

House Scouting For Riches



Real
Estate
Riches
*No Real
Estate Messes*



THE
LeeArnold
SYSTEM OF REAL ESTATE INVESTING

I'm the Solution Presents...

House Scouting For Riches

The Definitive Guide to Real Estate Riches without
Real Estate Messes!



House Scouting For Riches

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House Scouting For Riches

TABLE OF CONTENTS

Introduction Letter From Lee	5
The Quick Low-Down on House Scouting	7
Step One: Becoming Your Own Boss	9-22
Step Two: What the Heck is “Good” Deal Anyway	23-32
Step Three: The Art of Negotiation: Getting to Yes!	33-43
Step Four: Creating a Pool of Sellers	45-55
Step Five: Creating a Pool of Investors	57-62
Step Six: Stay Educated	63-68
Step Seven: Persistence: Making and Keeping Your Goals	69-78
Step Seven: ChaChing! It’s Payday Every Day!	79-84

Introduction: Letter from Lee

Dear House Scouting for Riches Student,

Finally, a great way to make money in real estate without having to actually buy real estate, sell real estate, or get a license in real estate. AND you'll still make more money at the end of the day than most people who do all of the above!

Welcome to the new Gold Rush!

Levi Strauss once coined the phrase, "In times of a gold rush we make more money selling shovels to miners than we'll ever make actually mining for Gold."

Everyone has seen the infomercials and read the online promises of getting rich in real estate. No cash, credit, or experience required, just a willingness to lose everything you own by buying properties that aren't great deals, have horrible tenants who never pay, and have mold and other issues that are going to leave you in a wave of lawsuits. Yuck! Those are the California and Alaskan gold rushes of yesteryear! The new gold rush is entirely different. It's much safer, and much more lucrative!

Ask yourself this question: "Do I want to be the one deep in the mine, hoping to hit pay dirt or do I want to be the one sitting outside providing shovels, flashlights, fresh water, and all of the other tools that are necessary to succeed in the gold mining business?"

As one who has played on both sides of this scenario, let me assure you that the REAL money is outside of the cave.

Finally, you have found yourself on the right side of opportunity!

What exactly is house scouting for riches? Simply put, it's the process of providing shovels to miners by identifying potential opportunities for those that want to buy, fix and flip real estate. It's sitting in the comfort of your home office or at your dining room table and making simple phone calls or mining data from various web sources. It's the idea of getting paid 100+ dollars an hour by merely providing a valuable service to those who desperately need it.

No formal education is required, no degrees, no expensive professional licensing fees, or even sitting in traffic and battling with other people's road rage. Just the relaxing euphoria you will experience by contributing to your family's bottom line, while providing a very necessary and valuable service both to homeowners who are desperate to sell, and investors and buyers who are anxious to buy.

Scouting for riches is the culmination of years of experience in buying and selling real estate. It is the end result of all of the years of blood, sweat and tears, of managing tenants and toilets, hoping that at the end of the day the property would be worth more than I paid for it (only to see it all lost to Wall Street's financial greed and fraud).

Well no more! Not for me, AND definitely not for you! Finally, you have the ability to make legitimate money from home by providing incredible service to those who both want and need it.

This book will show you how!

To Your Quest Financial Success,

A handwritten signature in blue ink, appearing to be 'Lee Arnold', written in a cursive style.

Lee Arnold, President of I'm the Solution

The Quick Low-Down on House Scouting

If you're like most people, you want it laid out on the line before you jump in head first. Here are the answers to the top 5 questions we've encountered about house-scouting.

Q: What is a House Scout?

A: A house scout is a person who finds and analyzes properties of all types to determine if these are worthwhile properties where a substantial profit can be made. A Property Scout prospects properties for Investors and Brokers. When a Property Scout finds a property which their investor group buys, they become a partner on the deal and can get paid a generous finder's fee for their services.

Q: How much time do I have to devote to this?

A: It really depends on how much you want to earn! You can do this anywhere from 10-20 hours a week, with the more time equaling more dollars earned!

Q: Can I do this from home?

A: Let's be clear here. You work with, rather than for, the Investors. You are a partner and therefore you call the shots! So, you can do this when and where you want! Because you'll be your own boss, you set your own hours, your own pay, and your own raises! All you need is access to a computer, the Internet, and some serious gumption and ambition, and you're set!

Q: Do I need a License to do this?

A: Nope! Since you're not buying or selling real estate, or brokering money deals, you don't need a special license to house scout. In fact, you don't need experience in real estate at all! All you need is the dedication, organization, and a few hours a day, and you can be a successful and highly-sought after House Scout!

Q: Will this manual really help me break into this market?

A: Yes indeed! The booklet was designed to give you the drive, knowledge and encouragement to be a successful House Scout.

Step One:

Becoming Your Own Boss

Work to Become Your Own Boss

Some people can't imagine not getting that paycheck every two weeks. It's like a life preserver, keeping them afloat in the sea of financial insecurity. A company, with its paychecks, its insurance, and regulatory deadlines, makes people feel safe since they don't have to 'worry' about where the money and benefits are coming from. They leave all their major financial decisions to their company and rest easy at night because they don't have to think above and beyond what the company has in store for them. They know what is expected of them and they know that minimal and maximal effort will achieve the same results: a paycheck every two weeks. If this sounds like how you want to live the rest of your life, then get back to your job. If not, read on.

Although companies have the lure of security, you're still just an employee. As long as they stay in the black, you stay on the payroll. But what happens when they tip into the red? Jobs are the first items to go when a company needs to save money. Now, I'm not telling you to quit your comfy job to open your own business—that takes a lot of guts. However, if you have the desire to work for yourself, if you have something worth giving, it's worth the risk to become self-employed. I did it and I have never looked back with nostalgia on the days that I worked for a company.

I know that if I set my mind to something, I can guarantee, without a shadow of a doubt that it will work and I will make money at it. Now, does that mean that I make money every time I start a new company or buy a new piece of real estate? Absolutely not, that would make me superhuman. However, you can't go into something thinking that it might not work out. If failure is an option before you even start, then I can almost guarantee that you are destined for failure. If failure is not an option for you, and there is nothing anyone can do to stop you, then I can guarantee that you are going to succeed. Don't let fear of failure cripple you from pursuing your dreams. Besides, if a college dropout and former bag boy at a grocery store can become a multi-millionaire starting from scratch, then there is absolutely no reason you can't, too.

Millionaires take risks. They understand that although it is risky to work for one's self, there are just as many risks working for other people. Because it is their own company, millionaires also work harder to make sure it succeeds. They understand that maximal, not minimal, effort ensures the best payback. They surround themselves with people of the same caliber and drive in both their professional and social settings. And above all, they love and believe in what they do.

Finding out What Completes Rather Than Depletes You

Too often, we're bogged down by work and other activities and we forget to hone our emotional and mental assets.

