

Welcome to day two video two.

Yesterday we had an introduction into probate and what it is. Today we'll discuss probate misconceptions, building your team, and more important information that is essential to your probate journey for wealth creation.

We're gonna start off with most people's perception about probate.

Probate Misconception #1

I need a legal background or perhaps maybe I need a special relationship with an Attorney. No, you do not need a legal background and while relationships with attorneys will be formed with your closings it is completely unnecessary when you're getting started.

Probate Misconception #2

Probate is really complicated. No, probate isn't any more complicated than say for example short sales, REO's, foreclosures, or any other niche in the real estate investing business. To be honest with you, probate is much easier than any of these other niches that I just mentioned and it's especially easier for you when you can learn from my years of real life out in the field experience.

Probate Misconception #3

Probate requires court confirmation.

This question I get often from real estate agents. People often believe that all probates need court confirmation and that is incorrect. You will learn that if the personal representative has full authority to deal with you, you don't

need to go through that typical red tape of court confirmation.

You will also learn that court confirmation means limited authority and the personal representative has not been granted authority to make decisions. They need the judge to make the final decisions. This is where the next point comes in.

Probate Misconception #4

You can only buy probates at 10% of appraised value. Real estate for us investors has to be bought at a price that makes sense; therefore, a 10% discount obviously doesn't make sense because there's not enough of a discount or spread for your profit. A spread is the price you are buying at, plus any buying costs, rehab, and holding costs minus the price you are selling at. When you're buying through court confirmation, you're buying a property that is only discounted up to 10% of appraised value so that's not a place that you want to go to which is why you want to stick to full authority cases.

Probate Misconception #5

I hear there's lots of work involved in finding and buying probates. No, not any more work than any other area in real estate investing. Once again, because probate is such an overlooked niche, so few investors ever approach a personal representative. When I talk to these heirs and I present my offer to buy, I am a welcomed guest versus an annoying pest. So while some investors are toughing it out when trying to buy a house, you'll already be at the closing table selling your probate inventory.

Now let's talk about your team.

The first team member you should establish a relationship with is a Settlement Agent/Escrow Agent or Company.

Depending on your town, you may have an option to select the settlement agent or escrow agent or company. For states where an escrow company will handle the transaction; the buyer, seller, and lender or bank will provide escrow instructions.

Attorneys

As I've said before you do not need to have a relationship with an attorney. However, as you become successful in your real estate investing through probate you will build great relationships with probate attorneys automatically and I will teach you how to grow your business from those relationships. I find that most attorneys are really helpful if you simply approach them with professionalism. You gotta be confident in yourself, and in your abilities, and in your services. What I try to do is create long-term relationships with them, so that in the future these attorneys know that they will have a buyer who is ready to close.

It's also nice to network with attorneys and have them as a resource in your team.

Another important component of your business is having a real estate agent. It's very important for you to develop a working relationship with an agent. They have market expertise and access to the MLS or multiple listing service, which will give the current status on your properties

market. This will allow you to understand what the most recent sold properties are, what's been on the market, at what price, and for how long. So when you're comparing your deal against what's currently on the housing market then you can determine a more accurate value before you make an offer. And of course, it's a win-win for both of you because they will help find you buyers and get paid in the process.

Buyers list

A buyers list is important and I highly recommend that you start building your list. This list will be the place you turn to, to sell your properties. Sometimes I get deals that come out of nowhere. The personal representative calls and says I have a property and I'm ready to sell it now. Can you close escrow in less than 10 to 15 days? I say absolutely because I always have a buyers list to go to if need be. Always having someone to sell your properties to quick means cash in your hands quicker and that's a good thing.

Mentor

In everything that I do in my life especially when it's something new, I always seek out an experienced mentor who's been there and done that. Somebody who's already had a lot of success.

The Probate Fox staff and I are here for you, to mentor you and help you through all your hurdles. Whether or not we are the mentor for you is not as important as making sure that you have someone who helps you along. Think of it as an internship where you have an experienced professional watching over you until you are ready to do it on your own.

We're ready to help you achieve your success in probate investing.

Mastermind

A mastermind group is important. When I have to think about creative solutions or brainstorm new ideas on my own, it can become overwhelming. You can receive ideas for solutions that you may never have come up with on your own and that means saving a deal that would not have worked out in your benefit. The members of your mastermind may or may not be in your same field of real estate but they are like minded individuals who are there to support you and you to support them, as well. They are people you talk to, share new ideas with, and meet up with regularly. Every successful business person has a mastermind.

With a mastermind group you are able to work with others in brainstorming and then you are able to take those ideas and put them into action. Your mastermind team helps put those pieces together to complete the picture. It's like the old saying goes: two heads think better than one.

Are you asking, is probate right for you?

I will assume you are interested in real estate because of the potential it has to make BIG money. Money that will give you freedom to enjoy life, quit your job, be with your family, to travel, to meet new people, to...you fill in the blank. It CAN and it has for me. Therefore, since you are already interested in real estate; YOU have a desire to make a change in your life to fulfill those dreams whatever they

may be. Real estate helps you achieve your dreams but probate takes you there in the fast lane. It's time to strategically place yourself as THE local probate expert in your market.

If you are ready to take action today and ready to make money in your probate backyard then simply go the add to cart button. Have a great day and I'll see you tomorrow on video three when we get into how and where to find the deals.