOTIVATED SELLERS ARE.) FIND OUT HOW TO FIND TENANT BUYERS (... IT'S ALL ABOUT NETWORKING WITH YOUR REAL ESTATE PROFESSIONALS. WE SHOW YOU HOW TO BUILD UP YOUR NETWORK AND HOW TO PITCH PEOPLE TO WORK FOR YOU.) DISCOVER WHAT IS THE RIGHT ADVERTISING THAT WORKS (... IT HAS CHANGED A LOT OVER THE YEARS. WE SHOW YOU WHAT MAKES SENSE FOR WHAT TYPE OF LEAD YOU ARE LOOKING FOR. IT'S DIFFERENT WHEN LOOKING FOR SELLERS OR BUYERS OR INVESTORS.) FIND OUT WHY YOUR MORTGAGE BROKER CAN BE YOUR BEST FRIEND (... WE WILL SHOW YOU HOW A MORTGAGE BROKER CAN REALLY HELP SPEED UP YOUR RESULTS AND HELP YOU GROW FASTER.) LEARN HOW TO USE SOCIAL MEDIA TO PROMOTE YOUR SERVICE (... WE SHOW YOU IF FACEBOOK OR INSTAGRAM MAKES SENSE AND WHAT'S THE BEST WAY TO IMPLEMENT AND LEVERAGE THESE PLATFORMS.) WE WILL SHOW YOU WHY WORKING WITH A REALTOR HAS LOTS OF ADVANTAGES (... WE WILL SHOW YOU HOW TO USE THEM FOR MORE THAN JUST BUYING OR SELLING YOUR PROPERTIES.) WE WILL SHOW YOU HOW TO STRUCTURE A LEASE OPTION AGREEMENT (... A LEASE OPTION AGREEMENT CAN BE BETWEEN YOU AND A SELLER; OR YOU AND A BUYER.) WE WILL SHOW YOU HOW TO CHARGE MORE THAN MARKET RENTS (... WHY LEASE OPTIONS CAN CHARGE HIGHER THAN MARKET RENTS AND STILL GET WILLING TENANTS.) WE WILL SHOW YOU HOW TO GET YOUR TENANT-BUYER FINANCED (... THE BIGGEST CHALLENGE WITH LEASE OPTIONS IS TO GET THE TENANT FINANCED AT THE END OF THE DEAL SO THEY CAN ACTUALLY PURCHASE THE PROPERTY.) WE WILL SHOW YOU THE DIFFERENT CONTRACTS TO USE (... THIS WILL BE DIFFERENT DEPENDING ON THE TYPE OF LEASE OPTION YOU ARE USING AND THE WAY IN WHICH YOU DECIDED TO STRUCTURE THE DEAL.) WE WILL SHOW YOU WHY YOU NEED A LEASE AGREEMENT (... PART OF DOING A LEASE OPTION IS SETTING UP A LEASE AGREEMENT. WE WILL SHOW YOU WHY THIS CAN ACTUALLY HELP YOU.)

BUILDING WEALTH ONE HOUSE AT A TIME: MAKING IT BIG ON LITTLE DEALS JOHN SCHAUB, 2004-12-31 STRATEGIES FOR CREATING REAL ESTATE WEALTH BY STARTING SMALL--AND ALWAYS MAKING THE RIGHT MOVES NATIONALLY KNOWN REAL ESTATE EXPERT JOHN SCHAUB LEARNED HIS CRAFT IN THE BEST WAY POSSIBLE--ON THE JOB, AND THROUGH EVERY KIND OF MARKET. OVER THREE DECADES, HE LEARNED TO BANK CONSISTENT PROFITS AS HE BUILT AN IMPRESSIVE REAL ESTATE MINI-EMPIRE. BUILDING WEALTH ONE HOUSE AT A TIME REVEALS HOW VIRTUALLY ANYONE CAN ACCUMULATE ONE MILLION DOLLARS WORTH OF HOUSES DEBT-FREE AND EARN A STEADY CASH FLOW FOR LIFE. UNIQUE IN THAT IT FOCUSES ON BUYING HOUSES IN GOOD-QUALITY NEIGHBORHOODS, SCHAUB'S NINE-STEP PROGRAM INCLUDES: RENTING TO LONG-TERM TENANTS, WITH FINANCIAL INCENTIVES TO PAY ON TIME AVOIDING THE TEMPTATION OF BIGGER DEALS, WHICH INVARIABLY INCLUDE BIGGER PROBLEMS A 10-YEAR PLAN TO PAY OFF DEBT AND OWN HOUSES FREE AND CLEAR