The rule of thumb is: If what you do completes you and gives you joy, then it's a strength and you should spend more time developing it. If it depletes you, then it's a weakness and you should give it the boot.

Most Ignore this Rule of Thumb

Did you know that most people in the United States are working at 9-5 jobs that they don't love or even like. Four out of five people quizzed in a CareerBuilder.com survey reported that they were unhappy at work. That boils down to a whopping 84% of the nation's workforce.

It's no wonder then why every other car I pass on the street has some angry or depressed person behind the wheel. Too many people are whittling their hours away at a job that does not fulfill them or give them any sense of joy.

You can't give up your strengths to accommodate weaknesses. Don't waste time trying to fix your weak points when you could be enjoying the empowering feelings that come from honing your strengths.

Discover Your Strengths in Four Easy Steps

1. Make a list of five positive personality traits. If you can't, there are tests that you can take that will help you decide what those traits are. Taking these tests, *Follow Your True Colors to the Work You Love*, Your MBTI, or Keirsey Temperaments, will help you discover any hidden personality traits.
2. Then make a list of five things that you excel at (your talents).
3. Now look at your two lists, which two traits and which two talents do you feel the most passionate about. Which two in each list give you the greatest sense of satisfaction.
4. Now think of which people, jobs, or areas in life would most benefit from your talents and positive personality traits.

Finding out What Completes Rather Than Depletes You

Once you have completed this 4-step process, sit down and write a purpose statement that includes all four steps. Basically begin it like this: I intend to use (list 2 major personality traits) to (list 2 special talents) in regards to or to achieve (what audience for what purpose). Here's my example:

I intend to use sincerity and determination to inspire and train investors to reach their full potential and achieve rewarding careers.

I encourage you to begin your strength training program today and start living with purpose!

Write Your Purpose Statement Here:

Dispel The 6 Common Self-Employed Myths

Many people ask me if my program is a ‘Get Rich Quick Scheme.’ My response is, “If you get rich quick, is it a scheme?” You see, all I can offer you are the proven, time-tested steps, information, and tools of the trade—the getting rich part depends entirely on you. That being said, you need to approach this information with an open mind and heart.

Most likely, many of you already have reservations and preconceived notions about real estate. You have watched infomercials, like mine, late at night with both excitement and suspiciousness. You want to believe you can make good money, however it all sounds too good to be true. AND, what about all the drawbacks—not enough money or time, the lack of knowledge and experience, or the risk involved. There are a lot of excuses for NOT House Scouting. Yet, you’ll find that excuses are handicaps to success. Below, I dispel the six most common excuses to house scouting. Once we get those out of the way, we can really start focusing on how House Scouting can pave the road to riches.

Myth #1: I Need Money

This is the top reason that people sit on the sidelines of self-employment. They say they want to join in the game, they just don’t have the capital to do so. My answer to this: “You must not really want to House Scout, because having no money, is really no excuse.” The truth of the matter is, IF YOU FIND A GOOD PROPERTY, THE MONEY WILL COME. Meaning, if you have a good deal, people will drop what they are doing to buy it

“The person who risks nothing, does nothing, has nothing, is nothing, and becomes nothing. He may avoid suffering and sorrow, but he simply cannot learn and feel and change and grown and love and live.”

~Leo F. Buscaqulia, American Guru

Dispel The 6 Common Self-Employed Myths

Myth #2: I Don't Have Enough Time

Many people whine that they don't have enough time in the day to accomplish what they want to achieve. Then they plop down on the couch with a bag of Doritos and watch three hours of T.V. straight. You have time, you're just not spending it wisely. Now imagine taking those three hours of T.V. and investing it in your future by working on finding good deals for investors—three hours a day would put you far ahead of the competition and keep you financially well-off.

Myth #3: Too Much Competition

Are you shying away from house scouting because you think there are already too many cooks in the kitchen? Well, first of all, this current market is squeezing many of the worn out, imitative cooks out and making room for the more innovative and imaginative cooks—which could be you after you read the booklets and listen to the audio trainings in this series. There is quite a lot of money to be made in this market and with the right skills and motivation, you could be front and center and ready to make a good amount of it.

Myth #4: What About the Recession?

What about it? Don't let a "good" recession go to waste! Right now people are refraining from acting because of a recession. Many people sit in front of their televisions and wring their hands at the economic news. You are losing more money doing this, then if you were out there taking advantage of this market? Let me tell you something—there has never been a better time, a more advantageous moment in history for real estate than right now. Money is to be made, you just have to look at the market through rose-colored glasses, instead of the gray, doom and gloom spectacles that the news has trained you to wear.

"Self-confidence is the first requisite to great undertakings

~ Samuel Johnson

Dispel The 6 Common Self-Employed Myths

Myth #5: Real Estate is Too Risky

Risk is in the eye of the beholder. Driving your car to work is risky. Working for someone else is risky. Putting your money in the bank is risky—but you still do all these things, right? House Scouting is one of the safest risks you can take. The stock market can be volatile and putting your money in CDs and the Money Market doesn't really make you enough money to live on. You have to make a calculated risk that will increase your return and House Scouting is the best calculated move you can make. The more you know about House Scouting, the more you learn from working as a House Scout and reading information found in this series, the less mistakes you'll make and the more money you'll have as a result.

Myth #6: I Don't Know What I'm Doing

Neither did I when I got into real estate, but if you don't get your toes wet, you'll never learn how to swim. This booklet were designed to give you some very real and applicable information on not only how to get your toes wet, but also on how to jump wholeheartedly into the deep end.

There will always be someone who knows more than you, who has more money than you do, and who has more success than you have. Does that mean you should close up shop and deem yourself a failure? The former Secretary of Education, Shirley Hufstедler once said, "Security is not the meaning of life. Great opportunities are worth the risks." Always strive and risk to be better than you are today." My advice, **The risk is worth taking because the reward is worth making.**

"It seems to me that people have vast potential. Most people can do extraordinary things if they have the confidence or take the risks. Yet most people don't. They sit in front of the telly and treat life as if it goes on forever."

~ Philip Adams

Get Out of Your Own Way

Learning to Master Yourself

Before you can achieve financial freedom, you must first free yourself from your self. You are your own worst enemy when it comes to control over your finances, your relationships, and your health. When I ask the students in my workshops if they would trust someone who lies to them on a continuous basis, they obviously answer “no.” Then, I ask them if they promise themselves such things as:

- This is my last cigarette.
- One more candy bar and that’s it.

- I’ll start working out tomorrow.
- I’ll save up to start my own business.

Do they find themselves retracting these pledges at a later date? They often sheepishly answer, yes. We’ve all been here, some of us more than others. Most people find ways to excuse or rationalize this behavior with such phrases like:

- This week was too stressful to quit smoking.
- A little chocolate here or there won’t hurt me.
- I had a bit of the sniffles so I couldn’t work out.

