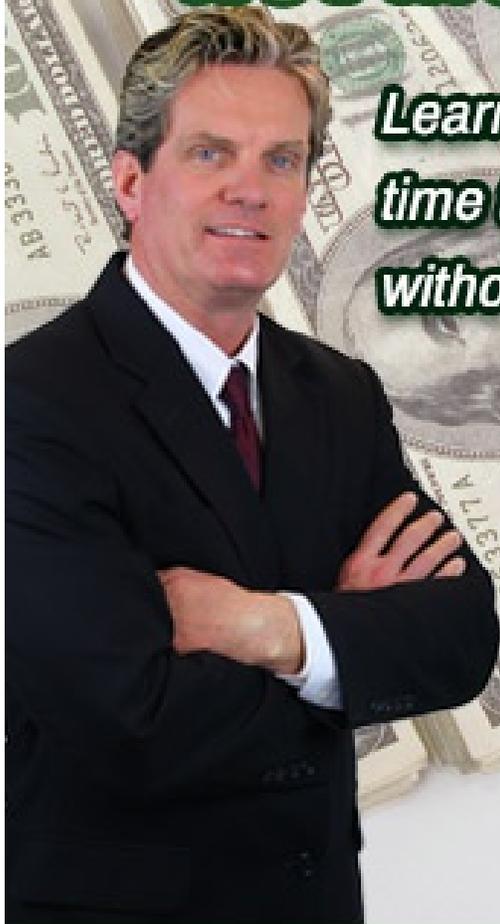


Free Report

**Investor Agent
Make More Money
Not More Work**

*Learn how to leverage your
time to make more money
without much more work!*



NEW!

Written by Gary Wilson

If You're an Investor who is, or is considering becoming, a Real Estate Agent, or You're an Agent who is, or is Considering Becoming an Investor, Learn How to Leverage Your Time to Make Much More Money Without Much More Work. Follow Along As I Show You How!
Written by Gary Wilson 2014

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NOTE: Gary Wilson is not an attorney.

Readers please repeat after me: "I

know Gary Wilson is not an attorney. I

am reading this book of my own free

will and promise to make sure

everything I do after reading this book,

relative to real estate, will be in compliance with federal, state and local laws”.

Preface

When I first began investing I became agitated at the Real estate Agency profession. The agents themselves were, for the most part, decent people. Just like in any walk of life there are good ones and there are bad ones and there are a lot in

between. The problem was that they are all trained by their brokerage companies with material that is at least 95% focused on the owner occupant, not the investor. Real Estate Agents are inherently driven to succeed and are sincere in their desire to help you and I. The challenge was that although they wanted to help me they didn't know how to. My neighbor was one of my first agents. I would explain to her what I needed in the way of properties and

invariably she would call with properties that would not work as investments. For example, when Flipping for Profit (Read Flipping For Profit Without The Risk, visit MyInvestmentServices.com for your copy), one of the key metrics in investing is that the investor has to purchase a property for at least 30% below market value for the neighborhood in order to make money. That is bare minimum without any remodeling. The last straw for me when deciding to get

me Real Estate license was the call I got with an urgent message about a house that was for sale for \$95K and it worth \$100K.

Realtors who don't invest themselves don't understand the rules of engagement for investors. For the most part they do understand the rules of engagement for owner occupants. I was in the business of investing not educating Real Estate Agents how to work with investors. As my business evolved I decided to share what I know with

investors who want to become agents and vice versa. Want to learn more? Great. Let's get started.

Introduction

I believe that investing in Real Estate is the best path to realizing the American Dream and I was fortunate enough to have a great teacher when I first got started at the ripe old age of 23. I eventually went onto get my real estate license but I only used it for

myself. In fact I didn't want other people knowing I had it! When people would ask if could help them buy or sell a home I said "No"! Ha. I can laugh now. As I progressed in my investing I was often invited to be a guest speaker at various Real Estate Education seminars. I was even on the radio a few times. That lead me to help teach others how to invest. The students I taught always asked if I could be their real estate agent. Once again, I would politely say "No".