📖 **SHIFT: How Top Real Estate Agents Tackle Tough Times** GARY KELLER, 2010-02-11 NEW YORK TIMES BESTSELLER WALL STREET JOURNAL BUSINESS BESTSELLER USA TODAY MONEY BESTSELLER TOUGH TIMES MAKE OR BREAK PEOPLE. MY FRIEND GARY TEACHES YOU HOW TO MAKE THE TRAGIC INTO MAGIC. READ & REAP FROM THIS GREAT BOOK. --MARK VICTOR HANSEN, Co-creator, #1 New York Times Best Selling Series CHICKEN SOUP FOR THE SOUL Co-author, CRACKING THE MILLIONAIRE CODE, THE ONE MINUTE MILLIONAIRE, AND CASH IN A FLASH. AUTHOR, RICHEST KIDS IN AMERICA REAL ESTATE BUYERS AND SELLERS HAVE TO SHIFT THEIR MINDSET TO NEW AND MORE CREATIVE STRATEGIES IN THIS CHALLENGING REAL ESTATE MARKET. THIS BOOK SHOWS THEM EXCELLENT WAYS TO SURVIVE AND THRIVE. --ROBERT ALLEN, AUTHOR OF THE NEW YORK TIMES BESTSELLERS NOTHING DOWN, CREATING WEALTH, MULTIPLE STREAMS OF INCOME AND THE ONE MINUTE MILLIONAIRE. CHANGE HAPPENS. IT'S NATURAL. IT'S EVER PRESENT. IT'S REOCCURRING. SO WHEN MARKETS SHIFT YOU NEED TO AS WELL. NO ONE EXPLAINS THIS BETTER IN THE REAL ESTATE INDUSTRY THAN MY GOOD FRIEND GARY KELLER AND HIS TEAM OF TALENTED CO-AUTHORS. THEIR LATEST BOOK, SHIFT, IS PERFECT FOR ALL REAL ESTATE PROFESSIONALS. IT CAPTURES THE VERY ESSENCE OF A SHIFTING HOUSING MARKET AND WHAT REALTORS NEED TO DO TO THRIVE THEREIN. SHIFT WILL HELP YOU ALTER YOUR FOCUS AND YOUR ACTIONS TO ENSURE THAT YOU GET YOUR HEAD BACK IN THE GAME AND INCREASE YOUR MARKET SHARE, IRRESPECTIVE OF STRONG OR WEAK MARKET CONDITIONS. IT'S A GREAT BOOK – READ IT TODAY. --STEFAN SWANEPOEL, AUTHOR OF SWANEPOEL TRENDS REPORT, 2006-2009 NEED HELP WEATHERING THE STORM IN TODAY'S REAL ESTATE MARKET? IF SO, REACH FOR GARY KELLER'S NEW BOOK, SHIFT-- IT'S THE LIFESAVER YOU NEED TODAY TO THRIVE TOMORROW. SHIFT IS RICH IN EASY-TO-UNDERSTAND STRATEGIES, CHARTS, AND ILLUSTRATIONS THAT SHOW YOU EXACTLY WHAT YOU NEED TO DO TO THRIVE IN TODAY'S VERY CHALLENGING AND 'SHIFTED' REAL ESTATE MARKET. --BERNICE ROSS, INMAN NEWS THE MILLIONAIRE REAL ESTATE SERIES MORE THAN 1,000,000 COPIES SOLD! SHIFTS HAPPEN... MARKETS SHIFT, AND YOU CAN TOO. SOMETIMES YOU'LL SHIFT IN RESPONSE TO A FALLING MARKET, AND OTHER TIMES YOU'LL SHIFT TO TAKE YOUR BUSINESS TO THE NEXT LEVEL. BOTH CAN TRANSFORM YOUR BUSINESS AND YOUR LIFE. YOU CAN CHANGE YOUR THINKING, YOUR FOCUS, YOUR ACTIONS, AND, ULTIMATELY, YOUR RESULTS TO GET BACK IN THE GAME AND AHEAD OF THE COMPETITION. THE TACTICS THAT JUMP-START YOUR BUSINESS IN TOUGH TIMES WILL POWER IT FORWARD IN GOOD TIMES. NO MATTER THE MARKET-SHIFT! SHIFT EXPLORES TWELVE PROVEN STRATEGIES FOR ACHIEVING SUCCESS IN ANY REAL ESTATE MARKET, INCLUDING MASTER THE MARKET OF THE MOMENT: SHORT SALES, FORECLOSURES, AND REOs CREATE URGENCY: OVERCOMING BUYER RELUCTANCE RE-MARGIN YOUR BUSINESS: EXPENSE MANAGEMENT FIND THE MOTIVATED: LEAD GENERATION EXPAND THE OPTIONS: CREATIVE FINANCING