- I needed that money for (insert your own excuse here, they’re numerous).

The problem with this trend is we stop believing in our closest ally (ourselves) and the pursuit of success then becomes darn-near impossible to achieve. Learning to master yourself, and thereby learning to trust yourself, is one of the most important steps you can take. How you do this is by making declarations to yourself and then actually following through. Yes, it is that simple, however, many of us find it hard, if not impossible, to do.

Unlocking Your Potential Exercise

When you do this exercise, try to start small (you have to build trust in yourself) and then work into some of the bigger promises (goals) you would like to accomplish. Here are some examples:

Smaller Goals:

“I will walk every other day and take the stairs at work.

“I will have dessert after only one meal and avoid the candy bowl on the receptionist’s desk.”

“I will start taking my lunches to work thereby losing the unwanted calories of take out and saving the needed dollars for my business fund.”

Give yourself a week to complete these, smaller self-pledges.

Unlocking Your Potential Exercise

Now that you have accomplished some of these smaller self-pledges, how do you feel? Free? Happy? In control? Do you feel all of the above? Most likely you do. Being able to go down your promise list and check off the ones you have completed gives you a sense of accomplishment and confidence and sets you up to take on some of the bigger, and perhaps more difficult, self-pledges.

Bigger Goals:

“I will quit smoking today, which will enhance my health and pocketbook immediately.”

“I will take that financial workshop and open up my life to different possibilities of earning wealth.”

“I will work out every day at the gym and lose this spare tire I’ve been lugging around for the last three years.”

In my real estate workshops, I ask my students to make a large banner that says, “I will buy one house by _____” (fill in the blank with a date). They then have to hang it in a place where they see these purpose-driven words everyday. The rule is they can’t take it down, even if they have guests over. That way they are confronted everyday with the pledge they made to themselves, and given the opportunity they can explain it to their guests, which will only confirm and solidify their goal.

The great thing about the promises you make to yourself is that they are often health inducing and life inspiring pledges. No one aspires to become fatter or poorer or sicker. If you complete your short and long term goals, you will most likely find yourself in a better and financially healthier place.

Write Smaller Goals:

Write Longer Goals:

StepTwo:

**What the “Heck” is a
Good Deal Anyway**

What is a Good Deal?

This is probably the most important question to know the answer to when you're house-scouting for riches. If you can consistently root out the good deals, you'll never be without clients or money for that matter.

Investors want to spend most of their time investing rather than combing through property after property for the golden investment deal. Most would pay you a pretty penny to take this monstrous task off their hands, but they expect you to know exactly what makes a deal prosperous to them and attractive to a buyer.

So, here are a few terms to remember when scoping out possible properties for investors:

The Motivated Seller

A motivated seller is someone who desperately wants and needs to get out from under his/her property. There are lots of reasons why this happens: job relocation, divorce, a medical condition, or job loss. The subprime mortgages and the interest-only loans have created a large amount of distressed homeowners who can't pay their monthly mortgages. They have banks, attorneys, and creditors breathing down their necks and they feel like they are on a sinking ship. They are motivated because they absolutely have to be.

Working with a motivated seller saves time and money. They need your help and don't have the time to be wishy-washy over price or whether or not they need or want to sell at all.

Too many agents and investors waste time trying to convince sellers that they are motivated. They make phone calls, set up appointment after appointment to show the property, and in the end find themselves right back where they started. A perfect example of this is a story: I heard the other day from an agent

Adversity has the effect of eliciting talents, which in prosperous circumstances would have lain dormant.

- Horace

What is a Good Deal?

who was trying to sell a “distressed” property. The agent told me that the house belonged to a man and a woman who were getting a divorce—the woman thought her husband was trying to sell the property out from under her and decided to get a head start on him. Now this may sound like the perfect motivated seller—divorce, desire to sell the property before her husband, and a woman hell-bent on getting her husband back. “Hell hath no fury like a woman scorned,” right? However, it wasn’t so cut and dried. You see, the woman wasn’t completely sure of her husband’s intentions, didn’t really want to sell the house and move, and therefore led this poor agent on a wild goose chase. The agent would line up potential buyers but the homeowner would never return her calls. This went on for weeks. At the close of her story, I asked the agent why she wasted her time, her reply, “Because it was a great house and a great commission.” She broke the first cardinal rule of real estate, which is: no matter what the house looks like or can sell for, if the seller isn’t motivated, it’s not a good deal

Let me give you a little hint here, if you are haggling with the homeowner over anything—THEY ARE NOT MOTIVATED!!! It’s better to let it go and move on.

You are looking for the motivated seller because they mean a steep discount and immediate finder’s fee for you, not because it’s a great house. You’ve got to get your priorities in check if you want to make a lot of money in the world of real estate.

Purchase Price vs. Value

Everyone loves a good deal—especially real estate investors! When looking for properties, take into consideration what they are currently going for versus what they are worth presently or in the future. There are certain things to look for when viewing possible properties for investors. The better you become at

“Don’t wait until everything is just right. It will never be perfect. There will always be challenges, obstacles, and less than perfect conditions. So what. Get started now. With each step you take, you will grow stronger and stronger, more and more skilled, more and more self confident, and more and more successful

~ Mark Victor Hansen, Co-author of *Chicken Soup for the Soul*

What is a Good Deal?

scoping out these types of properties, the more and better clients you'll have who will pay you top dollar finder's fees!

Here are some types of properties to keep your eyes peeled for when looking for "Good Deals":

- **Pre-foreclosures**

A preforeclosure is the time period when a buyer is behind on the mortgage payments and the lender has yet to put it up for auction. The notice of default is recorded and that information is made to the public. Here are a few ways you can get access to that information:

1. Contact your county courthouse. Ask the county clerk how to look for Notice of Defaults (NOD), and if you can make a copy of the list of pre-foreclosure properties. There is usually an NOD book kept in public records, located in the clerk of court office. You can search for free but may have to pay a small fee for the copy of the NOD.
2. View pre-foreclosures on the Internet. The county recorder may provide pre-foreclosure information online. If it is published on the Internet, search by state and then by county on a pre-foreclosure search site such as Pre-foreclosure Search or Netronline. It will show any data available through online real estate and similar businesses within that county.
3. Read the legal section in local newspapers. A Notice of Sale is required to be published in a local newspaper in order to legally file a foreclosure. Check the property section for a sheriff's sale, public auction, or trustee sale. Minimally, write the address, owner's name, tax ID and any more information displayed in the advertisement.

"Take a chance! All life is a chance. The man who goes the farthest is generally the one who is willing to do and dare."

- Dale Carnegie

What is a Good Deal?

- **Foreclosures**

When lenders foreclose on a delinquent loan and buy the property themselves at a foreclosure sale, they end up with real estate owned property (REO property) which they generally prefer to sell rather than operate. REO properties can sometimes be a prime source for good deals.