I am notoriously stubborn. After about the third class I decided I would be a nice guy and help two students from each class by representing them in the field. I wasn't too excited about the money – yet! When I told twenty five students I could only help two I learned one of the fundamental laws of marketing – the law of scarcity. After I realized how much demand I created by making myself scarce, I decided to command a minimum commission from the

investors I taught. Something very important was happening while all of this was going on. I was creating a system for using my license as an income producing asset. My Bachelors Degree in Computer Science and eighteen years in Banking Systems and Operations was paying off big time. This system enabled me to keep on investing and at the same time break all kinds of records in Real Estate sales. One year, 2008, at the height of the great

recession when ½ of all Real Estate agents
got out of the business, I single handedly
serviced one hundred and ten clients with
no team or any assistant of any kind. In the
middle of the worst economy in eighty years
my Real Estate Agency business was
growing while most others were dying. I
promise that if you follow the suggestions in
this book that you too could be an
“Investor/Agent – Making More Money, Not

More Work!”. ”.

A little history about the author Gary Wilson:

Gary has been a Scout Master in troop 194 of the Greater Pittsburgh Region and involved in scouting for more than a dozen years as an adult and was a scout as a boy. He started investing in Real Estate at the age of 23, less than one year after graduating from Old Dominion University, accumulating a 250 unit portfolio while teaching others to do the same.

He ranked in the top 5% of all Realtors in the Western Pennsylvania Market, according to annual Five Star surveys. He is a licensed broker in Pennsylvania and Virginia. He Achieved the Platinum level of service while launching and

growing Win Realty Advisors, LLC which he merged with Keller Williams to create the KW Win Realty Team.

Gary merged specifically with Keller Williams because of its Core Values and priorities- God, Family then Business. In fact, no other Real Estate Company has as much in common with the Boy Scouts of America as KW. Gary currently teaches thousands and coaches hundreds of other investors and agents who want to realize the pleasure of Rental Profits Without The Pain, Flip Without The Risk and Wholesale For Profit So Everybody Wins.

For more information on this please call me at

1-800-931-2605 or email

Gary@WinRealtyAdvisors.com. You can also learn

more by visiting MyInvestmentServices.com.

A Tale of Two Roles

Over the years I often thought I was the only investor who went onto get their real estate license. Every now and then I would come across someone who like me was an investor who, usually out of frustration, obtained their real estate license too. And just like me they really didn't want other people knowing that they had it either. In fact, in almost all the investor courses I had taken and investor books I had read, the authors usually created the impression that

it really wasn't necessary for an investor to get a real estate license. Some of these real estate gurus were actually a little anti-real estate agent! In their eyes, real estate agents were very expendable and were simply another tool, and not even really necessary, so real estate agents could be used and not thought of once the investor got out of them what they wanted. No wonder so many investors struggle!

Ironically, I discovered that many of these gurus actually had their real estate license!

The bottom is that investors rarely figure out how to find a great real estate agent who

really knows what they're doing when it comes to investing and investors rarely make an effort to understand real estate agents and the role they can play as a valuable team player on the investors team. The primary role of the investor is to invest profitably. In order to do that he needs to run his investing empire as a business. And in order to do that successfully he needs highly valuable players on his investing team.

Real estate agents almost never invest. I have only found a few who started out as real estate agents and then got into real estate investing - I mean in a meaningful

way. I have observed in almost every instance that agents who went on to invest invariably apply the rules of the owner occupied world of real estate to the investor world of real estate. It doesn't work that way. Never has and never will. The two worlds have two completely different sets of rules. I call these the rules of engagement.

I have also observed that most real estate agents really don't want to work with investors. Real estate agents are taught to work primarily with owner occupants who want to buy or sell their own homes. They are rarely, if ever, taught how to work with

investors. In fact, a lot of real estate brokers and experienced agents tell other agents not to work with investors because they waste your time. That's because they simply don't understand investors and the world of investing. They are trying to treat investors the same as they would treat an owner occupant. That doesn't work. Everybody gets frustrated and everybody gives up because they think the other person stinks, or doesn't listen, or doesn't know what they're doing.