📖 **FLIP** RICK VILLANI, CLAY DAVIS, GARY KELLER, 2007-01-09 FLIP, THE THIRD BOOK IN THE NATIONAL BESTSELLING MILLIONAIRE REAL ESTATE SERIES (MORE THAN 500,000 COPIES SOLD!) FLIP PROVIDES A DETAILED, STEP-BY-STEP PROCESS TO ANALYZE EACH INVESTMENT, IDENTIFY THE BEST IMPROVEMENTS, ACCURATELY ESTIMATE THE COSTS AND INTELLIGENTLY OVERSEE THE CONSTRUCTION. IT TAKES OUT ALL THE GUESS WORK AND ALMOST ALL OF THE RISK. HERE'S WHAT INDUSTRY EXPERTS ARE SAYING ABOUT FLIP: READ THIS BOOK BEFORE YOU FLIP THAT HOUSE! FLIP IS AN INDISPENSABLE STEP-BY-STEP GUIDE TO FLIPPING HOUSES THAT YOU WILL REFER TO AGAIN AND AGAIN. -CARLOS ORTIZ, EXECUTIVE PRODUCER, FLIP THAT HOUSE (TLC'S MOST POPULAR REAL ESTATE TV SHOW) AT HOMEVESTORS, WE'RE IN THE BUSINESS OF BUYING AND SELLING HOMES FOR PROFIT AND I CAN ATTEST THAT THERE ARE FEW, IF ANY, WHO CAN RIVAL RICK'S AND CLAY'S EXPERTISE WHEN IT COMES TO FIXING UP HOUSES FOR PROFIT. THIS BOOK IS A MUST-READ FOR ANY INVESTOR. -DR. JOHN HAYES, PRESIDENT AND CEO OF HOMEVESTORS OF AMERICA (THE LARGEST HOMEBUYER IN AMERICA) FLIP IS A MUST-READ BOOK FOR EVERYONE IN THE REAL ESTATE BUSINESS. EVERY AGENT SHOULD HAVE THIS BOOK. THEY SHOULD READ IT AND MASTER ITS CONTENTS. WHY? BECAUSE IT IS THE BEST GUIDE EVER WRITTEN ON HOW TO EVALUATE REAL ESTATE AND HOW TO ADD VALUE TO A HOUSE. -GARY KELLER, FOUNDER AND CHAIRMAN OF THE BOARD OF KELLER WILLIAMS REALTY INTERNATIONAL AND AUTHOR OF BESTSELLING THE MILLIONAIRE REAL ESTATE AGENT AND THE MILLIONAIRE REAL ESTATE INVESTOR FOR ANYONE LOOKING TO BUILD WEALTH IN REAL ESTATE, FLIP PROVIDES A STEP-BY-STEP APPROACH THAT REALLY WORKS IN ANY MARKET. -LORAL LANGEMEIER, BESTSELLING AUTHOR OF THE MILLIONAIRE MAKER FLIP EXTENDS THE NATIONAL BESTSELLING MILLIONAIRE REAL ESTATE SERIES WITH A STEP-BY-STEP GUIDE THAT IS QUICKLY BECOMING THE MODEL FOR SUCCESSFULLY FINDING, FIXING AND SELLING INVESTMENT PROPERTIES FOR PROFIT. BASED ON THEIR INVOLVEMENT IN OVER A 1,000 FLIPS, RICK VILLANI AND CLAY DAVIS WALK YOU THROUGH THE PROVEN FIVE-STAGE MODEL FOR SUCCESSFULLY FLIPPING A HOUSE: FIND: HOW TO SELECT IDEAL NEIGHBORHOODS, ATTRACT SELLERS, AND FIND HOUSES WITH INVESTMENT POTENTIAL ANALYZE: IDENTIFY WHICH IMPROVEMENTS TO MAKE AND ANALYZE THE PROFIT POTENTIAL OF ANY HOUSE BUY: HOW TO ARRANGE FINANCING, PRESENT THE OFFER, AND CLOSE ON THE PURCHASE FIX: A 50-STEP, EASY-TO-FOLLOW PLAN FOR FIXING UP HOUSES THAT KEEPS YOU ON TIME, IN BUDGET AND ASSURES TOP QUALITY SELL: HOW TO ADD FINISHING TOUCHES TO QUICKLY SELL FOR MAXIMUM PROFIT WOVEN THROUGH THE BOOK IS AN ENTERTAINING NARRATIVE THAT FOLLOWS THE FLIPPING ADVENTURES OF SAMANTHA, ED, BILL, NANCY, AMY AND MITCH AS THEY FIND, BUY, FIX AND SELL THEIR FIRST INVESTMENT HOUSES. WITH ALL THIS PLUS THE EXPERIENCE OF OVER A THOUSAND FLIPS CONDENSED INTO ONE BOOK, FLIP GIVES NEW INVESTORS THE TOOLS THEY NEED TO AVOID COMMON PITFALLS, MAKE A PROFIT, AND ENJOY THE PROCESS OF HOUSE FLIPPING. RICK VILLANI AND CLAY DAVIS ARE SENIOR EXECUTIVES AT HOMEFIXERS, NORTH AMERICA'S LEADING REAL ESTATE REHAB FRANCHISE. HOMEFIXERS HAS BEEN INVOLVED IN MORE THAN 1,000 FLIPS NATIONWIDE.