- **Short Sales**

These golden nuggets are true manna to an investor's taste buds! When the loan against a property is greater than the property can be sold for or the mortgage holder can pay, a short sale can take place. The bank may accept a lower payoff amount than the total amount owed to them on the existing mortgage.

An Example:

A homeowner facing foreclosure currently owes \$125,000 on a \$125,000 mortgage and is three months behind in payment. This is not an uncommon example in today's volatile market. Keep in mind that house prices will vary greatly depending on what part of the country you live. The property is worth \$115,000. An investor, offer the bank \$65,000 as, the new pay off amount. The bank accepts the offer, instantly creating \$50,000 in equity.

- **Distressed Properties**

Properties that exhibit aesthetic or structural problems may look ugly to the untrained eye, but investors have a special knack at seeing their potential. Sometimes all a property needs is a coat of paint and some new carpet. Distressed properties often go for a song because they are so ugly. Here are some common characteristics to look for:

- **Code Violations:** Local building codes change periodically. Sometimes owners of rental properties don't have the money or time to comply with these new codes, and in turn might be motivated to sell at a reduced price instead.

What is a Good Deal?

- **Management Problems:** Disrepair or maintenance problems on a property are usually a good sign that the owner has either lost interest or no longer has the cash to take care of the property. A simple call to the owner, expressing interest may be all it takes to negotiate a good deal.

- **For Sale By Owner**

It's common for owners to market their own properties to avoid paying a real estate commission. When properly handled, sale by owner (FSBOs) can be a good source for good deals.

- **Builders/Developer's Surplus**

The nature of the beast is that right now builders and developers have a lot of properties they need to offload because the market has turned. Lately you can find a good number who have a treasure trove of inventory that they're very motivated to sell off.

Cash Flow

Many people don't understand the concept of cashflow. The word sounds nice and it certainly conjures up a nice image in the mind, but what does it really mean? In real estate, it means everything.

When you're talking about cashflow, you're talking about how much is coming in each month, usually from a rental situation. Also, when you are talking about cashflow, you must make sure it is positive. To do this, the investor needs to buy the property for a screaming deal, and always make sure the rent is yielding more than the mortgage payment. I know that may seem like a no-brainer, but you would be surprised how many people are taking a hit every month by still paying part of the mortgage even when they have a renter. It's all about smarts and playing the renter's game just right.

Then ask the question, "How will this property cash flow compared to other potential properties?" For example, a \$150,000 house that rents for \$1,000/month has a better income potential than a \$300,000 house that rents for \$1,600/month. A four-unit building that costs \$400,000 may bring in \$3,000/month in the same neighborhood.

What is a Good Deal?

Leverage

Leverage is important for investors because the less cash they put down on each property, the more properties they can buy. If the properties go up in value, the rate of return goes up exponentially. However, if the properties go down in value and there is a lot of debt on the property, this can result in negative cash flow.

Equity

Does the property you are looking at have equity? Equity can take a number of forms, such as:

- A discounted price
- A potential fixer upper
- A rezoning opportunity
- A poorly managed property
- A foreclosure

There are many ways to create equity, but **buying into equity** is your client's best bet. Find a motivated seller who wants out of the property and is willing to give up his/her equity for less than full value. Or, find a property that needs work that can be done for 50 cents on the dollar or less.

In other words, if the property needs \$10,000 in work, make sure your client can get a \$20,000 discount on the price or better.

“You see things, and say, “Why?” But I dream things that never were, and say, “Why not?”

~ George Bernard Shaw

Step Three:

The Art of Negotiation:

Getting to Yes

The Art of Getting to “Yes”

The art of asking is behind every successful entrepreneur. You see, they understand the art of inviting goodness and prosperity into their life and realize that if they don't expect opportunity, it won't come knocking.

However, somehow wanting and asking have become taboo. People find themselves dancing around their ambitions, afraid that if they speak up and claim their aspiration, they will seem too selfish and presumptuous.

Why is asking so HARD?

What is it about our culture that causes us to think asking for something we want is rude. When we were young, before we had manners knocked into us, asking for something we wanted was second nature. Candy aisles and toy departments beckoned us to ask, beg, plead for our heart's desires. Yet today, as adults, we purse our lips and swallow our longings so we don't come off as demanding or uncivilized. We put up with lack and short-comings because we were taught that it was the polite thing to do.

Guess what: Going without is not the polite thing to do to yourself and it's not necessary...in fact, it's just plain silly. Learning how to ask for what you want is one of my first principles I teach to my customers and students. Now of course there is an art to this, but you'll never learn it unless you try.

Stop Lowering Your Expectations!

Every time you lower your expectations a notch, you do yourself a huge disservice. You say to yourself, “You're not important enough for the best, and this will just have to do”. And every time you do that to yourself, you lessen your ability to overcome failure and succeed despite all odds. You've become accustomed to disappointment so why shoot for the stars?

You've got to expect more for yourself. You have to have the courage to believe that you're worth more than your present situation, and that your future self deserves better than your present self.

It's all about managing, not lowering, your expectations. Know what you want, how to get it, and when to ask for it.

Human beings, by changing the inner attitudes of their minds, can change the outer aspects of their lives.

- William James

The Art of Getting to “Yes”

It's a Three Part Process...

Getting what you want is a three-part process: You have to Think (believe), Act, and Receive. If you don't want it, if you can't ask for it, then you'll never achieve it.

State of Mind Before State of Being

Remember, it's not the money that makes you happy, but the happiness that will prepare you to be receptive to the money. Think success, act successfully, and be successful. Three steps and you're there.

Give yourself the gift of asking for what you want.

In the next section, we'll talk about the 5 ways to free up your life from infringements that are holding you back from getting the “magical” yes and how you can begin asking for and expecting positive results!

*“I'd rather be a could-be if I cannot be an are;
because a could-be is a maybe who is reaching for a star.
I'd rather be a has-been than a might-have-been by far;
for a might-have-been has never been, but a has-been was once an are.”*

- Milton Berle

1st Step: Don't Do Fear

We live in the land of opportunity. Even when the economy's heart skips a beat, the drumming of opportunity is still pounding strong. Yet, the murmuring of recession has many suffering an entrepreneurial block. Their business sense and financial creativity has simply dried up. They can't see the many opportunities staring them in the face.

So what in the world has got people scared stiff? Is it the fear of failure and economic loss or do they just need to have their eyes checked?

Fear Factor, The Show

Have you ever watched the show Fear Factor? A group of people are faced with common fears—heights, swimming under water for extended periods of time, driving at extreme speeds, and of course (the worst of the worst) eating disgusting parts of animals or live insects—all with the desire to win the big windfall at the end of the show. The rules of the game are to risk big, face one's most elemental fears, and take the competition head-on, otherwise you get thrown out of the game. The person who can execute the

task with the coolest head, wins.

