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**Protecting Your
ASSETS... While
Building Your
Future...**

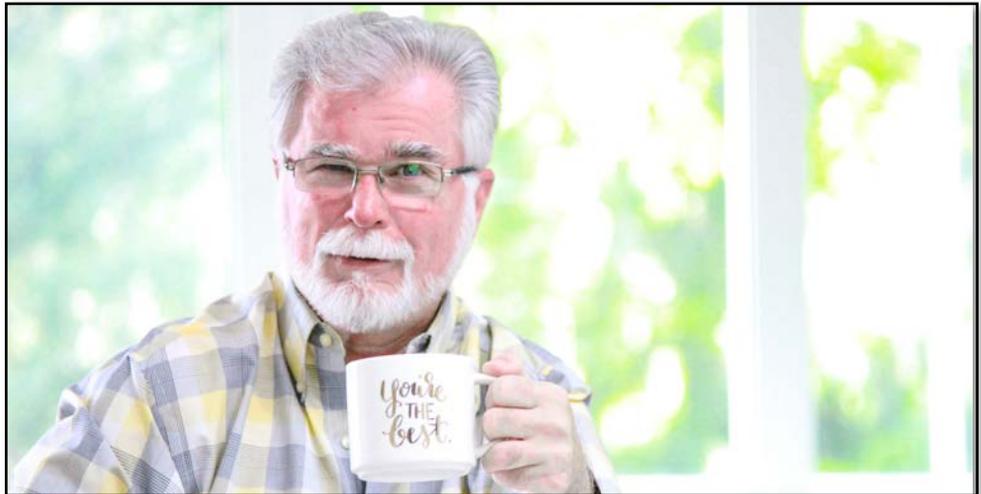
Using a land trust to hold title to a property is a simple and effective way to keep your personal or corporate name out of public records.

Land trusts provide for planning and structuring transactions for tax efficiency!

As a beneficiary of a land trust, you as owner receive all the benefits and avails of the trust asset.

As beneficiary you may also appoint a successor beneficiary, which in many cases may eliminate the need for probate.

Learn More about land trusts and how they can help you at www.YourLandTrust.com



**Welcome to the April 2019 Edition of the
Intellectual Capital Report!**

We have some great articles for you so stay tuned and buckle up. Have you visited our resources page on our website lately? We've been busy updating it with some amazing complimentary resources for our community.

[Click here to check it out!](#)

Are you Joining us for the Summit?

Let's see... does any of this sound familiar?

- ✓ You've been in real estate for a while but feel stuck - stuck with your income, your systems, or your time...
- ✓ Or you're stuck with how to approach real estate, so more deals come in
- ✓ You've gone through other programs, trainings or events and you still aren't where you want to be

We can help you with all of that on May 9-11 at the Financial Freedom Summit ! If you didn't know we are running a special from now until April 10th **Save \$1,000 TODAY - <http://www.InvestorProfitSecrets.com>**

Act before April 10th to get this EARLY BIRD Pricing! The Price will go up to \$997 on April 11th!

Getting More Offers Accepted

By Augie Bylott

The key to making money is making offers, right? While that's certainly part of it, getting offers accepted is what causes the cash to flow! And flow it will if you follow a few simple steps.

1. Whenever possible deal directly with a property owner. Dealing with principals will make for better and more effective negotiations and provide a basis for creating a synergistic solution. This will result in the other party having greater buy-in and increasing the probability they will see the transaction through to the end.
2. Be sure to learn their motivation... "Why are they selling?" your offer(s) must solve this issue. To often investors fail to understand what the other party's problem is and attempt to solve something the other party may not even consider an issue. People like to do business with someone they trust. In order to do this you need to build rapport and focus on their problem.
3. Whether you're working with a real estate agent or direct with a home seller you need to be the one making the offer(s) and be present. This provides you an opportunity to explain, clarify or modify your offer
4. Never present a single offer. If you're a one-trick pony; you know what I mean 70% minus repairs (the MAO formula) or 65% minus repairs (the wholesale MAO formula) you'll have a tough time closing deals where the debt on the property exceeds your offer. This is not a one-size fits all business. Learn how to become a transaction engineer.
5. Make multiple offers, one all cash, one some cash now and some cash later, and no cash now and more later. Give your seller a choice and let them know you want them to accept the offer that best meets their needs.
6. Be prepared to help the seller understand your offers. You can remind them that you are running a business and that if you cannot make a profit you cannot stay in business (though that's not their problem).
7. Let them know that you can close quickly (or on a schedule that meets their needs) and you are willing to buy their house "as-is" and they won't have to do any repairs.

8. Your lowest offer will be your all cash offer because with banks not lending, cash is expensive to come by and therefore a greater discount is required.

