



Free Download!
\$19.95 value

#PROFIT

The Wealth Blue Print to Running Your Real Estate Business Like a Business

BY ROBYN THOMPSON

Do you have doubts about being a real estate investor? Are you scared to make offers because you are afraid of making a mistake that could cost you tens of thousands of dollars? Are you having a hard time finding the time to grow your real estate business? If you answered yes to any of these questions then take the time to read this news article carefully.



My name is Robyn Thompson and I have been investing in properties for over 15 years. I have bought, renovated and sold 339 houses. I started my real estate business with \$500 and I had to learn how to run a business like a business not a hobby. I learned a long time ago that successful real estate investors do things differently than the amateurs. I am going to give you seven habits that all 7 figure real estate investors possess:

1) All serious business owners who make over 7 figures focus on marketing WEEKLY. We take marketing as serious as a heart attack because wealthy business owners know that marketing = revenue. No marketing means No profits. All you need to do to raise your income is make an appointment with yourself and put it on your calendar for one hour a week to focus on marketing to attract desperate sellers.

One measly hour a week without interruptions is all it takes to up your income by massive amounts. During the hour, you call realtors, order "We Buy Houses for Cash" signs for your car, execute direct mail campaigns to

continued on page 5 ▶

MAIN MEETING

Thursday, April 10th
6:00pm – 9:00pm
DoubleTree Tampa Bay
3050 N. Rocky Point Dr. West, Tampa, FL

IN THIS ISSUE

The Wealth Blue Print to Running Your Real Estate Business Like a Business <i>By Robyn Thompson</i>	1
About Tampa REIA.....	4
The Down and Dirty: It's All About the Numbers <i>Russ Hiner</i>	6
Follow Up - Part 1 <i>Ron LeGrand</i>	8
A Fresh Start <i>Bill Ham</i>	10
Are You Wasting Time and Losing Thousands of Dollars - Part 1 <i>Kimberlee Frank</i>	11
Be A Pro <i>Matt Larsen</i>	13
How to Avoid Getting Ripped Off When Buying Turn-Key Real Estate <i>Jim Hitt</i>	14
Finding All The Cash You Need To Fund Deals Without Going to the Bank - Part 1 <i>Kathy Kennebrook</i>	15
How to Add Value to a House <i>Mark Jackson</i>	16
Important Information About Houses You May Want to AVOID! Houses That Will Be Hard to Sell or Rent <i>Larry Harbolt</i>	17
So You Proved The Bank Lied About Your Loan. Now What? <i>Bob Massey</i>	19
Hungry? There's an App for That! <i>Don De Rosa</i>	21
Tampa REIA Membership Application.....	22
Meeting Calendar.....	23
Calendar of Events.....	24

Tampa REIA, LLC

405 S. Dale Mabry Hwy, Suite 114
Tampa, FL 33609
P: (813) 358-8050 • F: (813) 200-1330
admin@tampareia.com
http://tampareia.com

Robyn will be speaking at our Tampa REIA Meeting on April 10th and will doing a full day workshop with us on April 12th where she will teach you how to turn foreclosures, estate sales and houses that need renovations into cash. Come join us and learn how to run your business like a serious money making machine and not just a part-time hobby. See <http://tampareia.com> for more information.

Main Monthly Meeting

April 10th, 2014 @ 6pm

Doubletree Suites Tampa Bay
3050 North Rocky Point Dr West
Tampa, FL

Spend an evening with Robyn Thompson, the "Rehab Queen"
**Learn How to Turn Foreclosures,
Estate Sales & Houses That Need
Renovations Into *Fast Cash!***



Robyn Thompson

Tampa REIA is excited to announce that **Robyn Thompson** will be our special guest trainer this month on **Thursday, April 10th at 6PM** at the **Doubletree Suites Tampa Bay** located at **3050 North Rocky Point Dr West in Tampa, FL**. Robyn is the nation's leading expert on buying properties at deep discounts, renovating them at lightning speed and selling them quickly for huge chunks of cash.

Robyn has rehabbed over 355 properties in her 16 years of investing and the majority of her profits were made on properties that were in a depressed market. Robyn will be teaching cutting edge strategies that will produce huge profits in today's competitive real estate market.

At the meeting, Robyn will teach you:

- Her Buying Machine
- Where to Find Properties to Rehab for Huge Profit
- The 9 Types of Houses to Never Buy
- An Overview of the Rehab Process
- Locating and Hiring the Best Contractors to Get the Job Done
- 9 Critical Paragraphs to Writing an Iron Clad Contractor Agreement

- Prescreening & Controlling The 8 Contractors on A Dream Team
- The Magic Buying Formula to Ensure Huge Profits
- The 3 Critical Steps to Selling Houses in a Down Market
- The 21 Critical "WOW" Factors to Make the Home Sell
- 8 Marketing Strategies to Attract "A" Credit Buyers
- How to Prescreen Buyers in 4 Minutes to Make Sure They Qualify for a Loan
- The Two Most Important Mortgage Ratios to Qualify Your Buyers
- How to Avoid the 5 Pitfalls of Selecting an FHA Buyer for Your Home
- And much, much more!

Robyn will be back on **Saturday, April 12th from 9:00AM to 5:00PM** for a full day **Rehabbing Workshop** where she will spend a full day teaching you "How to Quick Turn Houses That Need Renovations". See page 3 for more information.

We look forward to seeing you at the Thursday Tampa REIA Meeting and the Saturday Workshop!

MEETING AGENDA*

- 6:00 pm: Meet & Greet, Networking
- 6:30 pm: Introductions, Haves & Wants
- 7:00 pm: Announcements
- 7:30 pm: Rehabbing with Robyn Thompson
- 9:30 pm: Late Night Networking at Whiskey Joes

*Please Note: Meeting agenda is subject to change.



Tampa REIA Members Can Attend
for FREE and Guests for \$10.00.
RSVP at <http://rsvp.tampareia.com>

Bring your biz
cards & flyers



Tampa REIA Presents...

A Full Day Rehab Workshop with Robyn Thompson

**Saturday, April 12, 2014, 8:30 AM to 5:00 PM
Doubletree Suites Tampa Bay
3050 North Rocky Point Dr West, Tampa, FL**

Robyn is the nation's leading expert on buying properties from motivated sellers at deep discounts, renovating them at lightning speed and selling them quickly for huge chunks of cash. Robyn has rehabbed over 355 properties in her 16 years of investing.

At this workshop, Robyn will teach her cutting edge strategies that will produce huge profits in today's competitive real estate market.

She will teach you...

- Her Mega Money Marketing Machine to Attract Desperate Sellers
- The Art of Making Multiple Offers on Free and Clear Properties that Create Huge Wins for You and the Sellers
- How to Write an Iron Clad Independent Contractor Agreement to Protect Yourself from Dishonest Contractors
- How to Build a Big Fat Cash Buyers List that will be your own ATM Machine.
- How to Locate, Prescreen & Coordinate Contractors so Your Rehabs Always Finish on Time, on Budget and Are the Highest Quality Properties For Sale.
- The 21 Deadly Mistakes that Real Estate Investors Make to Derail Their Growth
- How to Shove Prequalified Buyers through FHA/VA Mortgage Process in Weeks not Months
- How to Determine the Best Properties to Flip For Fast Cash vs. the Best Properties to Hold for Maximum Appreciation
- The Seven Actions a Serious Business Owner Focuses on Daily to Maximize Revenue in Real Estate
- Her Detailed Step by Step Road Map to Becoming a Successful Business Owner
- Effective Delegation Strategies to Boost Your Income to 7 Figures
- A Detailed List of Her Employees Responsibilities
- How to Hire the Best Employees to Take the Work Load Off of You
- How to Utilize Employees to Cut Renovation and Holding Costs by as Much as 25%
- And much more!

Robyn started 16 years ago with no job and \$500. She now runs 5 high profit businesses that have produced millions of dollars in assets. At the workshop, she will share all of her business techniques on how to run a business like a business not a hobby so we can all make more money and work less hours.

To Register for the Seminar, please visit <http://Rehab.TampaREIA.com>

**2-for-1 Special - Tampa REIA Members
can bring a spouse, adult child or
parent at no extra charge!**



***PLEASE NOTE: Tampa REIA Gold & Silver Members can bring a spouse, adult child or parent at no extra charge. Non-Members who join Tampa REIA between April 1st - 10th can attend this full day seminar for FREE and bring a qualified guest. Tampa REIA Members who renew their membership between April 1st - 10th for an additional year can attend for FREE as well. When joining or renewing your membership, please let us know if you want to attend this event at no additional charge.**

TAMPA REIA'S MISSION is to help insure our members' real estate success by providing extremely affordable, high quality, relevant real estate investing information and education, as well as frequent, fun and rewarding real estate networking opportunities. Our goal is to be the premier educational and networking organization for real estate professionals in the Tampa Bay area.