Fear Factor for Real Life

Thankfully, most of us are not faced with the task of chomping down on a live Madagascar hissing cockroach, but we are faced with a certain amount of fear everyday. This fear can either spur us on to success or leave us sputtering for air.

The paralysis of fear is at the very heart of many people's choice for inaction. They hear rumblings of recession and downturn in the market and suddenly that small voice in the back of their heads whispers, "Hold back. Wait. Don't be too hasty." They experience a lot of false starts, because of the fear factor and the inability to see beyond it.

Fear Fuels Fear

The problem with fear is that it feeds into more fear. One newspaper talks about a bad economy and by the end of the day various news' outlets are picking up the story. This awakens panic and anxiety in the general public, which feeds back into the news media, which becomes a very dysfunctional relationship.

Just Don't Do Fear!

So, what can you do about it? The academic author, Louis E. Boone said it best. "*Don't fear failure so much that you refuse to try new things. The saddest summary of a life contains three descriptions: could have, might have, and should have.*"

Just don't do fear. Don't let it in, don't let it cloud your vision so you can't see opportunity around every bend (I promise you it's there), and don't let "could have, might have, should have" be the sum your life. Opportunity can not survive in the face of fear, so you need to choose which one you want in your life. I would choose opportunity if I were you.



2nd Step: Eliminate the Negative

I think too many people are allowing the information age to stunt their personal and financial growth. Now, don't get me wrong, I love information. I especially enjoy learning new things that will, and I stress this word, **ENHANCE** my life. However, too much of the information dispersed by the various mediums—television, Internet, newspaper, and books—is creating a virtual sink hole in our society. This is where people are throwing their hopes, dreams and ambitions, because the information age says, “Don't dream them, don't hope for them, and don't go after them.” It

spouts hopelessness and despair like they're going out of business—when in fact, they seem to be all the rage. I read the Newspaper this weekend and sandwiched between natural disasters and the regular economy doom and gloom, I found a small sliver of hope—the economy's plunge may be ending soon. How come *that* didn't make front page news?

My Little Secret

I want to let you in on a little secret. It may seem obvious and even easy, however, many people

still have a problem putting it into action. **YOU** have the power to either allow information to cripple your thoughts, feelings, and actions **OR** you can filter out the stuff that hampers your goals, and only allow information in that encourages growth and productivity. You choose what to read, listen to, and watch—so why let it be something that causes a gut reaction to flee from your goals and desires? I challenge you to read one positive book a month, watch only uplifting shows, find positive quotes to hang on your fridge, and allow hope to shine in your life again.

3rd Step: “You Are the Sum Total of Your 5...

Who you know can hurt you. Equally said, who you *don't* know can also hurt you. Did you know that you are the sum total of your five closest friends and family members? If those people tend to be on the side of penniless, then you'll most likely find that you too will be caught empty-handed.

Now, I'm not saying to give your friends and family members a 1044 to fill out so you can determine their worthiness. However, I am saying, if you don't have at least one successful earner as a

close acquaintance, you need to start looking for one or, preferably two.

To begin to search out a millionaire mentor, you must first change your view of rich people. Many people look at the rich with a suspicious resentment. T Harv Eker in his book, “Secrets of the Millionaire Mind” states that “resenting the rich is the surest way to stay broke.”

Go buy a few books by self-made millionaires. You might be sur-

prised to find how their journey to “millionaire-dom” began in a similar spot to the one you're in now. Once you understand their struggles on the road to wealth, they will become more real to you.

The fact is, misery really does love company. On the flip side, successful people enjoy being around other successful people. So which one do you want to be your model: the miserable company or the accomplished man or woman? I know which one is my choice, but the real question is, do you?

4th Step: Don't Wait, Do!

I run into people all the time that are 'waiting'. They have all kinds of reasons for why they are waiting—the right time, the right opportunity, enough money, the market stabilizing—you name it, and they have a reason. I call these 'reasons' well-thought out excuses for why they aren't successful.

The thing to remember about excuses is that they amount to nothing...while productive and well-planned out actions often amount to wealth and accomplishment.

Roll Up Your Shirt Sleeves

Waiting for something to happen to you, or for you, is a foolish endeavor. When you put yourself in pause mode, it means you're depending on someone else to un-

pause you. It means you're waiting for someone else to make the decision for you. However, if you take the initiative and roll up your shirt sleeves, you can control your own fate and ultimately the degree of your success.

How Much of Your Life Do You Control?

Researchers say people can manipulate 40 percent of their happiness through their day-to-day choices (the other 60 percent is natural disposition and circumstances, such as health and wealth). Forty percent of your contentment depends on you and you alone. Yet many people happily place their 40 percent of the pie in somebody else's hands. And because of this, obviously, the other

60 percent (natural disposition) is self-defeating too.

Don't Wait!

If you're waiting for someone to do you a favor, if you're biding your time waiting for the right opportunity, if you think somehow, somewhere, someone is going to give you a break, all I can say is...Don't hold your breath.

To be rich, you have to act. You have to do something, start something, be something. You have to choose that this time and market is ripe with opportunity. Waiting will get you no where (except older), while acting with purpose will get you everywhere and everything fast. So, don't wait, ACT!

Failure is really a matter of conceit. People don't work hard because, in their conceit, they imagine they'll succeed without ever making an effort. Most people believe that they'll wake up some day and find themselves rich. Actually, they've got it half right, because eventually they do wake up.

- Thomas Edison

5th Step: Tolerate Nothing

If you notice that your days are filled with stress. If you find your shoulders are constantly knotted, and you have a hard time pinpointing exactly what you have accomplished during the day, most likely you're tolerating the intolerable and internalizing these tolerations.

My Advice: STOP TOLERATING!

I titled this piece, "Don't Be Intolerant, But Tolerate Nothing". This may seem like an oxymoron but you can tolerate nothing without actually being intolerant. The dictionary defines intolerant as "a.) Unwilling to tolerate differences in opinions, practices, or beliefs or b.) Opposed to the inclusion or participation of those different from oneself, especially those of a different racial, ethnic, or social background." Therefore, I don't advocate intolerance. You can still be an open-minded, kind, and caring person without putting up

with anything and everything.

Tolerating Nothing = Wealth Creation

This is an incredible step in becoming a person that is in the flow of money. Too often people have been trained to tolerate annoyances, distractions, and interruptions. They put up with these disturbances out of consideration for others feelings. Don't do this. These interruptions shake you from your goals, these disturbances pull you from the flow of money, and these distractions break your concentration from the important tasks at hand.

One thing I have found about being the president of a fast-growing company, is that I don't allow little tolerations to creep into my days. In my experience, I have found that toleration breeds more intolerable actions in vendors, associates,

and my employees. It basically says, "I am a doormat and you can wipe your feet on me."