📖 **MILLIONAIRE REAL ESTATE AGENT - SUCCESS IN GOOD TIMES AND BAD (EBOOK BUNDLE)** GARY KELLER, DAVE JENKS, JAY PAPASAN, 2011-11-18 START BUILDING YOUR REAL ESTATE FORTUNE TODAY! GARY KELLER REVEALS ALL THE SECRETS TWO BOOKS IN ONE COMPREHENSIVE EBOOK PACKAGE! GARY KELLER KNOWS THE BEAUTY OF A SIMPLE PATH TO A SPECTACULAR GOAL!" —MARK VICTOR HANSEN, co-creator, #1 New York Times bestselling series CHICKEN SOUP FOR THE SOUL, AND co-author, THE ONE MINUTE MANAGER


KELLER WILLIAMS HAS GROWN INTO ONE OF NORTH AMERICA'S LARGEST REAL ESTATE FIRM—AND IT CONTINUES TO GROW EVEN DURING ONE OF THE WORST MARKETS IN HISTORY. IN MILLIONAIRE REAL ESTATE AGENT—SUCCESS IN GOOD TIMES AND BAD, CO-FOUNDER AND CHAIRMAN OF THE BOARD GARY KELLER SHARES THE METHODS HAS TAUGHT TO HUNDREDS OF THOUSANDS OF SUCCESSFUL AGENTS. THIS TWO-IN-ONE EBOOK PACKAGE GIVES YOU THE KNOWLEDGE AND SKILLS YOU NEED TO TAKE YOUR CAREER AND SUCCESS TO THE NEXT STEP. MILLIONAIRE REAL ESTATE AGENT—SUCCESS IN GOOD TIMES AND BAD CONTAINS: THE MILLIONAIRE REAL ESTATE AGENT IN ORDER TO MAKE IT BIG IN REAL ESTATE, YOU HAVE TO LEARN THE FUNDAMENTAL MODELS THAT DRIVE THE BEST AGENTS IN THE INDUSTRY. IN THE MILLIONAIRE REAL ESTATE AGENT, GARY KELLER APPLIES HIS LIFETIME SPENT IN THE BUSINESS TO GIVE YOU THE KNOWLEDGE AND SKILLS YOU NEED SUCCEED. THIS UNPARALLELED GUIDE REVEALS: THREE KEY CONCEPTS THAT DRIVE MEGA-AGENT PRODUCTION ESSENTIAL ECONOMIC, BUDGETARY, AND ORGANIZATIONAL MODELS THE SECRETS TO HOW MILLIONAIRE REAL ESTATE AGENTS THINK HOW YOU CAN GET ON THE MILLION-DOLLAR-A-YEAR REAL ESTATE CAREER PATH SHIFT MORE THAN 1,000,000 COPIES SOLD! MARKETS SHIFT, AND YOU CAN, TOO. SOMETIMES YOU'LL SHIFT IN RESPONSE TO A FALLING MARKET, AND OTHER TIMES YOU'LL SHIFT TO TAKE YOUR BUSINESS TO THE NEXT LEVEL. BOTH CAN TRANSFORM YOUR BUSINESS AND YOUR LIFE. YOU CAN CHANGE YOUR THINKING, YOUR FOCUS, YOUR ACTIONS, AND, ULTIMATELY, YOUR RESULTS TO GET BACK IN THE GAME AND AHEAD OF THE COMPETITION. SHIFT OFFERS TWELVE PROVEN STRATEGIES FOR ACHIEVING SUCCESS IN ANY REAL ESTATE MARKET, INCLUDING: SHORT SALES, FORECLOSURES, AND REOs OVERCOMING BUYER RELUCTANCE EXPENSE MANAGEMENT LEAD GENERATION CREATIVE FINANCING


📖 **BUY IT, RENT IT, PROFIT! (UPDATED EDITION)** BRYAN M. CHAVIS, 2017-01-03 NOW UPDATED FOR TODAY'S BULLISH REAL ESTATE MARKET, THIS IS THE GO-TO, CLASSIC ENTREPRENEURIAL GUIDE FOR LANDLORDS AND REAL ESTATE INVESTORS WHO WANT TO BUY AND MANAGE RENTAL PROPERTIES FOR LONG-TERM WEALTH. THERE'S NEVER BEEN A BETTER TIME FOR BUYING RENTAL PROPERTIES—INTEREST RATES ARE LOW AND CREDIT IS MORE FREELY AVAILABLE TO THOSE WHO WANT TO BUY AND INVEST. BUT WHERE DOES ONE BEGIN? WITH MORE THAN TWENTY PLUS YEARS OF EXPERIENCE IN REAL ESTATE AND AS THE FOUNDER OF THE LANDLORD PROPERTY MANAGEMENT ACADEMY, BRYAN M. CHAVIS KNOWS ALL PHASES AND ASPECTS OF WORKING WITH RENTAL PROPERTIES. IN BUY IT, RENT IT, PROFIT! HE EXPLAINS WHY RENTAL PROPERTIES ARE SUCH A WISE INVESTMENT IN TODAY'S REAL ESTATE WORLD AND OUTLINES THE STEPS AND SYSTEMS YOU NEED TO IMPLEMENT TO BECOME A SUCCESSFUL LANDLORD AND PROPERTY MANAGER. THIS UPDATED EDITION OF THE MODERN CLASSIC INCLUDES ADVICE ON BEING A PROFITABLE AND PROFESSIONAL LANDLORD, PROTECTING YOUR INVESTMENT, LEARNING WHAT TYPES OF PROPERTY YOU SHOULD BE PURCHASING, AND ADAPTING TO THE EVER-CHANGING WORLD OF TECHNOLOGY IN REAL ESTATE. CHAVIS ALSO PROVIDES SYSTEMS ON HOW TO ATTRACT QUALITY TENANTS, NEGOTIATE LEASE AGREEMENTS, COLLECT RENT, FINANCE A MORTGAGE, AND MANAGE THE PROPERTY OVERALL—EVERYTHING YOU NEED TO BECOME A SMART, PROFITABLE, AND PROFESSIONAL PROPERTY MANAGER. IN ADDITION, THIS UPDATED EDITION FEATURES A WORKBOOK SECTION WITH EASY-TO-USE, UNIVERSAL FORMS FOR LEASES, EVICTIONS, PROPERTY EVALUATIONS, AND MORE. BUY IT, RENT IT, PROFIT! IS THE ULTIMATE HOW-TO PROCEDURES MANUAL FOR BUYING AND MANAGING RENTAL PROPERTIES AND A PRACTICAL, REALISTIC TOOL YOU CAN FOLLOW TO BECOME A PROFITABLE LANDLORD AND PROPERTY MANAGER.