TAMPA REIA

TAMPA REAL ESTATE INVESTORS ALLIANCE

Tampa REIA, LLC

405 S. Dale Mabry Hwy
Suite 114
Tampa, FL 33609

P: 813-358-8050
F: 813-200-1330
E: Admin@TampaREIA.com

-  www.TampaREIA.com
-  www.Facebook.com/TampaREIA
-  www.Twitter.com/TampaREIA
-  www.YouTube.com/TampaREIA
-  www.Meetup.com/TampaREIA



Dustin Griffin
Executive Director
P: 813-358-8050
F: 813-200-1330
E: dustin@tampareia.com



Christine Griffin
Assistant Director
P: 813-358-8050
F: 813-200-1330
E: chrissy@tampareia.com



Larry Harbolt
Larry's Weekly REI Meetup
P: 727-420-4810
E: larryharbolt@gmail.com



Matt & Courtney Larsen
Leaders of Beach REIA
P: 813-838-0171
E: mattclarsen01@gmail.com



Wayne Arnold
Leader of the Creative
Real Estate Exchangers
E: wecreatedeals@gmail.com



Jonathan Henrich
Co-Leader of the Creative
Real Estate Exchangers
P: 727-230-8895
E: pinellaswholesale@gmail.com

LEGAL DISCLAIMER: Tampa REIA, LLC promotes practical knowledge of real estate investment through education, discussion and networking. The information, views and opinions expressed in the publication do not necessarily reflect the views, policies and opinions of Tampa REIA, LLC or any of its members and sponsors, nor does mention of certain trade names, products, services, individuals or organizations imply endorsement by Tampa REIA, LLC or its members or sponsors. The information presented in this publication is made available for informational purposes only and is not to be construed as financial or legal advice which should only be obtained through a competent attorney, accountant or other qualified professional advisor. Tampa REIA, LLC does not pre-qualify, evaluate, endorse, guarantee or warranty any particular deal, service, company, or person. Tampa REIA, LLC recommends you perform your own due diligence and seek appropriate legal, accounting, or other professional advice before making any investment. Tampa REIA, LLC disclaims any and all liability for any actions or inactions taken by readers of this informational material or as a result of communications from or to its officers, directors, employees, contractors, partners, members, sponsors and affiliates.



Keep up to date with our latest opportunities by joining us on Facebook
www.Facebook.com/TampaREIA

◀ *continued from page 1*

out of state owners, landlords in the middle of evictions or attorneys who have desperate clients who need to sell and put an ad in the newspaper in the real estate wanted section.

2) The second step is to execute the marketing. The signs must be put on the car, the direct mail list of out of state owners must be bought and you must write a simple one page letter telling the desperate seller that you want to buy their house. The envelopes must be stuffed, addressed and mailed. The ads for the newspaper need to be placed. You must call the top producing realtors and tell them you want to buy several properties.

3) All serious business owners know that you must quickly handle the incoming calls. Answer them LIVE! No answering machine. Approximately 60% of the desperate sellers will hang up if they do not get a live person on the phone. When you realize that any one of the hang ups could be a \$25,000 check or more you will pick up the phone and not let it go to voice mail. Better yet, get someone else to answer it 24 hours a day. I use a live answering service to answer the calls and take down all the critical information about the home. They email me all the important facts within minutes and then my secretary eliminates all the bad deals and no deals.

She will eliminate all the tiny houses under 1000 square feet, as well as the rough neighborhoods with high crime. I also don't like busy streets, train tracks or power lines directly behind the house, or functionally obsolete floor plans.

4) Get 4 rock solid sold comparables so you know exactly what the home will be worth when you get it renovated. All successful real estate investors do their homework thoroughly before they construct an offer to buy. Look at your exit before you enter. Make sure you are

buying houses that 85% of the buyers want to call home. The home must appeal to the majority not the minority.

You will need 4 very similar sold properties to determine an accurate price for your new property. The sold comparables must be in close proximity, same style of house, no more than +/-10% in the square footage, and the same number of bedrooms as the house you're looking to buy.

If I can't find 4 sold properties in the past 180 days or less then I walk away from the house. Yes that is right. Walk away! Do not gamble with your hard earned money!!!! All serious business owners know when to walk away. Never get emotional about any deal. There are millions to buy and tons of desperate sellers.

5) Compile a detailed list of repairs before you close and make sure your budget includes \$7000 - \$10,000 for WOW, sexy sizzle features that will make your house drop dead gorgeous. Your reputation is your most valuable asset you have in business. You always want your house to be in the top 1-2% of the houses for sale. If your home beats all the competitors hands down then it will sell in days not weeks or months.

Carrying costs can eat a business alive by eroding profits quickly. A successful real estate investor prepares a detailed scope of work that lists all brands and sku #'s of the materials you demand. This list is provided to the contractors several weeks before closing. All contractors should quickly prepare their estimates and proposals so you can make your final selections before closing. All contractors should be ready to start the renovation process the minute you close.

6) A serious business owner is always watching the construction process closely because there are three factors that will make your project a complete

success or a total failure. They are time, quality, and price. Great contractors will renovate the house quickly for the fixed price that was agreed and never sacrifice quality of their workmanship. Many beginning investors cut corners and only worry about price. They end up with a construction project that takes months to finish and quality is mediocre at best. They lose thousands of dollars on carrying costs and end up with a house that won't sell so they are stuck renting it.

Writing big checks to buy and fix and getting little rent checks in return will put you out of business quick.

7) Last but not least all serious real estate investors who make 7 figures never take their eyes off the selling machine. We know to hire the best and pay them well. You never step over the dollars to get to the dimes. I hire the top producing selling realtors to sell my homes and I pay them 4.5% for commission not 3%. Most top producing selling realtors have 5+ approved buyers that they are showing houses to at all times.

If you have a house that the majority of buyers want to live in and you made it drop dead gorgeous so it is the best house for the price, the top selling realtors will get the house sold fast. They are extremely motivated to sell it when the commission is 150% higher than all the other properties in the MLS.

In closing, I look forward to seeing you at Tampa REIA on April 10th & 12th! Until then, best wishes to a prosperous real estate investing career. ☀

Comment on this article online at <http://tampareia.com/?p=3981>



Join Us At **Larry Harbolt's Weekly Real Estate Investor Meetup**
Hibachi Buffet **Every Monday at 7:00pm**
7610 49th St N, Pinellas Park, FL



The Down and Dirty: It's All About the Numbers

BY RUSS HINER

Here is a common problem in our industry: we find a property and we have to decide, is it deal or not a deal? Many people get hung up on this question, but you can't let it paralyze you. You can't worry so much that you lose out. *(By the way, remind me to tell you the biker story.)*

Here is the most important thing... you have to have solid information: comparables, equity, repairs, and rental rates (above \$150,000 not necessary). Then you have to run the numbers. These two simple things will lead you to success in deciding if you have a deal or not.

Quick and Practical Advice on Deal Determination

- You can buy properties which are upside down IF the mortgage balance is more than what the property is worth.
- You can buy properties that have a tremendous amount of equity.
- You can buy properties with owner financing.

Now, ask yourself: What is my business model?

Remember: YOU are the most important person in this transaction. YOU have to control the real estate in order to get the desired result. What is your desired result? Is it cash flow?

A chunk of cash? Creating wealth? Figuring out your exit strategy will be determined by your business model. Here are some considerations:

- Properties that are upside down are good for earning chunks of cash.
- Properties with a tremendous amount of equity are great for chunks of cash, cash flow, and creating wealth.
- Properties that are below \$130,000 are used for rental properties.
- Properties above \$150,000 are used for home owner occupants. When you are wholesaling, you typically do not need to do the due diligence on lot lines, condition, "as is," "where is," or "how is." But you do have to know and verify rents, condo fees, judgments, liens, and anything else that deals with income or expenses.

Deal or No Deal?

Consider these possible deals:

#1 is at 568 Spring Valley. It is a townhome in the Vinings: \$172,000, four bedroom three bath with basement, one car garage, 2200 ft.². The owner is five months behind on monthly payments of \$1,400. The property will rent for \$1,700 per month.

It needs \$5000 in painting/cleaning/repairs. The after repair value is \$190,000.

Does the property have equity? Yes, but only 11% which is very tight. If something goes wrong, it will go wrong in a big way. The cash flow is low: only \$300 per month.

Answer: If you are looking to stay in your current job and you like high risk, then this is a great property. In this case, you become a transactional coordinator and put a tenant-buyer into the property, allowing the seller to take the responsibility for rent and the tenant to do the maintenance.

#2 is at 123 Qassam St. It is a single family house, 2092 ft.², four-bedroom two and half baths, two car garage--the American dream. The seller owes \$62,000. The after repair value is \$85,000. The house needs \$9000 in repairs. The monthly payment is \$425. The rent in the area is \$1100 per month. The seller is three months behind in payments for a total of \$1,275.