Because I don't allow these interruptions, I have positioned myself to be in the flow of money. Without the irritation that comes from tolerating, I have opened myself up to opportunity.

What Are You Tolerating?

So, the question is, what are you putting up with? Do you have a chronically late employee? Do you have a client that asks for the moon but expects the sun? Do your kids walk all over you? If you answered yes to any of these questions, you need to get back the control *YOU* have relinquished by stopping the toleration. Think about how much you'll be able to accomplish if you don't have these things to throw you off track.

If you haven't the strength to impose your own terms upon life, you must accept the terms it offers you.

- T.S. Eliot

Top 6 Tips to Get What You Want

By: Jeannette Maw, Coach at Good Vibe Coaching

Those familiar with the Law of Attraction know how straightforward the deliberate creation process is: like attracts like, so get in vibrational harmony with what you want, and let it in. Seems simple. Yet virtually everyone who practices it runs into hiccups. Here are seven powerful tips to get what you want:

1. **Focus on what you want** - get crystal clear about what it is. Picture the end result you desire with as much detail as possible. The clear vision will pull you forward. Don't worry about not getting it, as that puts your attention on what you don't want.
2. **Amp up belief** - two factors in getting what you want are the desire and the belief it's possible. Amp up the believability by revealing limiting beliefs holding you back (becoming aware loosens their power), and re-viewing the reasons you believe you can have what you want.
3. **Commit to it** – People respond to commitment and confidence. Don't wonder if you'll ever get what you're asking for; know it is yours simply because you choose it. You are worthy of whatever you choose, so embrace it with confidence!
4. **Take inspired action** – forget what you think you “should” be doing. Listen to your intuition, pay attention to hunches and gut feelings. Then follow up on those intuitive hints with inspired action. Take action that feels good!
5. **Appreciate the evidence** – look for the first signs that your desire is manifesting, and flow appreciation for evidence that it's on the way. Gratitude for the small stuff will usher in your big miracle that much faster.
6. **Feel good** - be deliberate about maintaining a positive outlook. That means getting good at feeling good, day in and day out. Eliminate life tolerations regularly.

Step Four:

Creating a Pool of Sellers

Finding Sellers Worth Talking About!

A real estate investor's hardest challenge is finding the time to look for awesome properties to invest in. If you know what you're doing, you can profit handsomely by solving this time-crunch problem for him or her.

Right now, there are more houses for sale, and better deals to be had, than there has been in the last decade and a half! Which means, finding cheap real estate for investors has never been as easy, or as profitable as it is at this very moment! You can simply walk out your front door and down the sidewalk of your own street and bump into a few properties that would most likely fit the criteria of at least one investor on your list.

Motivated (even desperate) sellers are on every street, in every city, and in every state across this great country of ours, which means (and this is the best part) you're not limited to your immediate area! The world (literally) is your oyster!

There are sophisticated ways to sleuth out distressed or bargain-basement properties that allow you to work out of your home without ever having to leave it.

You can begin by asking yourself, "Where and how would the investors go about searching for properties themselves?" Methods of acquiring properties like:

- Tax Deed Auctions
- Probate Estates
- Bank Repo

are great ways to find the perfect steals that match your client's specifications. These homes are often great investments and, because they are public records, you often just need a computer, the internet, and the know-how to find them.

Finding Sellers Worth Talking About!

Finding Pre-Foreclosures:

1. Contact your county courthouse. Ask the county clerk how to look for Notice of Defaults (NOD), and if you can make a copy of the list of pre-foreclosure properties. There is usually an NOD book kept in public records, located in the clerk of court office. You can search for free but may have to pay a small fee for the copy of the NOD.
2. View pre-foreclosures on the Internet. The county recorder may provide pre-foreclosure information online. If it is published on the Internet, search by state and then by county on a pre-foreclosure search site such as Pre-foreclosure Search or Netronline. It will show any data available through online real estate and similar businesses within that county.
3. Read the legal section in local newspapers. A Notice of Sale is required to be published in a local newspaper in order to legally file a foreclosure. Check the property section for a sheriff's sale, public auction, or trustee sale.

Finding Tax-Deeds:

1. Determine where you want to search for tax deed sales. Tax deed sales are held throughout the United States and are administered by municipal governments. You might choose to look for sales near you, or you might choose to look for sales in areas with depressed real estate markets.
2. Join an online database and search for online tax deed sales in your preferred locality. Although these services require a fee to use, they provide information about tax deed sales all over the U.S. and offer some information free of charge.
3. Browse the websites of municipal governments in your target area. These websites often include tax deed sales that paid search services miss, especially outside of major metropolitan areas. The exact location on the website is different with each municipality. If the location is not obvious, use a search engine and type in the name of the municipality along with "property tax" or "property tax collector." As a last resort, telephone or email the county property tax collector, the clerk of the county court, or the county sheriff's office and ask where to find a list of delinquent tax properties. This information is normally provided free of charge.

Finding Sellers Worth Talking About!

4. Search local newspapers in the area you have selected for tax deed sales and foreclosure notices (these are usually placed in the classifieds under public notices).
5. Get a copy of the rules governing the tax deed sales that you are interested in and narrow down your list of candidates based on their contents. Most tax deed sales are open to non-residents. An important consideration is whether or not any liens on the property will be passed on to the investor when he/she buys the property.

Finding Bank Repos:

1. Look for government repo homes. These listings are often found on websites that are easily maneuvered through; allowing your to search for repossessed homes by state and county.
2. Contact local banks for lists of homes in repo. They will have lists of homes (likely with vague addresses for protection of it's former owners) and will be willing to share those lists with you (partially to take ownership and fees off of their plates!).
3. Drive about the area that you are looking at. Repossessed homes are so common right now that many neighborhoods have a majority of the homes in repo. Cruising around the area (watching for signs indicating bank repossession), allows you to see the quality, size, location of the home an investor may be interested in. After finding a couple of homes in repo, alert the investor quickly. Act fast as repos typically sell quickly!
4. Watch classified ads in your newspaper. There are public announcements of homes in repossessions, as well as announcements of home auctions.

Finding Sellers Worth Talking About!

There are a few things you have to be willing to do to earn dynamite cash in this field though. You need to:

- Dedicate a few hours a week to scouting
- Work on your people skills and be willing to contact people you don't know
- Be organized and detail oriented

If you can do these things, you'll be great at house scouting in no time!

Here are the Five Questions You Need to Answer:

1. Is this a good market to buy, sell or one you should pass on?
2. Does this particular property have positive cash flow monthly?
3. Does this particular property have profit potential now or in the future?
4. What would it flip for?
5. How long will it take to flip?

Some helpful hints and technical tools for success:

- Become well-acquainted with sites like Zillow.com that allow you to pull price estimates on the property in questions as well as the surrounding houses in the area.

Finding Sellers Worth Talking About!