📖 **MAVERICK REAL ESTATE INVESTING** STEVE BERGSMAN, 2004-04-01 THE ULTIMATE GUIDE TO BUYING AND SELLING PROPERTY LIKE THE EXPERTS HOW DO THE WORLD'S MOST SUCCESSFUL DEVELOPERS--FROM DONALD TRUMP TO SAM ZELL--MAKE THE MOST OF EVERY REAL ESTATE TRANSACTION? THE ANSWERS ARE FOUND THROUGHOUT MAVERICK REAL ESTATE INVESTING. IN THIS ONE-OF-A-KIND BOOK, YOU'LL LEARN THE SECRETS TO MAKING A GOOD DEAL, USING OTHER PEOPLE'S MONEY, ESTABLISHING CASH FLOW TARGETS, FINDING THE BEST LOCATIONS, GETTING TOP LEGAL AND TAX COUNSEL, OVERCOMING NEGATIVE RESPONSES, SELLING AT THE RIGHT TIME, AND MUCH MORE. IT'S MUST READING FOR EVERY ASPIRING REAL ESTATE TITAN, AND WILL GIVE YOU THE TOOLS NECESSARY TO MAKE EVERY DEAL A PROFITABLE ONE. STEVE BERGSMAN'S PROFILES OF SOME OF THE MOST SUCCESSFUL INVESTORS OF OUR TIME GIVE AN ILLUSTRATIVE AND ILLUMINATING INSIGHT INTO HOW THE BEST IN THE BUSINESS HAVE CONSISTENTLY MANAGED THEIR RISK . . . AND RAISED THEIR RETURNS. IF YOU WANT TO MAKE IT IN THE COMPETITIVE WORLD OF REAL ESTATE INVESTING, READ THIS BOOK! --DALE ANNE REISS, GLOBAL AND AMERICAS DIRECTOR OF REAL ESTATE, HOSPITALITY, AND CONSTRUCTION SERVICES, ERNST & YOUNG FOR THE NOVICE--AND EVEN THE EXPERIENCED--INVESTOR IN REAL ESTATE, STEVE BERGSMAN'S BOOK CONTAINS LOTS OF WORTHWHILE IDEAS. BETTER STILL, IT CLEARLY EXPLAINS HOW TO IMPLEMENT THEM. EASY TO READ AND INSIGHTFUL, IT'S ONE OF THE BETTER HOW-TO INVESTMENT GUIDES AROUND. --RICHARD RESCIGNO, MANAGING EDITOR, BARRON'S I HAVE BEEN READING STEVE BERGSMAN'S INSIGHTFUL REAL ESTATE REPORTING AND COMMENTARY FOR OVER A DECADE. HE IS ONE OF THE BEST REAL ESTATE WRITERS IN AMERICA, AS EVIDENCED BY HIS CAPTIVATING ANALYSIS IN MAVERICK REAL ESTATE INVESTING, WHERE HE MELTS PERSONALITIES AND INVESTING PRINCIPLES INTO A VERY GOOD READ. --JONATHAN L. KEMPNER, PRESIDENT AND CHIEF EXECUTIVE OFFICER MORTGAGE BANKERS ASSOCIATION