I can tell you from firsthand experience that it can work and it does work. I have

been doing it for a long time. I actually prefer working with investors because unlike most owner occupants they usually know what they're doing. They are efficient and I get tons of repeat business from them. I don't have to keep looking for more and more new customers. I have all the customers I can handle. There were times when I was actively practicing with my real estate license that I would have more than twenty contracts going at the same time. And remember, I had no help. And I was still investing myself and even managing several dozen of my own properties! I did it by

understanding both roles of investing and real estate agency and I developed a system to make the most money with least amount of work! Want to learn more? Let's get started!

Investor Rules of Engagement

Flipping Houses for Profit

Locating Properties and

Area's to Target

When you go out on your hunt for a flip property you must keep things in perspective. First of all, you are not going to live there. Maybe you will but it doesn't matter. What matters is data supporting your investing decisions. That data must suggest that any

house you flip should be in an area where homes are selling easily, quickly and for all if not most of the listed asking price. Also, what kinds of homes are selling? Three or four bedrooms, two or three bathrooms, two story or ranch? Do most of them have garages and family rooms? You want to flip the same kinds of houses that are already selling. This information is available to you from your investor/realtor.

How to Find the Right Neighborhood

**Focus on where you will get the best
return on Investment (ROI)**

VIII

Targeting Properties To Flip

Some markets have almost no inventory while other markets still have too much inventory.

I will describe the pros and cons of the different types of properties.

REO – REO is the accounting term banks use to categorize properties that they have taken back in foreclosure

Short Sale – A short sale is laymen for properties that are technically in default but have not yet gone through foreclosure.

Estate sales – Estate sales come about usually as the result of the home owner dying and leaving real property to their heirs.

IX

Analyzing Properties To Flip

He who masters the discipline of proper property analysis will become the master of profit.

The first and more critical analysis to perform is the financial analysis. There are certain formulas and ratios that you must learn and they are easy to learn.

The first ratio is that when you add the cost of purchasing a property to the cost of rehabbing a property the total of these two costs must not exceed seventy percent of the After Repair Value (ARV) of the subject property. This is the minimum acceptable

ratio. The less money you have in purchase and rehab costs relative to ARV the better.

Financial Analysis For Flips – Before you even set foot outside your house and turn over the motor in your car you must do some financial analysis on your desk top.

Let's look at a plan for you to follow when going on your hunt.

This is the exact plan I followed when I made all of my investments. It is the plan I used when teaching several hundred students and it is the plan I follow when I teach real estate agents how to work with investors. It is a good plan. Follow it.

Instructions for new Win Realty Advisor students **- Flips**

1. First we will have a telephone conversation to go over goals. At this point you need to have available cash or credit to continue.
2. Send in email to me (gpwsaw@comcast.net) your name, email address, and phone number.
3. I will set up your search criteria on the MLS system.
4. Initially you will get an email with a link to the MLS system. The first property matching the search criteria will be shown with a drop down box at bottom left allowing you to scan forward to other listings. You will be receiving the "FULL" listings. This first email will consist of several hundred listings.
5. Next, you will separate the good from the bad. Your objective is to narrow the list down to about 30 properties. You do this by comparing the list price to the market values for the area. The list price should

be below the market value. Also, look at the photograph(s) of the property, the lot size, room sizes, and other characteristics of the property. This will take a few passes of the listings. As you narrow the list down also use the county web site for further research. This is a process that you will get better at with experience.

6. The resulting list of 30 or so properties is your drive by list. Now you will drive by the properties to further narrow your search down to 10 to 15 properties.

7. At this point you will email to me the MLS #'s (in a string separated by commas) of these 10 to 15 properties. At this point I will review your homework and narrow the list down further. I will make notes to show you my work. This will typically result in 7 final properties.

8. Now we will schedule an appointment to go see the properties.

9. After viewing the properties you should have a list of 4 or more properties that you will fill out the MAO and cost sheets for. Sometimes you will do this for all the properties.

10. I will review this work and with my help you will decide which properties to make offers on.

11. You will fill out the "Offer to Purchase", make a photocopy of your hand money check, and provide both with your proof of funds to me. I will provide comps to verify your ARV(s).

