



**Don't Miss Thursday,
July 17, 2008**

Running with the Big Dogs!
Finding Equity Partners and
alternative funding sources.

See Page 2 for all details

Steals, Deals and Classifieds©

The Next Step for Advanced Investors – Ancillary Relationships ©

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A good system to include in your real estate investing business is setting up ancillary business relationships. I don't recommend you do this right away, because you don't want to get too caught up in developing these relationships and lose focus on getting your business up and running. Keep this on the back burner, and consider it as you meet different professionals. As you grow your real estate business, you'll be pleased with the vari-

ous opportunities that arise to allow you to capitalize on your different relationships.

Real Estate Agents

As you get more and more leads from people who want to sell their property, if you can't help them, why not refer them to a real estate agent you know and trust? Set up a referral relationship with a real estate agent through their broker where you get some type of referral fee. You may have to become an agent and work for a broker or hire someone who is a

broker to work for you so you can participate in the profits of referring leads. The realtor lists and sells your property, and you get a percentage of the commission. There are creative ways to set this up, and you'll work out the best arrangement when your business is at the point where you can submit these types of leads to real estate agents.

Loan Officers

Similar to real estate agents, you can get licensed as a loan officer with a local brokerage and set up a relationship where you refer leads to a loan officer. People who don't necessarily want to sell their property but need to get



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Volume 1, Issue 3

June, 2008

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Results Realized

Check your e-mails for your exclusive meeting with your mentors! "Bring your deals and questions for the mentors to review!"

Upcoming Meetings...

July 17 , 2008 Monthly Meeting

Running with the Big Dogs...

Robert Wallace and Ann Bellamy

Join Robert and Ann to learn about:

- Hard Money - when to use it, when not to
- How lenders look at your deal
- Top 3 things lenders want to know when evaluating your

deal.

- What your options are
- How "Rehab Lending" is different from hard money and when the difference matters

Growing your investing business with equity partners - *how to run with the big dogs!*

August 21, 2008 Monthly Meeting 5:30—Networking 6:30 Meeting *"Boston AREIA One Year Anniversary & Networking Extravaganza!"*

We began our journey with Boston AREIA one year ago on August 16th! The year has been incredible. We've grown to over 300 members and are aiming for another 300 over the next 6

months.

Come celebrate with us!!!
The focus of the evening is on NETWORKING! Refreshments, Libations and Lots of Prizes!

Monthly meetings

- 5:30 - 6:30 PM Networking and Meet the Vendors
- 6:30 PM - Meeting
Location: Hilton Garden Inn

Deals...Deals...Deals...

Milton Estate sale, acreage, built in 1850
 10,000+ sf
 1 buildable lot
 Deferred maintenance Incredible period detail Auctioning property and contents View at www.agencybid.com
 Contact: John Ingram 617-688-5522 john@easternmassreia.com

Location: Marietta, GA (Atlanta area)
 Apartment complex under agreement—Opportunity: investors wanted, raising funds. Immediate positive cash flow—Financing in place, interest only Emerging market Contact: Eileen

Schwartz 617-332-3535
 Location: Texas
 73 units under agreement . Raising \$2.8 M, 8.5-9% cash on cash return
 Value plays increase cash on cash to 15% over 5 years 140-150% net total return on investment over 5 years ,Get in with \$25,000-

\$30,000+
 Contact: Premier Partners, Shaun Boynton
 800-519-5293
shaun@yourpremierpartners.com
 Location: Atlanta, GA
 276 unit—Looking for accredited investors at \$100,000 Raising \$3.6M
 8 - 10% cash on cash

MEMBERS ONLY!

Submit your Deals to

Deals@
BostonAREIA.com
by the 10th of every month and they will be posted in the Deals section of the Newsletter!

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Deals cont...

return 26% over 2 years
 Contact: Alice Nelson
 978-369-3705,
amenelson@comcast.net

Location: Winchester, MA and Marlboro, MA
 2-family, Location: Clinton, MA—13 units - 3 houses
 Contact: Mardy K. 617-592-3830
 Location: Dedham, MA

ARV: \$310,000 - \$320,000
 BR: 3 BA: 1
 Sq. Ft.: 1,200 Lot Size: .4 acre

Sale Price: \$200,000
 It's cheap and needs repairs, but in a location to sell.
 Contact: Mike #508-277-0974

The Next Step for Advanced Investors cont...


out of a bad financial situation may be good candidates for a refinance. Your seller may also need financing to purchase their new property. It's good to be able to send these people to loan officers you have a relationship with so you can collect a piece of that business as well.

Setting up a DBA Account with Your Local Settlement Office

When your real estate business has matured, you are handling a number of transactions, and they are all flowing through your preferred settlement office—for both pur-

chases and sales—ask your settlement attorney/officer if you can set up a DBA (Doing Business As) account where you share in the profit of the title insurance. This is a lucrative piece of the settlement business and there is room in there to share with you if you are bringing considerable business to the settlement office.

More from Will Lansing at www.newengland.profitable-partnerships.com



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Diary of a Newbie Real Estate Investor by Bernadette Trafton

Ok...so, I've started digging into the online university. Will and Tom put together an incredibly comprehensive program. I'm a marketer, so the first place I go to is the marketing area. What have they got for me here...hmm... **WOW! 85 different marketing techniques.** They told us to try 6 of them...**it's a good thing** that there's 85 different things. **Because, there's no way I'm hanging signs.** Don't get me wrong, if there were only 6 techniques and you had to try all of them to be successful, I would hang signs. I'm just really happy that I don't have to. :-)

For now, I want to learn to wholesale. Seems like the best plan to me. Find the properties and sell your contract to someone else. Sounds good to me, least amount of risk possible. So, where do I start...I've nar-

rowed the marketing techniques I want to use as follows:

- I'm going to do post cards
- Probate marketing
- Out of town owner
- Direct mail campaigns - pre-foreclosure
- Create a website
- Market through the REIA's

At least that is my plan for now. My local mentor **Kevin Lacasse** may point me in a different direction. But, for now, this is the beginning of my plan. Now, I need to carve out time to do these things. I have to remember to find balance because I am running a few other businesses as well. I have actually set myself a schedule of when I'm going to work on each business. I'm finding that helpful. It's not so overwhelming when I break it into segments.

Once I'm done with my marketing plan, I will send it to Kevin to review and then we will schedule a time to meet. How exciting! Kevin's one of the smartest investors I've ever met. And, I've met quite a few over the last 3 1/2 years. **Kevin will always be the "Rehab Rockstar" in my eyes.** But, what I am finding out is that he is much more than that. He's honed the skill of riding the market. If the market is doing good, Kevin says "Great, I'll rehab and make a lot of money!" If the market is down, Kevin says, "Great, I'll buy and hold and force appreciation through my investing model and make a lot of money!." How cool is that?! Having a mentor that sees or **creates the opportunity** in every situation! It just puts a big smile on my face :-).well, I'm off to my next thing...



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