- Another great service is called Jott.com. This free (my favorite kind) service converts your voice into lists, reminders, notes to self, notes to others, etc. Where the cool part comes in is when you link Jott to Zillow.com. Basically, you call up Jott.com at 866-JOTT123 from your cell phone and say “Zillow Melbourne Beach” for instance. Then say the street number and spell out the street name. At that point Jott.com will text message you with a Zestimate© from Zillow. **How cool is that!??**

Want to Be a Success?

Make Sure You Seriously and Totally Implement the Following...

A Word of Caution: Check your Emotions at the Door!

As a House Scout, before you've grown a thick skin to rejection, you may be prone to fall in love with the properties you find. You'll think they're the “cat's meow” and because of this you'll pour your blood, sweat and tears into finding everything there is about the property. I've known people who interview the neighbors, peruse the schools nearby, delve into the intimate history of the property, and gather every little detail about it only to find out that it's not as great as they *imagined* it to be. You need to remove all past biases and look at properties through objective, “investor lenses”. Is it a good deal? Are there economical, quick ways to fix it up to sell for more? Is it any of the above: pre-foreclosure, short sale, bank-owned, going at auction, or distressed in any way? Ask these questions before you let your pulse quicken and your imagination run away from you!

Here are three hints to help you not fall into the time-trap caused by the rose-colored glasses of “Good” deals!

1. No one property should take more than 2-4 hours of your time.

Finding Sellers Worth Talking About!

2. It's a job. Don't let your emotions, preconceptions, or even desperation cause you to spend more time and effort on a property than is necessary.
3. Run the numbers. If they don't match up, walk the other way and don't look back.

Oh, and One More Thing: Time Is Money

Like any business, you have to set aside time for income producing tasks! For many people who are used to being given tasks, a schedule, deadlines, and a subsequent paycheck, going at it alone is a formidable task that is a lot harder than you might think. Working at home is filled with serious distractions. If you have a family, you know that kids and a spouse can eat into your possible working time. Then you have the Internet, which can be a huge time-suck if you let it. Then you have those pesky chores that need to be done: laundry, yardwork, dishes, garage organization, etc, etc. Oh, and let's not forget about daytime T.V. Oprah, or the Discover Channel, everyday can't be too bad for business, can they?

The problem is that each distraction builds one on top of the other, and before you know it, one day, one week, or even one month has passed with nothing accomplished. Therefore, reread the steps on pages 36-39 to help you avoid distractions, and then go to the Chapter Seven and learn how to set meaningful and attainable goals. If you can determine what it takes (how many hours, how much effort, and the amount of determination) on your part to realize a goal, you'll find the time, way, and energy to do it! Start small—one deal a week and then grow your business in leaps and bounds!

Make it a Habit:

If you've ever been a part of the daily grind, you know that habit is a huge part of success. You go in at the same time and you leave at the same time every day. Although working for yourself has its perks be-

Finding Sellers Worth Talking About!

cause it gives you freedom, don't let your freedom overrun your ability to make a successful living. Pick a few hours each day that are solely devoted to looking for "Grand Slam Deals" and submitting them to Investors, and you'll find that those few hours of work will afford you many more hours of play!

Step Five:

Creating a Pool of Investors

Investor Watering Holes

Right now, across the country, real estate investors are being hammered with deal after deal. They don't have the time to scour through each one and they can feel the opportunities slipping through their fingers. Great deals don't stick around for long, and if you don't snatch it up right away, you don't have a snow-balls chance at it!

The thing is, they have the credit and cash, but what they don't have is time. This is where you come into the picture! Although it may be hard to believe, investors will pay you for just providing them with information on solid leads. Because information ultimately = money!

By bringing them a “steal of a deal”, you create a meaningful and highly-sought after service. And if you can consistently do this, you will never be in want of clientele or work (sounds good in this type of economy, doesn't it?!).

Although investors desperately need your House-Scouting Skills, getting a grouping of reputable and good go-to investors will take some time. Finding investors will be the most difficult part of starting your house scouting business, but even then, if you know what you're doing, it can be as easy as 1, 2, 3.

1. Find outlets to get your name in the right hands. Using media resources like Craigslist.com and the newspaper, is a cheap way to find investors who are looking for bargain-basement properties.
2. You may also see billboard signs or those throw-away (bandit) signs that state “I'll buy your house for CASH”. By calling these investors, you can find out what specifications they are looking for in a home and what they will pay you to find it.
3. You can also advertise your services on Craigslist or bandit signs. Once you find the investors and show them that you're a serious house-hunter, you'll be able to submit one package after another to them.

Investor Watering Holes

There are many types of people who will be interested in the properties you uncover, some of them may even surprise you. Here is a list of some of the people that may want to employ your services:

- Current Real Estate Investors
- Attorneys
- Business Acquaintances
- Real Estate Professionals
- Hard Money Lenders
- Investor Workshops
- Local City Organizations
- REIA Associations
- Service Professionals
- Friends
- Web Sites for Investors

Here are some other ways to build a solid and profitable clientele!

Networking

Go to your local REIA or investor club and begin asking people what they are looking to buy. If they say that they are not buying, take their business card and follow up in a week or so. You want to look for anyone that asks "where do you get your properties?"—that way you can follow up by saying, "all over the place, where you looking to buy?" Simple enough, but the hard part is following up, scheduling a time to

Investor Watering Holes

meet and go over their buying criteria. Use this criteria to then find wholesalers or flippers in the area and team up the wholesaler with the buyer. You'll get a piece of the pie. It's really that simple!

Social Media

Get on twitter, Facebook, and LinkedIn. On each you will want to build friends and contacts that are in the real estate profession throughout your city or area. Yahoo groups are another great source. Also, set up a blog on WordPress and start writing about House Scouting and the Real Estate Investment Deals in the area, or why certain areas are great to buy in. You post this article in your twitter and Facebook and you will slowly, but surely get responses! It will also help you build credibility because you're showing investors and potential clients what you know and how you can make their lives better and easier. Buyers will go online and read articles you posted about property and they will contact you. It really works!

Bandit Signs

For as low as 50 bucks you can order yellow bandit signs and stick them at the exits of highways and main cross sections. Create a map of the area you want to attack, and as you put up your signs, mark where you put them. In a week, just change the map and stick to the same area. On your sign have something that a buyer will recognize like, "Foreclosure for Sale. Asking: 36K, ARV, 110K", plus your phone number. Once the buyer calls, ask him/her what they are looking for and take their email down. Follow up every other week or so with properties that fit their criteria.

Real Estate Professionals

Start collecting real estate contacts like crazy! Get business cards from realtors, mortgage brokers, title agents, and real estate attorneys, and call them or drop them an email and say that you are looking to help investors currently buying property. Once you are put in contact with them, be up-front. Say your experience level and that you want to help their business. Each professional should have access to a buyer or investor somehow shape or form. Just keep asking and you will get pushed in the right direction.