9. Upon presenting your offer(s) sit quietly for a moment or two and allow them to process the information. If they ask questions, provide answers. If they don't ask questions, you can ask them which offer do they find most appealing? It will give you an insight into which type of offer might work.

10. Ask them what they plan to do if you don't buy their house? If you don't close on the spot, you can always remind them that they might want to consider you Plan B because everyone's situation will change with time and circumstance.

These 10 Tips to Getting More Offers are going to be just a fraction of what we cover at the **Financial Freedom Summit, May 9-11, 2019.** www.InvestorProfitSecrets.com

At the Financial Freedom Summit... You'll get



No Banks - No Cash - No Problem Investing!

We'll teach you sure-fire ways that has led our students to do creative real estate deals all over the nation.



A Community That Will Lift You Up

Network with real people in the industry that are doing this every day. Mastermind with them at lunches - make lifelong connections that will lead to joint-ventures, money lenders and more!



Get unstuck from the income roller coaster

At the Financial Freedom Summit you'll get Clarity and focus on what you're doing and exactly how to grow your business.

Join me at The Financial Freedom Summit. www.InvestorProfitSecrets.com

Act before April 10th to save \$1,000!

Time Value of Focus

By Augie Byllott

A wise man once told me, “In business as in life, you don’t get what you deserve; you get what you negotiate.” The art of negotiation is a skill like any other. Those too timid or unskilled to negotiate effectively leave too much on the table and get far less than they deserve.

Negotiation is a process no matter where it takes place. The psychological, emotional, and tactical factors that determine who will do well apply to any bargaining situation, large or small.

The high stakes, billion dollar deals we read about in the newspapers are much the same as those we encounter as consumers when buying a washing machine or selling a house. Dealing with your tenant or a seller has as much in common with dealing with a high-powered political leader in another country. The rules leading to success are the same.

Nobody is born with the “great negotiator” gene. The art of negotiating can be learned. You don’t have to be a Harvard graduate to understand how it works. Every good negotiator learned from his or her own mistakes or was lucky enough to be taught by someone who was good at it.

Whether you are as rich a Donald Trump, or just like the rest of us, it is a good idea to learn about negotiating. Rich or poor, we all hate to be taken advantage of. We feel foolish leaving too many chips on the bargaining table. In the long run it can also cost or earn us a fortune.

And, for many of us, we never quite forget- or get past- the times in our life where we were ill-prepared to negotiate, and when it felt like we ended up on the losing side of a negotiation.

“In business as in life, you don't get what you deserve. you get what you negotiate” I’ve heard that quote many times and it as true today as when I heard it in a sales workshop 25 years ago. We are always negotiating. Whether with our boss, our spouse our friends our service providers we are always seeking

the best outcomes.

For real estate investors, our ability to negotiate effectively and successfully has a direct correlation to our income. While becoming a power negotiator takes time and practice, there are a few things you can implement quickly to elevate your game.

- Be Prepared – never be caught off guard. Know exactly what you need.
- Know Thy Opponent -
- Keep it Professional

Most of all be like Kenny Rogers in his song the Gambler; Know when t walk away. And know when to run!

On May 9-11, join me at The the Financial Freedom Summit in Orlando, Florida as we explore these and other negotiating tips and techniques that have helped my students and me do more than 1000 deals. Learn more at www.InvestorProfitSecrets.com

Augie Bylott is a full-time real estate investor, speaker, author and coach. His company Creating Wealth USA provides a full range of investor training services. Augie is also a founding member of Common Wealth Trust Services, LLC a land trust service provider.

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Change a Life Today

Help us provide wheelchairs to every man, woman and child in the world who has no means to acquire one, with a tax-deductable donation. Thank You!





**Financial
Freedom Summit
2019**

Mark your calendar now for the most important investor-training event of the year,

The **Financial Freedom Summit** is on **May 9-11** in Orlando, Florida.

This 3 day Real Estate Investing training will show you how you can create multiple income streams for life!

Learn how you can become your own boss, take control of your future and live the life you choose!

10 years from now will you be saying, "I'm glad I did, or I wish I had?"

www.InvestorProfitSecrets.com

**TRANSACTION ENGINEERING
FULL-TIME**



**CLICK HERE TO GET
STARTED TODAY!**



Join us on Facebook! **Find us at the Transaction Engineering Full-Time Group!** This group is for both new and seasoned investors who are looking for information or have information to share in order to support one another's success.

The members of the group are creative real estate investors with a passion for this business. We are the "We Buy Houses" people who provide solutions for homeowners, landlords, heirs, banks, agents, brokers and anyone else with a property to sell. using creative financing to engineer safe, profitable real estate transactions.



This group is for people interested in learning about building their business using strategies and techniques like seller financing, buying subject to, lease options, contracts for deed and more.

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