Now, ask yourself, what are the numbers? What is your exit strategy? What is the equity? After the repairs, it is equal to 19.7%. The cash flow is \$675 per month—much better than deal #1.

Answer: This is a perfect wholesale opportunity. This is a great buy, fix, and hold. This is a great deal because YOU have done the research and determined that the numbers are right.

In each one of these cases we look equity, repairs, and monthly payments. ▶



Become a Tampa REIA Member TODAY!
<http://TampaREIA.com/Membership>

◀ **Remember:** YOUR purpose is to become financially free. To achieve this, you must understand your customers and your numbers.

Selling a property for 6% more than what the value of the market is what realtors do. Their customers will pay top of the market, maybe more. They like deals like example #1.

But YOU are an investor, and smart investors like yourself have rental properties and enjoy receiving rates of return above 10% like deal #2. Investors that do the buy-fix-and-sell enjoy a 30 to 40% discount from the after repair value.

When you find a property that needs repairs and in which the owner wants top of the market and cash, like property #1, the probability of a deal is very low. On the other hand, when the seller is willing to bring money to the table to get out from underneath the burden of a property, owes more than what the property is worth, or is behind on their payments, as in deal #2, the chances of you being able to structure a deal where

you can wholesale it, receipt, cash flow, or earn cash increases dramatically.

Still need guidance? I would be happy to send you a form that you can complete and send back to me. I would be happy to evaluate it—at no charge—to determine the likelihood of success. Maybe I could add it to my portfolio, or we can both wholesale it.

If you want to see these deals and others, and how they were structured, then join me and other successful investors each and every month on the first Wednesday of the month at my Creative Deal Structuring Subgroup in Atlanta. Let me coach you in learning the market and finding your niche. Heck, I might even tell you the biker story. ☀

Comment on this article online at <http://tampareia.com/?p=3964>



Russ Hiner
404-660-4289
Russ@RHiner.com

www.RHiner.com

www.Facebook.com/1RHiner



Russ has been investing in real estate in Atlanta Georgia since 1981. His company currently controls apartment buildings and single-family properties in Georgia and other states. His focus is on raising private capital through Hedge Equity, LLC.

Russ invests everyday. His knowledge and experience is current in the market. He is capitalizing on the needs, wants, and desires of the customer. He has a deep level of experience in building relationships with vendors, investors, tenants, sellers, and qualified buyers. He has the knowledge to negotiate contracts, manage rental properties, and make his co-investors wealthy. He enjoys taking properties which are virtually destroyed, renovating them, and creating a better community.

Tampa Real Estate Investors Alliance **THE PROFIT**

Get Your Business Noticed!

If you're looking to reach the Real Estate Industry here in the Tampa Bay Area and throughout Florida, you can't do better than The PROFIT. Your ad will reach more than 5,000 each month with your message. Our production teams are among some of the best designers in the country. We make you look GOOD!

Ad Size	Annual Plan		6 Month Plan		Month-to-Month Plan		
	Gold	Silver	Gold	Silver	Gold	Silver	Guest
2 Pages	\$2,400 <small>Save 60%</small>	\$3,600 <small>Save 40%</small>	\$1,500 <small>Save 50%</small>	\$2,100 <small>Save 30%</small>	\$300 <small>Save 40%</small>	\$400 <small>Save 20%</small>	\$500
Full Page	\$1,200 <small>Save 60%</small>	\$1,800 <small>Save 40%</small>	\$750 <small>Save 50%</small>	\$1,050 <small>Save 30%</small>	\$150 <small>Save 40%</small>	\$200 <small>Save 20%</small>	\$250
2/3 Page	\$1,080 <small>Save 60%</small>	\$1,620 <small>Save 40%</small>	\$675 <small>Save 50%</small>	\$945 <small>Save 30%</small>	\$135 <small>Save 40%</small>	\$180 <small>Save 20%</small>	\$225
1/2 Page	\$720 <small>Save 60%</small>	\$1,080 <small>Save 40%</small>	\$450 <small>Save 50%</small>	\$630 <small>Save 30%</small>	\$90 <small>Save 40%</small>	\$120 <small>Save 20%</small>	\$150
1/4 Page	\$480 <small>Save 60%</small>	\$720 <small>Save 40%</small>	\$300 <small>Save 50%</small>	\$420 <small>Save 30%</small>	\$60 <small>Save 40%</small>	\$80 <small>Save 20%</small>	\$100
1/8 Page	\$360 <small>Save 60%</small>	\$540 <small>Save 40%</small>	\$225 <small>Save 50%</small>	\$315 <small>Save 30%</small>	\$45 <small>Save 40%</small>	\$60 <small>Save 20%</small>	\$75
Business Card	\$288 <small>Save 60%</small>	\$432 <small>Save 40%</small>	\$180 <small>Save 50%</small>	\$252 <small>Save 30%</small>	\$36 <small>Save 40%</small>	\$48 <small>Save 20%</small>	\$60

When you're ready to get started, call Christine Griffin at 813-358-8050 or email admin@tampareia.com.

THE MILLIONAIRE MAKER

Follow Up - *Part 1*

BY RON LEGRAND



Last month we discussed presenting offers. This month, we'll talk about the next step which is follow up; the fourth in our five steps to success. There are actually three times when you're going to need to follow up so we'll discuss each one.

The first is when you're dealing with a prospect after you prescreen them, which means, that it's a yes on the property information sheet yet we're not ready to complete a deal today. This means this prospect should be followed up on because a lot of these will be converted to deals at a later date if you do the follow up, which I will confess, most won't.

The second type of follow up you're going to need is on the hot prospects where they say yes now and now you've got a few things you've got to get done to get it under contract.

The third type of follow up is the follow up after you get them under contract. Follow up is such a neglected portion of the steps that are required to make money in any business. If you will master this, you'll make a lot of money where a lot of folks won't and you'll find the deals that you do get will go better because you took care of the details along the way. A small detail left out can create a large problem, and has many times prior. Honestly, most

people have no system whatsoever to do the follow up; they rely too much on memory and therefore issues come up that really could have easily been avoided.

Let's talk about the first of our three types, which is a prospect that you're not going to buy from today but is worthy of following up on later. Here's a real simple system; get yourself a file box with files in it, 52 of them, one for each week of the year. Don't put dates on them, just put 'June Week 1', 'June Week2', 'June Week 3' and so forth so they never go out of date. So here you are with a file box with 52 files in it and the month and the week of the month, so now it's simple when you're discussing a property with a prospect today and you can't get it to a conclusion because they're not ready yet, you just decide in your mind, 'Alright, when do I want to follow up with them?'

What did my conversation dictate how long that would be?' and just stick that property information sheet in whatever applicable week that is. Now, when that week arrives you should have them sitting there waiting for you to call and you don't have to remember anything. Yes, I know that's an archaic system, but it still works. If you'd rather do one of your own electronically, go right ahead, but the key is do not waste these leads. Remember, all seller's minds will change with time and circumstance so don't take a prospect that's not ready today and discard them because a lot of your deals will come from the follow up. ▶

For Only \$1



Get Ron's Entire
[CLICK HERE](#)
Wholesaling Course



Keep up to date with our latest videos by subscribing to our YouTube Channel

www.YouTube.com/TampaREIA

◀ The next of the three types is when you are at a point when the seller says, “Yes, I’m ready”, so now you’ve got to go through the steps I’ve described in the prescreening section in last month’s article to get out to the house and get it under contract. If you didn’t read last month’s article go back and do it now because it literally will take you through all the steps of the follow up required to get to the contract.

The third type is the follow up after it gets under contract. When you leave the house, you should leave with a signed agreement. Of course, if you didn’t, now you have another follow up step and that’s to go back when you and the seller agree and get a signed agreement. Honestly, I don’t go back to the house, I make them bring the contracts to us, but I’m fully aware in your early years you’re so eager to get the deal you’re going to do whatever you have to do. Regardless of who’s going where or when you still have to follow up to the point to where you pick up that contract or all of the work you’ve done up to now is for naught.

Once you get that contract signed, the next step is to probably do a title search. If it’s a purchase agreement, I will always do a title search before I go any further because I’m going to buy it and I would not buy a house without doing a title search.

However, if it’s a lease option agreement requiring a tenant buyer before it’s actually a deal, then I very well may not do a title search until I get the tenant buyer located and committed and at that point we run a quick title search. In fact, that’s exactly what we do here around my office. Once we know we have a deal, we run a title search just to make sure we are not going to have any title problems and put the buyer in a bad position. Our next lesson will be on closing the deal and in this case that means we’ll get a contract signed so we are going to talk more about that then.

Of course, if you leave the house with a signed lease purchase agreement you have closed the purchase of it because there are no further steps required to continue, except do a title search as I just discussed. Once that agreement is signed by that seller you control that

asset and your five steps to buy are complete.