📖 **COMMERCIAL REAL ESTATE INVESTING FOR BEGINNERS** ROBERT TURNER, BRANDON GARY SCOTT, L KELLER, 2020-07-14 COMMERCIAL REAL ESTATE INVESTING FOR BEGINNERS (BOOK DESCRIPTION): THE COMMERCIAL REAL ESTATE WORLD IS FULL OF LOTS OF AMAZING OPPORTUNITIES. HOWEVER, IT'S NOT ONE THAT SHOULD BE DIVED INTO WITHOUT ADEQUATE KNOWLEDGE. ARE YOU CONSIDERING JOINING ONE OF THE BEST WAYS TO MAKE A PASSIVE INCOME? IT CAN SERVE ADEQUATELY AS THE STEP BY STEP GUIDE TO SUCCESS IN REAL ESTATE. IN IT, YOU'LL LEARN EVERYTHING YOU NEED TO KNOW AND MORE TO SUCCEED AS A COMMERCIAL REAL ESTATE INVESTOR. YOU NEED ONLY YOUR DEDICATION AND WILLINGNESS TO LEARN NEW THINGS AND YOU'RE READY TO GO. REAL ESTATE IS ONE VERY PROFITABLE MEANS OF INVESTING YOUR MONEY IF YOU WANT TO ACHIEVE MASSIVE SUCCESS IN

YOUR INVESTMENTS. IF YOU DO IT CORRECTLY, IT CAN GIVE YOU A STEADY FLOW OF PASSIVE AND ACTIVE INCOME. OF COURSE, THIS CAN BE A SURE PATH TO FINANCIAL FREEDOM. THE THING WITH REAL ESTATE IS THAT IT HELPS YOU BUILD EQUITY. THIS IS A PART OF WHAT YOU OWN, YOUR NET WORTH. ONCE YOU HAVE PAID OFF YOUR MORTGAGE, YOU HAVE ENOUGH LEVERAGE TO BUY MORE PROPERTIES AND INADVERTENTLY INCREASE YOUR CASH FLOW. THE PASSIVE INCOME GENERATED FROM REAL ESTATE COMES AT A NEARLY ZERO TAX RATE. THIS IS AMAZING. THIS MEANS THAT YOUR PROPERTIES THAT YOU HAVE ACQUIRED IS PUT TO WORK FOR YOU. WHEN YOU ARE NOT EVEN ACTIVELY INVOLVED IN IT, YOU CAN STILL MAKE MONEY. REAL ESTATE HELPS YOU TO INCREASE YOUR INCOME IN A STABLE AND SURE MANNER. YOU CAN CALCULATE AND PREDICT HOW LONG IT WOULD TAKE YOU TO GET TO YOUR FINANCIAL GOAL WHEN YOU INVEST IN REAL ESTATE. THIS ALSO MEANS THAT REAL ESTATE CAN GIVE YOU CASH FLOW THAT YOU CAN USE FOR RETIREMENT. THIS BOOK COVERS ALL THE TOPICS THAT ARE NECESSARY IN ORDER TO INVEST IN REAL ESTATE. THIS BOOK CONTAINS MAJOR TOPICS SUCH AS: - WHAT YOU SHOULD KNOW ABOUT COMMERCIAL REAL ESTATE - MINDSET - BUILDING A TRADE PLAN - REAL ESTATE PARTNERSHIPS AND OWNER FINANCING - TAX ADVANTAGES OF COMMERCIAL REAL ESTATE - HOW TO RAISE CAPITAL - RENTING AND PASSIVE INCOME - HOW TO SCALE THE INVESTMENT - IMPACT OF CO-VID 19 ON REAL ESTATE COMMERCIAL REAL ESTATE INVESTING FOR A BEGINNER? LET'S CONTINUE TO THINK ABOUT ALL THE BENEFITS ABOUT IT. ONE THING TO REALIZE IS THAT REAL ESTATE IS A TANGIBLE ASSET. HENCE, INFLATION DO NOT AFFECT IT THE WAY IT AFFECTS STOCK AND PORTFOLIO. THIS GIVES STABILITY AND MAKES YOU FEEL LIKE YOU ARE DOING A WORTHWHILE INVESTMENT. REAL ESTATE HELPS YOU TO COPE WITH THE FEAR OF INVESTMENT, YOU ARE WELL HEDGED AND PROTECTED FROM INFLATION WHEN YOU INVEST IN REAL ESTATE. ONE REASON WHY EVERYONE SHOULD INVEST IN REAL ESTATE IS THAT IT GIVES YOU THE ABILITY TO BUILD WEALTH AS THE PROPERTY APPRECIATES IN VALUE WITH TIME. RENTAL PROPERTIES GIVE PASSIVE INCOME CASH FLOW AS WELL. GUESS WHAT, YOU CAN BORROW UP TO 90% OF THE FUNDS YOU NEED IN STARTING A REAL ESTATE PROPERTY. THIS MAKES IT AN EASY TO FINANCE INVESTMENT VEHICLE. SO, WITH REAL ESTATE, YOU CAN USE OTHER PEOPLE'S MONEY TO MAKE MONEY FOR YOURSELF. THE BENEFITS OF REAL ESTATE INVESTING ARE NEARLY LIMITLESS. SO, YOU REALLY SHOULD CONSIDER INVESTING IN ONE TODAY. BUT YOU NEED TO BE VERY INFORMED IF YOU WANT TO MOVE IN THIS KIND OF BUSINESS. SO THIS BOOK COMMERCIAL REAL ESTATE INVESTING FOR BEGINNERS WILL BE A REAL STEP BY STEP GUIDE TO START AND UNDERSTAND ALL THE TOPICS YOU NEED ABOUT THIS MATTER. IF YOU WANT TO GROW UP AND LEARN ALL ABOUT THE COMMERCIAL REAL ESTATE WORLD, IT'S THE PERFECT BOOK FOR YOU! So, click 'BUY NOW' AND GET THIS AWESOME BOOK ON COMMERCIAL REAL ESTATE INVESTING FOR BEGINNERS TODAY

