



**Don't Miss Thursday,
June 19th, 2008**

Grow your real estate investing business in a down market!

See Page 2 for all details

Steals, Deals and Classifieds®

Improve yourself as an Investor and a Business Partner

by Will Lansing ©2007 Will Lansing/Profitable Partnership USA, LLC

I am someone who is believes in constant improvement and never becoming complacent with yourself. Complacency is the monster that stops forward progress. Continue to push forward. Continue to focus. Continue to grow. These are some suggestions on how to keep yourself stimulated and developing:

1. Attend your local real estate investors' association groups to learn from other investors. Plan to attend the monthly meetings conducted by your local REIA group. You'll meet and learn from a host of different vendors, investors,

and professionals who can always bring value to your growing real estate business. At any point in your investing career, these groups will always be a benefit and a resource for you. Make attending them part of your system.

2. Keep networking. Don't fall into the trap thinking you're too busy to go to a networking event or too busy to meet so-and-so. The business can get crazy at times, where you have so much going on that it's easy to convince yourself you don't need to go to that meeting because there are more pressing issues to take care of. Change that mindset.

You must keep networking. You must keep talking to people and letting them know what you do, what state of your business you're in, and finding out what they do and how you can add value to them. The greater your network, the greater your opportunities will always be.

3. Continue with your education. Look for new boot camps, new courses, new teleseminars. Listen to the best real estate speakers and investors you can find. A lot of what they talk about may be the same, but each one will have something different to offer—maybe a different strategy, a different technique. There's always something to glean from the way they do business that is better than anyone else. Keep your library full of courses,

Continued on page 3

Thursday Monthly meeting and follow up Saturday all day intensive training.

June 19th & 21st

Will Lansing—Profitable Partnerships. Will is a sought after expert on Creative real estate investing and financing. Currently as a real estate investor, mentor and speaker, Will enjoys teaching the strategies that helped him to create a regional \$30MM a year real estate investing business in just under 4 years. He loves to help his students become independently wealthy and achieve their ultimate goals in life. Look for more on Will in our May issue.

**Volume 1, Issue 2
May, 2008**

Inside this issue:

Upcoming Meetings	2
Deals, Deals, Deals	2
We Want YOUR Feedback! <i>Bernadette Trafton</i>	4



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Be sure to check out our new member benefits!

June 21, 2008—All DAY seminar with Will Lansing
Members pay just \$39

Upcoming Meetings...

June Boot Camp
June 7-8, 2008

Power House Wealth Strategies with Linda and Nyrik Huuskonen.

Learn how to make sure that each project you purchase is worth 100% more than you have in it on the day you finish it!

Limited seating—sign up on line today!

www.bostonareia.com

June Road Trip
June 14-18, 2008

Cleveland, Ohio like you've never seen it, with Linda and Nyrik

Huuskonen— Invest out of state and Partner with this Dynamic Team!

SOLD OUT!

June 19 , 2008
Monthly Meeting

Will Lansing
" The Best Secrets, Strategies & Systems for Maximizing Profits in Any Market "

Monthly meetings
• 5:30 - 6:30 PM - Networking and Meet the Vendors
• 6:30 PM - Meeting
• Location: Hilton Garden Inn [420 Totten Pond Rd Waltham, MA](http://www.hilton.com)

June 21, 2008
All Day Saturday Seminar w/Will Lansing!

Seminar—8AM-5PM
Includes lunch

Location
Best Western
[380 Winter St. Waltham, MA](http://www.bestwestern.com)

Cost:
Members—\$39

Members w/partner-\$59

Visitors—\$79

Visitors w/partner—\$99

MEMBERS ONLY!

Submit your Deals to

Deals@
[BostonAREIA.com](http://www.bostonareia.com)

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

MEMBERS ONLY!