You also want to be prepared in case the type of deal changes after you arrive at the house during your conversation. For example, you assume that when you get to the house it’ll be a lease option deal, but after you arrive and start having a conversation with the seller, you discover the seller would rather just deed the house away and sell it instead of lease optioning it to you. That means you will switch from the lease option agreement to take possession of the house, to a purchase and sale agreement that says you’re going to buy it and take over the debt subject-to. Ask yourself, “What kind of an agreement would I need regardless of what situation I get in to?” Again, think that through before you get there and be prepared for the possibilities. After a while, it’ll be second nature to you.

OK, that’s enough for this lesson. Next month, we’ll pick up where I left off and continue discussing the follow up. ☀

Comment on this article online at <http://tampareia.com/?p=3962>

Share this article!   

To learn more from Ron LeGrand or to get his \$599 Wholesaling course for only \$1, go to www.RonsWholesalingCourse.com

Ron LeGrand
 800-567-6128
 www.RonLeGrand.com
 www.Facebook.com/GlobalPublishing



Ron LeGrand is the world’s leading expert in residential quick turn real estate and a prominent commercial property developer. Ron has bought and sold over 2,000 single family homes over the past 30 years, and currently owns commercial developments in nine states ranging from retail, office, warehouse, residential subdivisions and resorts.



Investors RESOURCE CENTER

407-831-2498

Meets on the 3rd Thursday of each month from 5:30–9:00pm

Winter Park Civic Center
 1050 W. Morse Blvd.
 Winter Park, FL 32789



Subscribe to The RESOURCE
Investors Resource Center / Orlando
 @
<http://IRCFlorida.com>

FOLLOW IRC ON:

 www.Facebook.com/IRCFlorida
 www.Twitter.com/IRCFlorida



A Fresh Start

BY BILL HAM



Have you hit a wall with looking for deals? Are you having trouble finding deals that make financial sense or that will cash flow at all? Are you having trouble getting started with your multifamily investing business? Not sure where to get started? If this is the case, I can help you with a fresh start. If you are just beginning then this article will help you to avoid a lot of unnecessary frustration and to jumpstart your investing career.

What size deal should I start with? This is one question most people ask when they get started in multifamily investing. Let's take a close look at the answer.

To qualify for a commercial loan these days most lenders want to see that you and your partners have the net worth equal to or greater than the loan amount. So if you are looking at a \$1,000,000 dollar deal then you plus your partners must have a collective net worth of about \$1,000,000. Notice I said "collective" net worth. That means you can have \$0 net worth and use the value of your partners to cover it.

Next step is to decide what your net worth is plus the net worth of the people closest to you, ones in which you think will join you in a multifamily deal. This may be family, friends or close business partners. Once you decide what your collective net worth is, you have the first piece of a formula that will lead you to success.

Now you need to take that net worth number and decide how many units in your market that will buy. For example if I decide that my teams net worth is \$1,000,000 then I should be looking at multifamily deals that are selling for around \$1 million. Keep in mind that this buys a different amount of units depending on your market and asset class (A, B, C or D). In Georgia, where I am from, \$1 million buys a lot more C class units than it does in Miami or New York.

Now you need to do some research to see how many units your collective net worth equals in your market. This will give you a size of property that you should start with. The next step is to start calling brokers and agents and telling them to find you deals that match that size. You may be asking to see only 10 units or maybe its 100 units. Remember this will be decided by your total net worth and the general price of C/B class units in your area. You will be much more confident in asking the agents to show you these types of deals because you will be more confident that you have the ability to qualify for a loan and actually close on that size deal.

Now that you have a general size and price range for your first deal, we are going to use the 80/20 rule.

80% of the time you need to be looking at deals that you have the highest probability

of closing. These are the deals that match your collective net worth. 20% of the time you can look at the big deals or deals that have a less likely hood of you closing.

One of the biggest mistakes I see new students make is to spend too much time trying to take down a deal that is too big for them. They waste a lot of time and energy only to realize they can't close. This leads to frustration and sometimes an early burnout in the business. The idea with this formula is to keep you from wasting a lot of time in the beginning of your multifamily career looking at deals that you are not likely to close.

Decide on your collective net worth. Decide on what exactly it is you're trying to buy (apartments, self-storage, commercial etc.). Then decide how many units in your market that your net worth will buy. Start your marketing and calling agents to find that size deal. Do this with most of your time and you will find that you are off to a fresh start! ☀

Comment on this article online at <http://tampareia.com/?p=3943>



WHISKEY JOE'S
Bar & Grill
TAMPA BAY, FL
<http://www.whiskeyjoestampa.com>

Join us for
LATE NITE NETWORKING
at the
Meeting-After-the-Meeting

We meet at Whiskey Joe's Bar & Grill, located at 7720 West Courtney Campbell Causeway in Tampa, right after our Tampa REIA Main Meeting

Bill Ham
478-718-0993
Bill@PhoenixResGroup.com
www.GetCreativeCash.com
www.Linkedin.com/in/BillHam1



Bill Ham has been in real estate for 8 years and has created a portfolio of nearly 400 apartment units in Macon, GA using creative and seller financing.

Are You Wasting Time and Losing Thousands of Dollars? - *Part 1*

BY KIMBERLEE FRANK



Time is the most important part of our life that we can never get back. When I started as an Investor back in 1998, I worked a full time job as a legal secretary, was married with 2 children ages 2 and 6, a step-son age 20, and worked part time in my real estate career. Time Management was very important to me as I needed to be able to earn 1 year's salary before I was able to quit my job and work a full time real estate career. Just like most new investors, we attended numerous boot camps to sharpen our skills and take that leap of faith into the real estate arena. I chose this article about time management because I do a One Day Safari with my individual students by coming to their own home to evaluate how they are spending or wasting their time and how can I help them improve their production in addition to reviewing multiple other marketing and business systems to move them forward

As I write this article, I need you to "act as if" I am sitting in your home, evaluating your production and asking you, **ARE YOU WASTING TIME?** The most important part of your business is to make sure that you have a designated workplace separate from all of the noise and interruptions of your life. Well? I tried having my office

upstairs so I could keep track of my children when I quit full time...that didn't work. I had a private phone line and a business line set up at my home. When the business line would ring, I used to grab the phone no matter what time of the day it was. I was hungry for a deal! After trying this for a couple of months, I decided it didn't work because as soon as I would get on the telephone the kids would always want something and I literally would have to run into the basement or my bedroom and lock the door. However, the kids still followed, knocking on the door and wanting something! Even though I was working full time as an investor, I had to put my kids in day care and/or work around their schedule (i.e. naps, bedtime). I decided it was best that I would set up my office in the basement. I got tired of running to the office phone for deals, so I decided to work normal business hours 9 to 5 p.m. However, if you hunger for deals, you may want to answer the phone every time it rings, day or night.

So ... where is your office in your house? Do you have the following things to conduct a business: desk, file cabinet, printer, copier, scanner and dedicated fax? Before I would come out to my student's house, I would ask them to provide me with a time sheet of what 3

normal days looks like for them. They would need to fill in from 5 a.m. to 9:00 p.m. Many of the students didn't have this time sheet filled out, so I knew they were in trouble! If I don't know them well, I make sure they have a DISC test filled out for my review which tells me their strengths and weaknesses.

A book called "The Hamster Revolution" obtained over 20,000 surveys and interviews. Here are some key findings: 40% of the workday is now spent on email and email related activities. Right now I want you to look at your emails and see how many you have in your inbox. If you keep all your emails in your inbox just looking at your inbox every day is overwhelming. I would recommend that you set up files on the left side of your emails. For example, Gmail calls them Labels. Create a File Folder/Label that states Buyers leads, Sellers Leads, Bills/Invoices, Real Estate Events, etc. I love Outlook because I have 3 different email accounts that all run into my Outlook and I just create a file folder on the left so I can keep track of everything. For Example: If a "suspect" Seller Lead turns into a prospect, I would open a subfolder underneath the Seller Leads folder as follows: Sellers last name, first name, full address. This allows me to put all emails relating to that



Keep up to date with our latest opportunities by joining us on Facebook at www.Facebook.com/TampaREIA

◀ particular seller in that file. In addition, I take this same concept and I create a file folder on my desktop which states Seller Leads, then a sub folder with Smith, Mary, 123 Main Street, Winter Springs, FL 32708. Inside this folder I put all the paperwork that I have sent to or received from the Seller. I also create a PICS sub-folder under Smith and all pictures of the house go in this folder. Pictures are taken as follows: I take a picture of the address first, then the front of the house, I go into the house and take pictures in a clockwise direction, then I go outside of the house and take a picture of both sides of the house and the back of the house. When I load the pics into this folder, I would immediately rename each picture, as I want to be sure I remember each room.