12. Now we make the offer(s)!

To more fully appreciate and learn to use this process please call 800-931-2605, email

Gary@WinRealtyAdvisors.com or visit

MyInvestmentServices.com.

Physical Analysis – Once you have identified that a property is priced at or below market value for the neighborhoods they are in and with negotiating you can get the prices down even further (more on this

later) it is time to do the physical inspection (after you do drive by's) of the property to determine what is needed for rehab and how much it is going to cost

X

Making Offers

This is where the rubber meets the road.

You have come a long way and now it is time to make the offer. You cannot violate the maximum allowable offer (MAO). If you trespass beyond this line you will be tempting fate and less profit. The MAO is the most you should offer for a property. MAO is the ARV of the property less your 30 % profit margin, then less your rehab costs.

Maximum Allowable Offer (MAO)

ARV:

Less Costs (30%):

Less Repairs:

Equals MAO:

Starting Offer (MAO less 15%):

Formula: $ARV - 30\% - \text{Repairs} = MAO$

Investing In Rentals For Profit

Buying strategies

There are a lot of ways to buy Real Estate.

Two are the most basic. The first is what I

call Turn Key. Buy the building the same

way you would buy your own home – make

a down payment and finance the rest with a

mortgage and note. The second way is to buy wholesale, remodel and sell for profit or rent and refinance. That is what I learned from RER and it works at the end of a real estate cycle is approaching when there are more foreclosures.

In my experience, In a slow market, buying turn key is the preferable and traditional way to purchase property, especially if you are buying a multi-unit rental property. The banks prefer it this way also. They like the fact that the property doesn't have to or hasn't had to go through extensive remodeling. They like the fact that

it is already in use and is making an income. You can also get more favorable rates and terms this way. I know it's not very glamorous and it runs counter to what you've seen on late night television. Yes you can buy real estate without using any of your own money but it is more expensive that way. It's harder to get a good cash flow. The banks certainly don't like it and when they're offering loans at ridiculously low rates, why not take advantage of it. Plus it's easier to have a positive cash flow when you buy the traditional way and you don't have to make crappy offers on crappy properties.

If you are reading this book then you will also want to read “Rental Profits Without The Pain” and learn how to manage your properties for profit once you own them.

Locating Rental Properties

Area’s to Target

When you go out on your hunt for rental property you must keep things in perspective. First of all, you are not going to live there, your tenants are. What you perceive as being acceptable may or may not be acceptable to them and vice versa. As a result, if you find yourself saying “I could never live here, let’s go” then you are already in trouble.

A good rental area may not be an area where you would live but it may have some of the same characteristics such as the proximity to schools, shopping, bus service, parks, major highways, hospitals, police stations and fire houses. Generally speaking, it is good to be near schools and parks. It is also good to be close by shopping and transportation. While you don't want to be miles and miles away from hospitals, police and fire protection you also don't want to be only a block away from either. You do not want to be too close to industrial sites, directly behind shopping centers or storage facilities.

**How to Find the Right Neighborhood
Again, Focus on where you will get the
best return on Investment (ROI)**

By now, I'm sure you have questions and maybe even concerns. If so, please call me at 1-800-931-2605 or email Gary@WinRealtyAdvisors.com. You can also learn more by visiting MyInvestmentServices.com

IX

Analyzing Rental Properties

The first and more critical analysis to perform is the financial analysis. The first ratio is that when you add the cost of purchasing a property to the cost of

rehabbing a property the total of these two costs must not exceed seventy percent of the After Repair Value (ARV) of the subject property. This is the minimum acceptable ratio. The less money you have in purchase and rehab costs relative to ARV the better.

Physical Analysis – Once you have identified properties is priced at or below market value for the neighborhoods they are in and with negotiating you can get the prices down even further (more on this later) it is time to do the physical inspection (after you do drive by's) of the property to determine what is needed for rehab and how much it is going to cost.

Let's look at a plan for you to follow when going

on your hunt:

Instructions for new Win Realty Advisor students

- rentals

This is the exact plan I followed when I made all of my investments. It is the plan I used when teaching several hundred students and it is the plan I follow when I teach real estate agents how to work with investors. It is a good plan. Follow it.