 **ZILLOW TALK** SPENCER RASCOFF, STAN HUMPHRIES, 2015-01-27 HOW DO YOU SPOT AN AREA POISED FOR GENTRIFICATION? IS SPRING OR WINTER THE BEST TIME TO PUT YOUR HOUSE ON THE MARKET? WILL A HOUSE ON SWAMP ROAD SELL FOR LESS THAN ONE ON GINGERBREAD LANE? THE FACT IS THAT THE RULES OF REAL ESTATE HAVE CHANGED DRASTICALLY OVER THE PAST FIVE YEARS. TO UNDERSTAND REAL ESTATE IN OUR FAST-PACED, TECHNOLOGY-DRIVEN WORLD, WE NEED TO TOSS OUT ALL OF THE OUTDATED TRUISMS AND EMBRACE TODAY'S BRAND NEW INFORMATION. BUT HOW? ENTER ZILLOW, THE NATION'S #1 REAL ESTATE WEBSITE AND MOBILE APP. THANKS TO ITS TREASURE TROVE OF PROPRIETARY DATA AND ARMY OF STATISTICIANS AND DATA SCIENTISTS, LED BY CHIEF ECONOMIST STAN HUMPHRIES, ZILLOW HAS BEEN ABLE TO SPOT THE TRENDS AND TRUTHS OF TODAY'S HOUSING MARKET WHILE ACKNOWLEDGING THAT A HOME IS MORE THAN AN ECONOMIC ASSET. IN ZILLOW TALK, HUMPHRIES AND CEO SPENCER RASCOFF EXPLAIN THE SCIENCE BEHIND WHERE AND HOW WE LIVE NOW AND REVEAL PRACTICAL, DATA-DRIVEN INSIGHTS ABOUT BUYING, SELLING, RENTING AND FINANCING REAL ESTATE. READ THIS BOOK TO FIND OUT WHY: IT'S BETTER TO REMODEL YOUR BATHROOM THAN YOUR KITCHEN PUTTING THE WORD CUTE IN YOUR LISTING COULD COST YOU THOUSANDS OF DOLLARS YOU SHOULDN'T BUY THE WORST HOUSE IN THE BEST NEIGHBORHOOD YOU SHOULD NEVER LIST YOUR HOUSE FOR \$444,000 YOU SHOULDN'T LIST YOUR HOUSE FOR SALE BEFORE MARCH MADNESS OR AFTER THE MASTERS DENSELY PACKED WITH ENTERTAINING ANECDOTES AND INVALUABLE HOW-TO ADVICE, ZILLOW TALK IS POISED TO BE THE REAL ESTATE ALMANAC FOR THE NEXT GENERATION.

 **EASY STEPS TO YOUR FIRST RENTAL PROPERTY** E.J. WILLIAMS, 2021-07-26 HOW NEWBIE INVESTORS CAN USE 5 EASY STEPS TO GET THEIR FIRST RENTAL PROPERTY AND PLAN FOR AN EARLY RETIREMENT BUILDING WEALTH AND GOING INTO EARLY RETIREMENT IS SOMETHING MANY PEOPLE DREAM OF BUT ONLY A FEW ACHIEVE IT. THE REASON COULD BE THAT THEY KNOW THEY WANT TO GET COMFORTABLE FINANCIALLY SO THEY CAN RETIRE EARLY BUT THEY DO NOT KNOW HOW TO GET THERE. IS THIS YOUR STORY? HAVE YOU ALWAYS WANTED A WAY OUT OF THE RAT RACE BUT FIND YOURSELF IN CIRCUMSTANCES THAT PREVENT YOU FROM LEAVING?? WELL, I HAVE BEEN IN A SIMILARLY BAD SITUATION. HAVING BEEN HONORABLY DISCHARGED FROM THE ARMY TWO YEARS AFTER MY FIRST INJURY, I COULD BARELY FIND ANY WELL-PAYING JOBS AND LIFE WAS DIFFICULT. EVENTUALLY, WITH THE HELP OF A MENTOR, I STARTED REAL ESTATE INVESTING AND IT IS ONE OF THE BEST DECISIONS OF MY LIFE. I HAVE BEEN ABLE TO GO FROM STRUGGLING WITH MY WIFE AND THREE KIDS TO LIVING IN ABUNDANCE AND I WANT TO HELP YOU DO THE SAME IN 5 STEPS TO YOUR FIRST RENTAL PROPERTY: REAL ESTATE INVESTING GUIDE FOR BEGINNERS, YOU WILL LEARN: - HOW TO OVERCOME THE LIMITING BELIEFS THAT HAVE STOPPED YOU FROM INVESTING IN REAL ESTATE. - THE DIFFERENT WAYS TO GET FUNDING FOR YOUR REAL ESTATE INVESTMENT EVEN IF YOU HAVE NO MONEY AT ALL. - DIFFERENT STRATEGIES FOR FINDING THE RIGHT PROPERTY AT A GREAT DEAL. - HOW TO FIND THE RIGHT PROPERTY MANAGER THAT WILL TAKE THE STRESS OFF YOU WHEN DEALING WITH TENANTS. - THE AFTER CLOSING DETAILS THAT WILL HELP YOU GET YOUR RENTAL PROPERTY RUNNING AND PRODUCING CASH FLOW. - ABOUT A PARTNERSHIP OPPORTUNITY WITH ME, MY MENTOR AND HIS TEAM WHO HAS A TRACK RECORD OF BRINGING 20% ROI FROM THEIR REAL ESTATE INVESTMENT. - AND SO MUCH MORE IF YOU WANT TO MAKE YOUR DREAM OF AN EARLY RETIREMENT USING REAL ESTATE INVESTING A REALITY, THEN I WILL SEE YOU ON THE PAGES OF THIS BOOK. CLICK THE "ADD TO CART" BUTTON RIGHT NOW AND LET'S GET STARTED.