Now during my picture taking, since I work on short sales or even if I am going to flip the house, I am going to take close-up ugly pictures and note them on the Repair Bid Sheet which I provide to you as a student. Those pics are later used to help create a Repair Bid. I also create a sub-folder underneath the Smith file named BPO Packet. Inside

this file is where I save the repair bid that I did during my walkthru along with a Synopsis of the house. The ugly pics are incorporated in the repair bid so that the BPO Agent/Appraiser can see which pictures they need to take for their BPO/Appraisal when they come out to the house to obtain value. Last but not least, I create under the Smith folder another sub-folder and it is named "Sale." This is the most important part of your business and this is where you would put your purchase agreement for when you are selling the property to another person, the approval letter from the banks, homeowners association discounts and other lien discounts that you obtained and title work.

Next month I will continue with more time wasters and start with emails.

Happy Negotiating!

Kimberlee Frank ☀

Comment on this article online at <http://tampareia.com/?p=3954>

Share this article!   



Voice Nation

30 MINUTES
LIVE ANSWERING SERVICE
 + Voicemail
 + Virtual Faxing
 + 24-7 Live Operators
 + Online Management

Only **\$30**
 per month

877-774-1717

Be sure to ask for the Tampa REIA discount.

Or visit us on the web at
QualityAnsweringService.com/ TampaREIA

Super Smart Domains

Domain Names for just **\$1.99***
<http://SuperSmartDomains.com>

- Domain Names
- Web & Wordpress Hosting
- Email & Exchange Accounts
- SSL Certificates
- Marketing Tools
- and much more!

**Certain terms and conditions do apply. See website for details.*



Kimberlee Frank
 407-888-3255
 Kimberlee@ForeclosuresGoneWild.com

-  www.SellFastRealty.com
-  www.ForeclosuresGoneWild.com
-  www.RealEstateJunkie.com
-  www.ShortSaleNegotiating.com
-  www.facebook.com/foreclosuresgonewild
-  www.facebook.com/sellfastrealty



Kimberlee Frank is a Master Negotiator who has closed over 600 deals since 1998. She is a Mentor, Trainer, Author and Real Estate Broker teaching Investors and Realtors how to creatively purchase and sell short sales with her Step-by-Step System. She has helped Investors and Realtors earn hundreds of thousands of dollars.

QUICK FLIP FOR FAST CASH

Be A Pro

BY MATT LARSEN



I know when folks are getting started in real estate investing it's easy to treat it like it's a hobby. And it might be for some – especially if you have another career and investing is a side business. But with Wholesaling, you need to treat it like a job and a business, because it is.

Buying rental real estate is a great way to earn passive income and we should all strive to earn as much passive income as possible in our lives. But there is nothing passive about Wholesaling. It's work and that work needs to be taken seriously. That's why you need to be a "Pro" when it comes to your Wholesaling business, or else it probably won't work out for you.

A "Pro" or Professional does the work and takes it seriously. And more than likely a "Pro" is consumed by striving to be successful. To use a football analogy, think about Tom Brady and Peyton Manning, those guys are "Pros". They are consumed by winning and being the best. They wake up and eat, drink, and sleep football. They game plan meticulously with their coaches and teammates. They watch game film. They practice their plays, over and over and over. They are focused on learning and getting better. They are role models and leaders for their teammates because they are usually the hardest working guys on the team. They put in the time it takes

to be a "Pro". Would you agree? Hopefully you know who Tom Brady and Peyton Manning are ☺.

So to turn the analogy back around to a Wholesaling business, we know we better step it up if we are going to be "Pros". We need to get up earlier and work later if we have to. We have to consistently be putting out our marketing – which is the lifeblood of our business. More marketing = more deals! Whether it's letters, postcards, bandit signs, door hangers, internet marketing – we are focused on getting that marketing out every week. We always need to be networking and building our buyers lists. Get in front of as many people you can and let them know what you do and what you are looking for, and how you can help them as well. We need to be meeting with sellers and buyers regularly. We need to be out looking at properties and finding and analyzing deals.

Be sure you are motivated enough to commit to being a "Pro" by having your "end" in mind (see last month's article). Write down your goals and aspirations and then work the plan to get there. Your goals and aspirations should motivate you to get out of bed every day and want to kick some butt in real estate. In Wholesaling you really need to have a big "Why" because it's not easy in the beginning. You will need to fight thru the early bumps and "learn-

ing on the job" and stay consistent with your marketing and networking. If you commit to being a "Pro" in Wholesaling and stick with it, you will find success. So commit to it now if Wholesaling is what you want to do. There is no 'just dabbling' in Wholesaling if you want it to work out. Nobody wants to be a Wholesaler their whole lives – so kick butt now, make a bunch of money, then put that money to good use. Buy real estate ideally – anything to produce passive income. Good luck and let us know how we can help! ☀

Comment on this article online at <http://tampareia.com/?p=3960>



Matt Larsen

813-838-0171

MattCLarsen01@Gmail.com

www.HowToWholesaling.com



Matt Larsen started buying and selling real estate in October 2012. In the last few months, he and his wife Courtney have done over 25 wholesale deals with no prior real estate investing experience, very little cash and none of their own credit. Now they are both full time real estate investors, work on their own schedule and report only to each other.

Beach REIA

Meets 3rd Thursday Each Month at 6PM
at Gators Cafe & Saloon located at
12754 Kingfish Dr, Treasure Island, FL

BeachREIA.TampaREIA.com



How to Avoid Getting Ripped Off When Buying Turn-Key Real Estate

BY JIM HITT



Make money while you sleep...

There's nothing sweeter than making money while you sleep by owning free and clear residential real estate. Think about it, you spend a third of your life sleeping, imagine how much more income you can make if you have passive Cash flow

Sounds great doesn't it solution...

"Making money while you sleep", "massive passive income", "owning free and clear residential real estate"...it all sounds great, still we have all heard the stories of people that lost their shirts trying to make this a reality. You can avoid getting ripped off by asking 12 critical questions. The key to making successful turn-key investments is knowing the questions you need to ask.

Question #1: Do the principals actually invest their own money in cash flow real estate?

Would you buy a Mercedes from a guy who drives a Chevy? Ask them what they invest their money in. It's quite common in the real estate teaching world to find guru's that make their money from teaching and not by following their own teachings.

I don't know about you, but I want to invest with someone who demonstrates the belief in their offering by actually putting their own money into it too. If not, shouldn't you ask them why not?

Question #2: Does the company make the majority of their profit on the initial transaction?

Upon selling you the house, will they

immediately collect most, if not all, of their profits?

It is critically important that you investigate and understand this before you invest. This one question exposes the biggest flaw in virtually every turn-key real estate operation in the country.

Why is this potentially a bad deal for you? Simple, the promoter who sells you the property doesn't have any skin in the game. They've made their money and you're on your own. They have little or no incentive to see that your investment is successful in the long-term.

Just think about anything you buy. Do you ever see the salesperson after the sale? Not usually, do you?

Think of all the cars you've ever bought. You never see the salesperson after the sale, do you? But when you go into partnership with someone, then you see them forever till the partnership is done, right?

So, ask the promoter if they make the majority of their profit on the initial transaction. If they say "yes", just realize you're talking to a salesperson and it's safe to assume once the sale is done, the salesperson's gone, agreed?

I insist on having a partner with an ownership mentality who's watching out for both of our best interests all along the way. My partner gets paid when I get paid. Doesn't that make so much more sense than trying to go it alone

The other 10 critical questions...

There are 10 more critical questions you need to ask to ensure you don't get ripped off. We will be hosting a free webinar in April that will go over all 12 critical questions. We are finalizing the date and event time now and will be announcing it on our events page soon. Please watch the webinar section of our website for details about this free webinar: www.AmericanIRA.com/Events.

Comment on this article online at <http://tampareia.com/?p=3947>



Jim Hitt

800-750-0472

JimHitt@AmericanIRA.com

www.AmericanIRA.com

[www.Facebook.com/AmericanIRA](https://www.facebook.com/AmericanIRA)

[www.Twitter.com/IRAExpert](https://www.twitter.com/IRAExpert)



Jim Hitt is the Chief Executive Officer of American IRA, LLC and has been committed to all aspects of investing for more than 30 years, using selfdirected IRAs for his own investments since 1982. Jim's forte is the financing and acquisition of real estate, private offerings, mortgage lending, businesses, joint ventures, partnerships and limited liability companies using creative techniques.



Join us on Meetup and RSVP for the meetings you will be attending
www.MeetUp.com/TampaREIA



Finding All The Cash You Need To Fund Deals Without Going To The Bank - *Part 1*

BY KATHY KENNEBROOK, THE MARKETING MAGIC LADY



I believe that one of the greatest challenges to any real estate investor is raising the money or finding creative ways to fund deals. Going to the bank for money can be a long and arduous task, and while you are waiting weeks for approval, another investor with ready funds just bought your deal. Plus, the bank is going to insist that you fund the deal in your own name which can be damaging to your credit. In fact, taking properties in your own name can be outright dangerous. In addition, in our current market, it's nearly impossible to get funding from banks to purchase great deals. And if you already have more than three loans in your name, you won't get the money at all. So, where do you get the money or what creative ways can you use to fund your deals?