1. First we will have a telephone conversation to go over goals. At this point you need to have available cash or credit to continue .
2. Send in email to me your name, email address,

and phone number.

3. I will set up your search criteria on the MLS system.

4. Initially you will get an email with a link to the MLS system. The first property matching the search criteria will be shown with a drop down box at bottom left allowing you to scan forward to other listings.

You will be receiving the "FULL" listings. This first email will consist of several hundred listings.

5. Next, you will separate the good from the bad.

Your objective is to narrow the list down to about 30 properties. You do this by comparing the list price to the market values for the area. The list price should be below the market value. Also, look at the

photograph(s) of the property, the lot size, room sizes, and other characteristics of the property. This will take a few passes of the listings. As you narrow the list down also use the county web site for further research. This is a process that you will get better at with experience.

- For multi units my experience shows me that I should get 400 – 500 for 1 bedroom apartments, 450-650 for 2 bedroom apartments, 600-750 for 3 bedroom apartments. Taxes can be obtained from the listings. Insurance should be .5% of value annually (\$100,000 property is \$500 per

year). I try to keep price per unit to \$35,000 or less per 3 bedroom unit, \$30,000 or less per 2 bedroom units, \$25,000 or less per 1 bedroom unit. *NOTE: different areas will have vastly different models. Study your area and make adjustments accordingly*

- There are variables here like the condition of the property (turn-key verses needing rehab).
- Trust your instincts to focus on what you think are better deals and eliminate the rest.
- You will get better with experience and I will be guiding you.

6. The resulting list of 30 or so properties is your drive by list. Now you will drive by the properties to further narrow your search down to 10 to 15 properties.

7. At this point you will email to me the MLS #'s (in a string separated by commas) of these 10 to 15 properties. At this point I will review your homework and narrow the list down further. I will make notes to show you my work. This will typically result in 7 final properties.

8. Now we will schedule an appointment to go see the properties.

9. After viewing the properties you should have a list of 4 to 7 properties that you will fill out the MAO,

CHAHFLOW and cost sheets for.

10. I will review this work and with my help you will decide which properties to make offers on.

11. We will fill out the sales agreement, make a photocopy of your hand money check, and provide both with your proof of funds to me. I will provide comps to verify you ARV(s).

12. Now we make the offer(s) !

To really grasp this process I recommend you take the accompanying training course for buying rental properties. To learn how Please call me at 1-800-931-2605 or email Gary@WinRealtyAdvisors.com.

You can also learn more by visiting

MyInvestmentServices.com.

Wholesaling For Profit

What is wholesaling? The short answer is that you can get a property under contract and then sell the contract to another buyer.

Here is a brief explanation in practical terms.

Assume the owner of a property is Party A.

Another person, Party B, makes an offer on that property. Party A and Party B come to terms and execute a legally binding contract for the sale of that property. So far so good!

Party B does not intend to actually buy the property. He would like to profit from his

efforts in identifying a good deal so he, Party B, sells the contract he has to Party C. He does this for a fee. In other words Party B charges a wholesale fee to Party C in exchange for Party C purchasing the rights of the buyer in the sales agreement to buy the property from Party A. Party C actually follows through and buys the property from Party A. Graphically this looks like:

A -> B = original sales agreement

B -> C = Wholesale Deal

A -> C = C buys property from A

Here are two examples of wholesale deals I was involved in. In the first example I

was Party B. In the second example I was Party C.

Why It Works

Wholesaling works because of two important factors. 1. Some people have available time but not available money and 2. Some people have available money but not available time. Everyone fits in one of these two categories. There are exceptions. Some people have available time and money. Your goal is to be one of these people!

How It Works

If you have a short term memory then

make sure you implant permanently what I am about to tell you into your short term memory. The way wholesaling works, in fact, the only way it can work so that everybody wins, is that you, as the wholesaler (Party B) must find your buyers first! That's right. You first market, advertise, and capture and nurture a growing list of people who are interested in finding great real estate deals, whether they be flips or rentals, and have the money but don't have the time to do it. Then and only then do you go out and find great real estate deals and get them under contract. To learn more about wholesaling

please visit [www.myinvestment
services.com](http://www.myinvestment
services.com) to get this and other books
and training courses as well. You can also
call 1-800-931-2605 and email
Gary@winrealtyadvisors.com.