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

I have a client looking for a Lease Option in - In Quincy; Contact info Patrick Quelly pqueally@financeboston.com or cell 781-888-5678

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

Location: Concord, NH
2 Family
ARV: \$260,000
Est. Repairs & Cost: \$15,000 - 20,000

BR: 3 BA: 1 Sq. Ft.: 2,000
Lot Size: .2
Sale Price: \$159,000
Approved short sale, immediate cash flow \$1,100+/side, tenants pay all utilities.
Contact: Bert Cox #603-225-8000
Location: Epping, NH
2 Bedroom Condex
ARV: \$160,000
Est. Repairs: 2,000-3,000
BR: 2 BA: 1
Sq. Ft.: 1,000 Lot Size: 1/2 acre
Sale Price: \$107,900
Ap-

proved short sale, easy rental est. 1,200/mo
Contact: Bert Cox #603-225-8000
Location: Methuen, MA
ARV: \$300,000
Est. Repairs: 30,000
BR: 4 BA: 2
Sq. Ft.: 2,400 Lot Size: 1/2 acre
Sale Price: \$175,000
Approved short sale, easy rehab for resale or rental
Contact: Bert Cox #603-225-8000



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Improve yourself as an Investor and a Business Partner cont...

books, and CDs. We're all in this business together to be successful, and we can all help each other get there. Make sure you listen to others in your business.

4. **Join your local chapter of Entrepreneurs Only (EO)** or Vistage International, the network of CEOs. Organizations like these give you access to individuals who are successful in business and who can offer you help to build your real estate business and deeper networks. Many advantages can be found by reaching outside the real estate networks and into ones that focus more on professional and entrepreneurial fields. These can be a very strong benefit to you.


5. **Work with a business coach.** It's so easy to get off track in this business as you get caught up in everything

you're doing, all the important variables that go into your real estate business. But you must keep yourself focused. Working with a business coach can help you prioritize your goals in both your business and personal life. They can help you gain balance so the life you're living is more complete and satisfying. I've found that using a business coach is very impactful on my life and my business.

6. **In addition to reading books, listening to real estate speakers,** and going to your local REIA groups, consider working with a local real estate coach or mentor, someone who is aware of all these strategies. Find someone who has used these methods, who knows how to negotiate with sellers, and who knows your local market. The real estate coach isn't necessarily going to teach you any-

thing you don't already know, but they will help facilitate your learning process. Most importantly, they'll serve as that firm hand behind your back, making sure you're staying focused, and taking action to launch and propel your real estate business.

I started with a local real estate mentor when I began in the business, and it was one of the best moves I ever made. It was someone who held me accountable for the actions I said I would take.



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We want to hear your feedback!

Hi Folks,

Spring has finally sprung! Do you realize that Boston AREIA has been meeting for 9 months?! WOW! We've been having so much fun putting ideas together and trying to make this the BEST possible meeting for all of our members and visitors. We feel like we are on track and we are working on some exciting things for our members that we will be announcing and presenting in the coming months.

But, really we want to know what your thoughts are. We want to make sure that you feel we are on the track. We value your feedback.

If you have ideas and or suggestions about topics, networking ideas, speakers you'd like to see, etc...please drop us an e-mail at info@BostonAREIA.com or give us a call at 866-378-3037.

Now, I'd like to ask you all a favor...


Please send us an e-mail (address above) answering the following questions:

1. Do you like our new networking segment at the beginning of the meeting?
2. Do you have any ideas to try out during our networking segment?
3. Do you have specific topics or speakers that you'd like to see at Boston AREIA.

4. Are you receiving our e-mails?
5. Do you like the Steals, Deals and Classifieds e-mail blast?
6. Would you like to hear more about fellow member's successes?
7. Do you appreciate the vendor and investor spot-lights that we've been doing?
8. Do you partake in the cash bar, coffee and snacks at the meeting?
9. What would you do to improve our meeting?

Thanks everyone!
We are focused on seeing your successes and your results realized.

*The Team at
Boston AREIA*



Boston Area Real Estate Investors Association

Join us to take advantage of the benefits of membership...

- FREE attendance at monthly meetings
- National Benefits
- POST DEALS
- Build your POWER TEAM
- NETWORK with PROS

RESULTS REALIZED




**Come Learn all about FDI on
Saturday, May 3rd—9AM
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Road, Waltham, MA**

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