📖 **BUY AND HOLD FOREVER** DAVID SCHUMACHER (COLLEGE INSTRUCTOR IN REAL ESTATE), STEVE DEXTER, 2010 GET RICH IN ANY REAL ESTATE MARKET DAVID SCHUMACHER DISCOVERED THAT THE WAY TO A LIFETIME OF FINANCIAL SECURITY IS TO BUY SMART AND NEVER SELL, AND HE BUILT A \$20-MILLION FORTUNE USING HIS OWN SAVVY ADVICE. FORGET ABOUT “FLIPPING” PROPERTIES. SAY GOODBYE TO LATE-NIGHT TV “NO MONEY DOWN” SCAMS. HERE’S A SHREWD, MONEYMAKING, STEP-BY-STEP INVESTMENT PROGRAM PROVIDING PROVEN ADVICE ON HOW TO: * PICK THE PROPERTIES WITH THE MOST PROFIT POTENTIAL * CHOOSE THE LOCATIONS THAT WILL BE TOMORROW’S HOTTEST NEIGHBORHOODS * NEGOTIATE LUCRATIVE REAL ESTATE DEALS THAT CAN MAKE YOU WEALTHY PACKED WITH CHARTS, GRAPHS AND DAVID’S REAL-LIFE EXAMPLES AND AXIOMS, THE BOOK IS NOW UPDATED WITH NEW MATERIAL BY NATIONALLY RECOGNIZED REAL ESTATE INVESTOR STEVE DEXTER. HERE’S YOUR TICKET TO A SOUND FINANCIAL FUTURE. “YOU HAVE IN YOUR HANDS A MASTERPIECE FROM THE MIND OF A REAL ESTATE LEGEND. I SUGGEST YOU READ IT AND CHANGE YOUR LIFE FOREVER.” —BRUCE NORRIS, INVESTOR AND PRESIDENT, THE NORRIS GROUP

“THE TITLE SAYS IT ALL. TIMELESS ADVICE ON HOW TO BECOME FINANCIALLY FREE IN AN UNFREE WORLD. MANDATORY READING IF YOU’RE SERIOUS ABOUT CHANGING YOUR FINANCIAL LIFE FOREVER.” —MIKE CANTU, REAL ESTATE INVESTOR AND EDUCATOR BASED IN RIVERSIDE, CALIFORNIA

ABOUT THE AUTHORS DAVID SCHUMACHER, PHD, WAS AN INVESTOR, MAGAZINE COLUMNIST AND COLLEGE INSTRUCTOR IN THE FIELD OF REAL ESTATE. ONE OF AMERICA’S PREMIER EXPERTS, HE WAS ALSO A MULTIMILLIONAIRE PROPERTY OWNER. HE PARLAYED A MODEST INVESTMENT INTO PROPERTY HOLDINGS WORTH \$20 MILLION, INCLUDING HOUSES, CONDOS AND MAGNIFICENT OCEANFRONT APARTMENT COMPLEXES IN SOUTHERN CALIFORNIA. HE ALSO AUTHORED *THE BUY & HOLD REAL ESTATE STRATEGY* AND *BUY & HOLD: 7 STEPS TO A REAL ESTATE FORTUNE*. STEVE DEXTER IS THE PRESIDENT OF NATIONAL CAPITAL FUNDING, BASED IN LAGUNA BEACH, CALIFORNIA, AND AN EXPERT COMMENTATOR FOR CNN/MONEY, CBS RADIO AND FOX TV. HE IS THE AUTHOR OF *REAL ESTATE DEBT CAN MAKE YOU RICH AND BEAT THE BANKS: HOW TO PROSPER FROM THE RISING WAVE OF BANK FORECLOSURES*.

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