How Do I Find Buyers for my Wholesale Deals?

Marketing and Advertising! That's right.
You market yourself as the Go To guy or girl
in your area who knows how to sniff out
those awesome real estate deals. You can
easily market yourself by creating an
impressive image on Face Book, Linked in,
Google, Twitter, and even more social media

venues. You should also create your own website. All of this is simple. It may not be easy because it does take time, but it is simple.

You advertise by sending messages through Linked In, and posting messages on Face Book, to those who are following you, showing them the deals you have done and promoting the one(s) you currently have.

You can also use Postlets to advertise your current deals. Furthermore, you can identify, through public records, those who are regularly buying properties in your area. You can send them, through the US mail, your

latest deals and entice them to sign up with you as their provider of great real estate deals. Of course you can use Craigslist, Bask Page, bulletin boards in your church or grocery store, and yard signs.

IV

Wholesaling Business Structure

Note: I am not a lawyer. I recommend that you seek the advice of a competent lawyer when deciding on which entity to use when growing your real estate empire.

When it comes to wholesaling you have to

beware of the rules and regulations regarding the transfer of real estate, and for the subject of this book, specifically those rules and regulations dealing with the subject of wholesaling.

Net Listing

In certain states, like Pennsylvania, if you are a licensed real estate agent, you can use the existing real estate rules and regulations in your state to participate in wholesaling. The way this works is that if you are a licensed real estate agent you can play the role of Party (B) from within the

context of serving as a real estate agent to Party (A). This is how it works. Assuming that you are a licensed real estate agent and you are also an investor you (B) can approach the seller (A) with the concept that you will list their property for sale under the following conditions: 1. The seller determines what final sale price they would like to see, 2. You enter into a listing contract for that price, 3. You agree that your compensation will be any amount of money that is over and above the final sales price that the seller is looking for, you list the house for a price that you believe it could

actually sell for.

Selling the Contract

You have established a database of buyers and now you have filled an order for the buyers in your database who have indicated that want to buy this type of property. So, now you have to tell them about it. You have to sell it so that the current owner gets his price, the buyer gets a great deal and you make a wholesaling fee – your Profit!

Real Estate Agent Rules of

Engagement

Before you can practice real estate you need to obtain a real estate practitioners license for the state in which you wish to represent others in real estate transactions. There are typically two classes you need to take, one is national and one is state. They are usually 30 hours each. You can now take these completely online, in a physical class room with other students or a combination of the two. There are multiple providers for these classes. Many Real Estate firms offer these classes to prospective agents. They may even offer to

pay for you classes if you using up with them for one year. I do not normally recommend this latter approach. I recommend that you take the classes and pay for them out of your own pocket. Then after you take and pass the licensing exams you can choose which company to practice real estate with. In order to practice real estate licensees do ned to place their license with a real estate firm.

Once you have taken the classes you will then be required to take two exams, state and national. I highly encourage you to take several practice exams and even take a

class that prepares you specifically for the exams. When I prepared for the brokers exam I took thirty practice exams.

Once you have taken the classes, taken and passed the exams, and placed you license with a real estate brokerage firm, you now have the right to practice real estate. This does not mean that you are prepared to practice real estate, rather you simply have earned the right to practice because you now supposedly have a fundamental understanding of real estate lawe. That is all the classes you have taken so far are designed to do, that is, educate you on the very basic legal rules and regulations that you need

to be familiar with so that the consumers your represent get fair representation from you. Now you need to learn how to use your license in the business sense. This book is not intended to educate you on all of the skills necessary to be a successful real estate agent. This requires continuous education on your part for as long as you practice. The world of marketing and advertising is constantly changing. You will learn a lot of what you need to know from your broker, other agents in your office and your own blood, sweat and tears. I will go over, in simple terms what is expected of you in the roles of agency.