I have several great ways for you to find money to fund deals and end up with all the money you will ever need. The fastest and easiest way to locate funds is to find hard money lenders. This is the easiest type of lender to find, especially if you are just starting out in the real estate investing business. So what is a hard money lender and where do we find them?

A hard money lender is a person who will not require a credit check or long drawn out approvals like a bank would. What they will require is that you pay them an interest rate of usually 12-18%. They may also charge points on the front of the deal, usually between 3 and 5 points. These fees are sometimes negotiable and will vary depending on what part of the coun-

try you live in. They will also probably charge a pre-payment penalty if you pay the loan off early.

A hard money lender will require that the loan be no more than 65-70% of the after repair value of the property. If there is enough room in the deal, they will also let you fund the repairs from the amount you are borrowing. Their interest is guaranteed by a first mortgage against the property and the insurance you carry on the property.

I believe that using hard money lenders in your business is an easy way to get the money you need quickly, especially if you are just starting out in the business. Using a hard money lender comes in handy when you are going to buy, rehab, and retail a property. Even though using a hard money lender is expensive, if there is enough profit in the deal for you, it is well worth the investment. Remember, it's the availability of money that is important, not the cost of money, especially when there is a big profit check in it for you. You can use hard money lenders until you build relationships with the private lenders you will use in your business.

One of the questions I most often hear is "So how do you find these hard money lenders?" There are several ways to accomplish this. One way to find them is to simply check with your local real estate club. There are usually hard money lenders there waiting to loan you money for your deals. You can also run an ad in the real estate section of your local newspaper. You can talk to

people you meet at real estate events or seminars you are attending. These are all good ways to find hard money lenders to fund your deals. Your Realtor may also be able to help you find sources for hard money. In addition many times you can find hard money lenders through local mortgage brokers. Mortgage brokers usually have some hard money lenders available when they can't get deals funded any other way so they are a good resource for you to use to locate funds you need for your deals.

For more information on finding all the funding you need for your deals read part two next month. ☀

Comment on this article online at <http://tampareia.com/?p=3952>



Kathy Kennebrook

941-792-5390

KPaddler@ATT.net

www.MarketingMagicLady.com

[www.Facebook.com/Kathy.Kennebrook](https://www.facebook.com/Kathy.Kennebrook)



Kathy Kennebrook is a speaker, author and has been actively investing in real estate since 1999, Kathy currently resides in Bradenton, FL and is known as the Marketing Magic Lady because she is the country's leading real estate marketing expert on finding motivated sellers using direct mail.



How to Add Value to a House

BY MARK JACKSON

As if there isn't enough to do, real estate investor, contractor, business owner, host to my video blog and busy husband, father and grandfather, I'm adding new books to my list of activities.

Finding the time to write has been challenging with a wife in graduate school, five children and two grandchildren to keep up with. I figure my next full book will take me a good year to write.

For those of you already connected to **REIAComps**, the control and feeling of confidence you have over your deals is priceless. Using **REIAComps** to investigate the value of houses as they come to market, against other less reliable sources is a no brainer.

But back to the book, the title I am thinking of is something like "How to Add Value to a House, which will represent responses to repeated questions I've had over the years and is more of a "what to and why to" rather than a "how to".

It will talk about the specific renovations you should target; it talks about why some areas of a house are valued more than other areas. It will actually be about how to maximize the potential of any house you are renovating.

Aimed at everyone from homeowners who want to renovate to those who want

to sell and anyone thinking about buying a house and fixing it up, the book will be full of practical advice, some do-it-yourself instruction and tips I haven't touted elsewhere.

It's a natural extension of my core business InvestorCompsOnline, which is now in its ninth year and takes users through the process of identifying a solid acquisition value for income property and maximizing its potential after repair value through smart valuation to create real estate which makes money for its owners. You can practically do the same using **REIAComps** and access to its Online Valuation Support Desk. The Ticket System, Knowledgebase, On-Demand Training and helpful Paperwork are tools and resources you won't find with any free comp tool.

It's a process which has been perfected over more than a decade and a half creating my own real estate portfolio. Through the years I've kept pretty careful records of everything I've done; making notes and tucking away tips I've discovered and tested. I actually have so many ideas left over there will be another book in the works if this one does well.

Why write a book now?

I think you gotta make good while the water is flowing. Literally of seizing the opportunity to get my voice out while

people are listening, help as many people as I can while my talent and ability are helpful to others.

Take these musings in real estate valuation and turn some extra profit. Of course, use **REIAComps** to determine the best acquisition and ARV for every deal you look at. Don't for one moment let someone tell you the value of a deal. Let **REIAComps** show you for yourself. ☀

Comment on this article online at <http://tampareia.com/?p=3958>



Mark Jackson
 678-318-1773 Ext 5
 MJ@MarkJackson.me
 www.REIAComps.com



Mark Jackson is an appraiser, real estate investor and property valuation specialist who teaches others to get more out of their real estate investing business. In 1999, Mark founded an appraisal company and soon found his true gift was analyzing property values for real estate investors. Since 2000, has closed millions of dollars' worth of his own domestic and international real estate transactions. Mark's passions are: faith, family, golf and real estate.

Creative Real Estate Exchangers

Every Thursday (Except Major Holidays) • 9:00am - 11:00am

Denny's Restaurant, 4999 34th St N, Saint Petersburg, FL

<http://cree.tampareia.com>



CREATIVE FINANCING IS KING

Important Information About Houses You May Want to AVOID! Houses That Will Be Hard to Sell or Rent

BY LARRY HARBOLT



This month I decided to share with you my thoughts about some types of property you may want to avoid if you plan to maximize your profits from the deals you do. I have personally bought several of the houses I now recommend you think about not buying. I believe buying any of the following properties will definitely give you a financial seminar you really don't want to take for numerous reasons.

I have taken a few of those financial seminars and I can tell you that you don't want nor need to go there and make the same mistakes I have made. For those just getting started in the business these examples are a must for you to know so you don't buy houses that will be extremely hard to sell or rent.

This is a two part article for April and May.

Houses in Area's with Many "FOR RENT" signs.

Any house located in an area with many For Rent signs leaves little hope of selling to a family who wants to live in that area and can qualify for a loan. Too many renters in any neighborhood will

many times run out the families with small children who can qualify for a loan that want to buy.

Houses in Area's with Many "FOR SALE" signs.

Too many FOR SALE signs usually indicate a problem in that neighborhood. Always be sure to find out why there are so many properties for sale before you make an offer to buy one of them. There has to be a reason, find out what the problem is.

Houses with a Flat-Roof.

A house with a flat roof is not very attractive and will have more roof leaking problems. Few people want houses with flat roofs for this very reason.

Houses With No Curb Appeal.

Ugly houses when looking from the street usually will not make buyers proud to show their extended families and friends their home. People want to be proud of their home and a house with no curb appeal will always be harder to rent or sell to families who can qualify for a loan.

Houses With Steep Driveways.

Steep driveways in different areas of the country where heavy snow or icing is normal, many buyers won't want a house with a steep driveway and this type of house will be hard to sell or rent. Many of these older houses with steep driveways only have room for one car at the top of the driveway and most families have two cars; their other car will need to be parked in the street. This is not a desirable type of house to buy or rent because of this.

Houses On or Near Swampy Ground.

Damp swampy ground has too many issues to be very desirable. Most parents won't like their children playing in standing water or in constant wet grass all of the time. Wet yards attract snakes, mosquitoes, allergies and will provide a perfect place for mold to grow and thrive. Believe me you don't want one of these houses because they will be impossible to sell or rent.

◀ **Houses With VERY Small Front Yards Too Close to the Street.**

Small front yards I have found are not popular with the majority of home buyers or long-term renters. Most people like a front yard where they can have some nice landscaping and get as far away as possible from the traffic noise.

Houses On Busy Streets.

Most families with children fear their children will dash out into the street and get hit by a fast moving car. They also don't want difficulty backing into traffic and it will always be TOO NOISY for most buyers or renters. These properties are harder to sell or rent.

Houses In or Near a War-Zone.

Families that can qualify for a loan usually prefer NOT living close to areas where there is gang activity, drugs being sold on every corner, and undesirable people found everywhere.

Houses Near an Industrial Area Close to Factories.

This is NOT an area where most families want to live. Noise, Smoke and Fumes and heavy Semi-truck traffic is common. These areas are not beautiful areas to live.

Houses Near an Airport or a Busy Highway.

Airports and busy highways are always VERY noisy. This is a turn off for most people who want to live in a quiet, peaceful area.

Next month I will show you more houses you will want to avoid.