Seller Representation,
Buyer Representation,

Landlord Representation and Tenant Representation

Of course you can use your license to help owner occupants buy and sell their own homes. Even though I was apposed to this at first I later warmed up to the idea and made a lot of money doing it. Let's face it, all of the investors you service at one time or another will want to buy or sell their own home. You will also have come across many tenants who will one day buy their own home. You already have a database full of these folks. You might as well service them and further leverage the use of your real estate license and earn more commissions!

Client support and Representation

One of the first things you need to do when working with investors is to become familiar with my instructions that I give to investors who work with me. You will find them in the Flip and Rental Rules of Engagement sections earlier in this book. Please remember that there are major

differences between working with owner occupants and working with investors.

When working with owner occupants you generally do most if not all of the work. You do a lot more hand holding. They don't usually know a lot and so you have to explain a lot to them. They also tend to be more emotional in their selling and buying behavior. They also only need you once every several years.

Investors, on the other hand, get easier and easier to work with over time. They continue to learn. They are hands on. In fact, if you follow my instruction sheets, you will see that I delegate a lot of the work to them. You give them the data and let them do the financial analysis. They do drive by's. They do the physical analysis. Anytime an

investor approaches mw and wants me to do all the work for them I take it upon myself to educate them first. If they don't want to do things my way then I send them down the highway to some poor sucker of an agent who doesn't know any better and has time to waste. Not me and not you. I also command a minimum commission. This protects me when working with investors who want to buy cheap foreclosures.

With investors I get to dictate that they work on my schedule. They may not know it but that is what is happening. I always schedule my showing days and times a week in advance. I send an email to my active clients on Wednesday and give them the day and time blocks I have available the following week. Then it's first come first

serve. They must give me the mls numbers of the properties they want to see at least two days in advance of our scheduled date and time to meet and view properties. Oh, I occasionally get the knucklehead who can't follow simple instructions. You know, the ones who never could get to school on time and when they did they turned in their homework with food stains on it and that's if they even had their homework. I give them a chance or two to correct their behavior, and I help them do that, but if it appears habitual I draw the line and they get the message. I love working with investors because it's repeat business. It's the gift that keeps on giving. Many of my students have gone on to buy large apartment buildings earning me large commissions and large property management

contracts. I am able to leverage all of my activities working with investors into additional lines of business providing additional income streams and wealth building opportunities. Perhaps one of the best benefits of working with investors is how many friendships I have developed where I actually get to spend time with them doing something we both love to do – build wealth and income with Real Estate!

Marketing

How do you market yourself as an Investor

Agent?

Here is a rundown of available advertising

mediums:

Craig's list

FB, Twitter, LinkedIn

Church

Grocery store

Local Join Local Investor Clubs

Write Articles

Create a Monthly Mastermind Group

Write a Monthly Newsletter

Direct Your Own Website

Blogging

Ad Words

Joint Ventures

Affiliates

You Tube

The possibilities are endless. I believe God wants us

to be happy not sad, wealthy not poor, healthy not sick. I believe it is our duty to fulfill the purpose that He has intended for our lives, which is to bring others closer to Him. What better way to do this than to be our highest and best selves, living examples of how joyful life can be when we make the absolute most of the precious gift of life He has given us.

When you own investment real estate you are providing a good service to your fellow man. You are helping yourselves by helping others first. And here in lies one of the greatest truths of success and that is that if you help enough other people get what they want then you will get plenty of what you want. You can thank Zig Ziglar for that pearl of wisdom which is

actually scriptural in its origin. There are three basic ways of investing in real estate as a beginner. You can invest in rental properties. Please read *Real Estate Investing For Rental Profits And Winning Every Time* and *Rental Profits Without The Pain* for more information on investing in rental properties. Secondly, you can invest in flipping properties. Please read *Flipping For Profit Without The Risk* for more information on Flipping properties. Thirdly, You can wholesale properties. Please read *Wholesaling so Everybody Wins*". Please visit www.myinvestment services.com to get these books and other books and training courses as well. You can also call 1-

800-931-2605 and email

Gary@winrealtyadvisors.com.

In order to best help your Investor clients you should become familiar with a few basic and FREE tools:

XIV

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3. Start Your Own Property Management Business.
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