Happy Investing

Larry ☀

Comment on this article online at <http://tampareia.com/?p=3956>



Larry Harbolt
727-420-4810
LarryHarbolt@Gmail.com
www.LarryHarbolt.com
www.Facebook.com/Larry.Harbolt.7
www.Twitter.com/LarryHarbolt



Larry Harbolt is the nation's leading creative Seller Financing expert as well as a popular national real estate speaker and teacher whose time-tested strategies and nuts and bolts teaching style has helped thousands of aspiring real estate entrepreneurs realize their financial dreams with little or no money and without the need for credit. Larry has been successful creatively buying and selling real estate for over 30 years and has written numerous popular articles and real estate courses. Larry also has been running a meetup group in St Petersburg, FL for real estate investors for over 13 years.

Join us at the
SARASOTA REIA WEEKLY MEETING
Every Wednesday at Noon
at the Oriental Buffet
4458 Bee Ridge Rd, Sarasota, FL
SARASOTAREIA.COM

Tampa REIA
Member Benefits

- TampaREIA.com Website, Blog and Member Only Area
- Affordable, High Quality Educational Workshops & Seminars
- Fun, Frequent Networking Opportunities
- Weekly Special Interest Groups Meet Around Town
- Lunch & Learn Subgroup Meetings
- Wine & Dine Subgroup Dinner Meetings
- Tampa REIA Main Monthly Meeting & Vendor Tradeshow
- Learn From Home on Our Monthly Webcast Series
- Members Can Watch Webcast Replays 24/7/365 on TampaREIA.com
- Tampa REIA Subchapter Meetings
- Community Outreach Programs
- Haves & Wants Speed Marketing Session and Weekly Meeting
- Monthly Tampa REIA "The Profit" Interactive eNewsletter
- Weekly Tampa REIA Email Announcements, Articles & News
- Volunteer Opportunities
- Member Discounts on Workshops
- Member Discounts from Local & National Vendors
- And much, much more!

Tampa REIA
Member Discounts

- **Lowe's** – Save up to 7% to22%
- **Sherwin Williams Paint** – Save 30% to 40%
- **Sherwin William Flooring** – Save on Carpet, Vinyl, Delivery and Installation
- **Sears Commercial** – Save 4%-15% on all Appliances
- **Nu-Set** – Save on Locksets, door hardware, security & lock boxes
- **Build-A-Sign** – Save 15% on Signs, Banners, and Magnetics and other products and get Free Delivery on all orders
- *And much, much more!*

Join Tampa REIA Today!
<http://TampaREIA.com/Membership>
 Become a Member of Tampa REIA for as little as \$100/year. Businesses can join for as little as \$150/year. See our Membership Application in this issue of The Profit or visit...
<http://TampaREIA.com/Membership>



So You Proved The Bank Lied About Your Loan. Now What?

BY BOB MASSEY



Say you are fighting a foreclosure on a securitized loan that you took out during the housing boom. Using a fraud investigator you were able to prove that the foreclosing entity forged your signature on the note. You rest your case and wait for the judge to come back with a ruling in your favor. Ten minutes later the judge rules that the foreclosure can continue as scheduled. This is surely a miscarriage of justice, right?

Not so fast. The judge made the right call, and you need a better attorney.

Here's an example. Let's say a friend lends you \$1,000 and you agree to pay him back in installments. After a few months of making payments on time, you default on the loan and your friend sues you. In court your friend produces a promissory note that lays out the terms of the loan with your signature. You acknowledge that you were lent the money by your friend and then defaulted on the loan, but you have never seen this promissory note before. Furthermore, you have evidence that your signature on the note was a forgery. Under the rules of evidence, your proof of forgery should be tossed out. The reason is simple. You have already admitted to owing your friend the \$1,000 and that you defaulted on the debt.

A note is merely documentation of the debt. If you have already acknowledged

that you owed the money and then defaulted on the terms, the note itself, whether forged or legitimate, is irrelevant.

Without the note, all the court is left with is your acknowledgement of the debt and your default. The path to victory against the banks lies not in merely proving they forged a few documents here and there, but in proving that the bank has never had any claim to the debt in the first place.

The court is going to assume that the bank wouldn't be there without a reason, so you must attack the debt itself. In our earlier example, what would happen if your friend sued you for defaulting on the loan and produces a promissory note with your forged signature, but you deny the debt or default ever existed? The burden of proof would fall onto your friend to prove that he actually gave you \$1,000.

But how can you legitimately claim to not know who funded your loan when you signed the note yourself? Simple. Over 95% of all loans originated during the housing boom were what are known as "table funded" loans. This means the loan was closed in the originators name regardless of whether or not they actually funded the loan. This means that in 95% of these mortgages, the borrower has no idea who actually lent them the money. Now it is up to the foreclosing entity to prove that they have the power to collect on the debt.

Once you've established a broken or tainted chain of title, THEN you can nail the bank with the forgery as an example of their malfeasance.

If you know of anyone with a defaulted note, you need to get in contact with my office immediately at (706)-485-0162. I have spent the last two years building up a team of experienced attorneys and fraud examiners/forensic auditors who specialize in exposing exactly this sort of fraud and negotiating the sale of notes.

We have a huge opportunity to help homeowners and do some great deals with multiple exit strategies by exposing this unbelievable and blatant fraud. We finally have the leverage we need to get the banks negotiating on our terms. It doesn't matter if the homeowner has already been foreclosed on, we might be able to help. ☀

Comment on this article online at <http://tampareia.com/?p=3966>



Bob Massey

706-485-0162

info@REWealthCoach.com

www.REWealthCoach.com

www.Facebook.com/BobMasseyOfficial



Bob Massey is a recovering corporate executive who is now living the dream running his own successful real estate investing business and teaching others how to do the same. In the process he has become the nation's leading educator on the foreclosure investing process.



Keep up to date with our latest videos by subscribing to our YouTube Channel

www.YouTube.com/TampaREIA

Real Estate

Experience the freedom to invest in all types of real estate with your IRA. That's correct; there are no limits to the types of real estate your IRA can purchase!

OPEN AN ACCOUNT!

▶ **QUESTIONS? VISIT OUR KNOWLEDGE CENTER**



**GET YOUR
FREE
IRA E-BOOK**
— and —
**12 PART VIDEO
SERIES**

GET STARTED!

ALWAYS SECURE. NO SPAM



Why
American IRA



Real Estate



Private Lending



Private Entities



Tax Liens



Other Options



AMERICAN IRA

Self-Directed IRAs and 401Ks

Why American IRA?

- ★ We offer a low set annual fee of \$285 per year!
Unlimited assets!
Unlimited account values!
- ★ **Option for unlimited buy and sell transactions.**
- ★ **40 years** investing experience.
- ★ Unparalleled Educational Material.
- ★ We work with your professionals.
- ★ Tired of that electronic phone monster?
Call our office and talk to a real person today!
- ★ Certified IRA Specialists.
- ★ 48 hour funding with a completed package.
- ★ Personalized customer service—at American IRA, you are treated as an individual not just a number.

Retirement Investment Options

- ✓ **Real Estate**
 - Raw Land
 - Condos/Townhomes
 - Single Family Homes
 - Commercial Buildings
- ✓ **Private Lending**
 - Trust Deeds/Mortgage Notes
 - Unsecured Notes
- ✓ **Tax Liens/Deeds**
- ✓ **LLC's**
- ✓ **Privately Held Companies**
- ✓ **Precious Metals**
- ✓ **And more...**

1-866-7500-IRA (472) • www.AmericanIRA.com

THERE'S AN APP FOR THAT

Hungry? There's an App for That!

BY DON DEROSA



"Never order food in excess of your body weight." ~ Erma Bombeck

Gosh, I'm hungry. Hey, I'm all for working hard, but there's a limit. Ever hear of an acronym called "H.A.L.T."? Don't get too Hungry, Angry, Lonely, or Tired. Well, I'm hungry! So this month, I'm taking a little dinner break.

Picture this: You're knee-deep in grout and dust from working on a bathroom rehab. You've been at it all day, and now you're rushing to pick up your Aunt Mavis at the airport. The only thing she's had to eat in eight hours is one of those tiny bags of Real Georgia Peanuts they give you on the plane. And you sure don't have the time or energy to cook. What to do?

Well, in the old days, you'd pick up Aunt Mavis, drive home through rush-hour traffic, thumb through a thick printed phone book for a pizza place that delivers, call in your order, and a pizza guy would magically appear at your door – in about 45 minutes. By now, it would be several hours since poor Aunt Mavis enjoyed her peanut "lunch," and she might be too weak to eat.

Thank goodness for 21st century technology! While Aunt Mavis is waiting for her luggage, you whip out your iPhone, log into your favorite restaurant app, and in just a few clicks, you've ordered dinner. You pick it up on the way home, serve it immediately, and spend the rest of the evening catching up on Uncle Eddie's medical conditions.

If mobile technology is all about making life easier, it doesn't get much easier than ordering food online from your favorite quick-serve diner. I order food on my iPhone pretty regularly, and not just for my family, either. Got a hard-working crew that needs a breather? Have pizza delivered. Trying to lure REIA members to a business meeting? Try Chinese food. You get the idea.

I have a few favorites for ordering online, including Chipotle, Domino's, Pizza Hut, Moe's, and Jimmy John's. These places have free downloads, and allow you to register for free membership. Once you're a member, you can input your address, your payment information, and your favorite menu items. Then you can order with just a couple clicks. Very, very handy. These apps will even find the nearest location when you're in unfamiliar territory. And better yet, members get great coupons and even the occasional freebie. With my little stable of restaurant apps, I'm never without a place to eat, and I'm rarely out of range of a place that delivers.

This article wouldn't be complete without a mention of Zifty, which we have in Atlanta. This company takes food delivery to new heights. Through Zifty, you can order from a great selection of high-end restaurants, and

if you ask for it, the driver will bring you a magazine and some paper towels, too. Sweet!

Ordering food on a mobile device isn't just convenient, though. It's good business, too. Why? Because your time is worth money: If you're cooking, you're not marketing.

Next month, we'll get back to business. Tonight, though, I've got two dozen wings with my name on it, and they'll be here in fifteen minutes. Want to join me? Come on over, and bring your appetite. ☀

Comment on this article online at <http://tampareia.com/?p=3945>

Share this article!   

Don DeRosa
info@DonDeRosa.com
 www.MobileRealEstateRockstar.com/Atlanta-REIA
 www.Facebook.com/Don.DeRosa
 www.Twitter.com/DonDeRosa



Don DeRosa was recognized as one of the nation's top 21 real estate investors in the New York Times bestseller *The Millionaire Real Estate Investor*. Don, who is a full-time investor, trainer, and mentor, is the first to offer his complete investing system on a mobile platform. Don teaches investors how to Make More and Work Less by being more efficient, productive and competitive, leveraging mobile technology and apps on the iPad, iPhone, Android and other mobile devices.

Tampa Area Meetings

<http://TampaREIA.com/Meetings>

Tampa REIA Main Meeting

2nd Thursday of Each Month

6:00pm – 9:00pm
 DoubleTree Tampa Bay
 3050 N. Rocky Point Dr. West
 Tampa, FL 33607
 Leader: Dustin Griffin
 P: 813-358-8050
 E: admin@tampareia.com
<http://main.tampareia.com>

Every Monday (Except Major Holidays)

Larry Harbolt's Weekly REI Meetup
7:00pm – 9:00pm
 Hibachi Buffet
 7610 49th St N, Pinellas Park, FL
 Leader: Larry Harbolt
 P: 727-420-4810
 E: larryharbolt@gmail.com
<http://larrysmeeup.tampareia.com>

Every Wednesday (Except Major Holidays)

Sarasota REIA Weekly Meeting
12:00pm – 1:30pm
 Oriental Buffet
 4458 Bee Ridge Rd, Sarasota, FL
 Leader: Jim Willig
 P: 941-927-0040
 E: jamwillig@gmail.com
<http://sarasotareia.com>

**Every Thursday
(Except Major Holidays)**
Creative Real Estate Exchangers Meeting
9:00am - 11:00am
 Denny's Restaurant
 4999 34th St N, Saint Petersburg, FL
 Leader: Wayne Arnold
 E: wecreatedeals@gmail.com
 Co-Leader: Jonathan Henrich
 E: pinellaswholesale@gmail.com
<http://cree.tampareia.com>

1st Tuesday of the Month
Suncoast REIA
6:00pm - 9:00pm
 Ramada Tampa Westshore Inn
 1200 North Westshore Blvd, Tampa, FL 33607
 Leader: Dave Marek
 P: 813-287-1515
 E: admin@sreia.com
<http://sreia.com>

1st Tuesday of the Month
Florida Gulf Coast REIA
5:30pm - 9:00pm
 Bonita Springs Elk Lodge
 3231 Coconut Road, Bonita Springs, FL 34134
 Leader: Jon Iannotti
 P: 724-283-5021
 E: jon@fgcreia.com
<http://fgcreia.com>

1st Thursday of the Month
Sarasota REIA Monthly Meeting
7:00pm – 9:00pm
 Bank of America
 1237 Old Stickney Point Rd. Sarasota, FL
 Leader: Jim Willig
 P: 941-927-0040
 E: jamwillig@gmail.com
<http://sarasotareia.com>

3rd Thursday of Each Month
Beach REIA
6:00pm - 9:00pm
 Gators Cafe & Saloon
 12754 Kingfish Dr, Treasure Island, FL
 Leaders: Matt & Courtney Larsen
 P: 813-838-0171
 E: mattclarsen01@gmail.com
<http://beachreia.tampareia.com>

3rd Thursday of Each Month
IRC Main Meeting
6:00pm – 9:00pm
 Winter Park Civic Center
 1050 W. Morse Blvd, Winter Park, FL
 Leader: Chuck Burt
 P: 407-645-3540
 E: chuck@ircflorida.com
<http://ircflorida.com/>

Last Thursday of Each Month
North Port Investors Meeting
11:30am – 1:30pm
 Family Table Restaurant
 14132 Tamiami Trail, North Port, FL
 Leader: Willis Miller
 P: 941-378-3780

PLEASE NOTE: This schedule is subject to change.

Visit <http://TampaREIA.com/Calendar> for the most current schedule.

If you have a Tampa area real estate investor meeting you would like to see listed here, contact Tampa REIA at 813-358-8050 or admin@tampareia.com.








Keep up to date with our latest opportunities by joining us on Twitter

www.Twitter.com/TampaREIA

PLEASE NOTE: This schedule is subject to change. Visit <http://TampaREIA.com/Calendar> for the most current schedule.

TAMPA REIA CALENDAR OF EVENTS

APRIL 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		<p>1 Florida Gulf Coast REIA (Bonita Springs) 5:30pm - 9:00pm</p> 	<p>2 Sarasota REIA Weekly Meeting (Sarasota) 12:00pm - 1:30pm</p>	<p>3 Sarasota REIA Monthly Meeting (Sarasota) 7:00pm - 9:00pm</p> <p>Creative Real Estate Exchangers Meeting (St Pete) 9:00am - 11:00am</p>	4	5
6	<p>7 Larry Harbolt's Weekly REI Meetup (Pinellas Park) 7:00pm - 9:00pm</p>	<p>8 Suncoast REIA (Tampa) 6:00pm - 9:00pm</p>	<p>9 Sarasota REIA Weekly Meeting (Sarasota) 12:00pm - 1:30pm</p>	<p>10 Creative Real Estate Exchangers Meeting (St Pete) 9:00am - 11:00am TAMPA REIA MAIN MEETING WITH ROBYN 6:00pm - 9:00pm</p> <p>Late Nite Networking at Whiskey Joe's 9:30pm - Late</p> 	11	<p>12 A FULL DAY REHAB WORKSHOP WITH ROBYN THOMPSON Tampa, FL 9:00am - 5:00pm</p> 
13	<p>14 Larry Harbolt's Weekly REI Meetup (Pinellas Park) 7:00pm - 9:00pm</p> 	15	<p>16 Sarasota REIA Weekly Meeting (Sarasota) 12:00pm - 1:30pm</p>	<p>17 Creative Real Estate Exchangers Meeting (St Pete) 9:00am - 11:00am</p> <p>IRC Main Meeting (Winter Park /Orlando) 6:00pm - 9:00pm</p> <p>BEACH REIA (St. Pete) 6:00pm - 9:00pm</p>	18	19
20	<p>21 Larry Harbolt's Weekly REI Meetup (Pinellas Park) 7:00pm - 9:00pm</p> <p><i>Happy Easter</i></p>	22	<p>23 Sarasota REIA Weekly Meeting (Sarasota) 12:00pm - 1:30pm</p>	<p>24 Creative Real Estate Exchangers Meeting (St Pete) 9:00am - 11:00am</p> 	25	26
27	<p>28 Larry Harbolt's Weekly REI Meetup (Pinellas Park) 7:00pm - 9:00pm</p>	29	<p>30 Sarasota REIA Weekly Meeting (Sarasota) 12:00pm - 1:30pm</p>	<p style="text-align: center;">UPCOMING EVENTS</p> <ul style="list-style-type: none"> ★ MAY 8 - TAMPA REIA MEETING WITH JOHN SCHAUB ★ MAY 17 & 18 - PETER FORTUNATO & JOHN SCHAUB'S BOOMS, BUSTS AND BEYOND WORKSHOP ★ JUNE 12 - TAMPA REIA WITH JIMMY NAPIER ★ JUN 14 & 15 - JIMMY NAPIER'S NEGOTIATIONS WORKSHOP 		