Step Six:

Stay Educated!

Invest in Ongoing Education

The old saying goes, “What you don’t know won’t hurt you.” It’s this “ignorance is bliss” mentality which is most harmful in this day and age where people would just rather not know. But not knowing is ten times more harmful to your progression in life than remaining in a state of discovery.

Granted, I have stated over and over again that too much information can also be harmful. But it’s the type of information you imbibe in your life that makes all the difference. If you read trash, if you swallow too much negativity, your life will be full of information but lacking in true knowledge. Knowing who Miley Cyrus is dating, whether or not John Edwards has fathered a love child, or how many affairs Tiger Woods has had will not further your personal or professional life. In fact, it very well may stunt it.

Yet, still, too many people believe that what they know is good enough and what they don’t know is not important.

Satisfied With Your Opinions

Are you satisfied with your own opinions? Do you feel that no one could change how you feel about a

particular subject? Do you think you’re right most, if not all, of the time? There is nothing wrong in being self-assured or self-confident, but there is a problem with becoming unmoving or frozen in your ideology and business sense.

Being an entrepreneur and owning your own business takes a large amount of egotism. This is not a bad thing—you have to think highly of yourself and believe in what you are doing to own your own business. But you also have to be willing to change your ways and opinions when needed. What I have learned overtime is to surround myself with gifted people who are capable enough to speak up with good ideas and fresh opinions. *I’ve* been smart enough to listen. Being open to changing your mind about a direction in your business doesn’t make you a flip-flopper, it makes you smart.

Content With Your Knowledge

Last year, I brought on a consultant. Mark Anthony advises speakers worldwide about not only their speaking style, but also their business’s direction. Booked solid for basically the rest of his life, he finally relented to my constant badgering and made me a client.

Since I hired him, he has come into my office and critiqued both my speaking abilities and my managing style. Did I tell him to get the h@&% out when he was done, or did I take the information to heart and implement the changes? I did the latter. I will be the first to tell you that I don’t know everything, but I’m extremely excited to learn as much as possible in my lifetime.

Contentment is Overrated

This may seem like a stretch, but contentment isn’t really all that. I know that many people believe that the ultimate goal of one’s life should be contentment, but this can get a little bit tricky. If you are content with your knowledge and you’re done learning, then you might as well give up the ghost. The world is full valuable and life-altering information and you can always learn from a situation. You never have to stop having those exciting breakthroughs if you keep your mind open to discovery.

So, step out of your comfort zone, force yourself to learn new things, and **INVEST IN YOUR EDUCATION**, it’s really your only sole (soul) possession!

The Power of One Hour

Time is money, and wasting time is like wasting money.

Time is a fixed medium. We cannot change the fact that there are exactly 24 hours in a day with 365 days in a year. What we can control, however, is how we manage those hours.

Unfortunately, at times most of us, myself included, are poor-supervisors of time. The human race as a whole is easily distracted, side-tracked, or prone to day-dreaming. We're unfocused about our work, and often find something more appealing to do than put our nose to the grindstone. However, all you need is an hour a day to get ahead of the pack.

Sometimes Accomplishment Only Takes One Hour

Many people think accomplishment takes time, but what if I were to tell you that sometimes all it takes is an hour here or there. I

have students who work on their House Scouting in this manner. They understand the power of one hour and how uninterrupted focus can produce a job well done and a paycheck well earned.

Taking an hour to create and mail or email a letter to prospective clients can yield several leads that will amount in dollars gained rather than wasted. Instead of passively watching T.V., you actively participate in creating a future for yourself and your family—and it only took an hour! The power of that one hour means meat on the table and a sense of pride in a job well done.

Taming of the Scatterbrain One Hour at a Time

Many of us feel like we're getting a ton accomplished because we're multi-tasking. We do a little of this and a little of that and at the end of the day that's all we have accomplished—a little of this or a little of that. If you focus on one thing,

one hour at a time, often you'll experience a higher rate of completion. The best thing to do is pick a few tasks to finish in a day's time. Focus on those goals and don't allow the seeds of distraction to take root.

LOOK MA, NO HANDS!

How do you do this? With a plan. Some of us, again me included, think spontaneity or improvisation works the best. We think we're somehow freer this way. However, without a good plan and a desired outcome, we've shackled ourselves to failure. The hours in your day will be spent more wisely, if you have a goal and a well-drawn out map on how to achieve that goal. Break it down into hours and days. Give it reasonable time frames and give it time to work. "Look MA, No Hands" only works on bicycles...don't try it with your business. Your future, your time, should always be a hands-on, focused effort.

A wise person does at once what a fool does at last. Both do the same thing—only at different times.

- Lord Acton, British Historian

Step Seven:

Persistence in Your Goals

Roadmap to Abundance

When I tell my students to write their five year plan, more often than not, they come back to me empty handed. When I ask them “Why they didn’t do it?” their response is often flecked with excuses like:

“I didn’t have time.”

“I started it, but couldn’t finish it.”

“My dog ate my homework”

Okay, so I’ve never really heard the last one, but I might as well have. You see, it’s not really a matter of not enough time, but a matter of giving into the “Enemies” of Making and Achieving Your Goals. There are 3 of them: Paralysis, Procrastination, and Purposelessness and they all have one thing in common: Hopelessness.

Paralysis:

Many things can cause this reaction. Fear of failure or fear of success. Feeling overwhelmed by the thought of mapping out the next five years of your life, or distrusting your abilities to accomplish such lofty ambitions. Many people are paralyzed by the unknown, and unfortunately this inactivity renders them absolutely useless.

Procrastination:

Everyone is a victim of procrastination’s charm. “Why do it today, I’ll just wait until tomorrow” and when tomorrow becomes today, the task is again moved to tomorrow. Unfortunately, as Victor Kiam, once put it, procrastination is “opportunity’s natural assassin.”

Setting goals takes time and focus and achieving those goals takes determination, purpose, and ongoing perseverance.

President John F. Kennedy said it this way, “There are risks and costs to a program of action, but they are far less than the long-range risks and costs of comfortable inaction.”

Purposelessness:

If your main goal is to make it through the day, collect a paycheck every two weeks, and someday retire, your life is ultimately without purpose. Human beings **NEED** worthy objectives. We need to be propelled by a purpose that heats the blood and get’s the heart ticking.

By going through the exercises in this session, you can find out what

drives you, which will force you into action and eliminate your tendency to put things off for another day.

In the same vein, I believe that determining your goals and ultimately achieving them can be done by employing three opposing actions to these common enemies.

Progress:

Once you act, and begin to see the fruits of your labor, the positive feed-back loop will encourage you to continue moving forward. Mapping your progress gives you hope, vision, and ultimately a sense of self-worth and accomplishment.

Perseverance:

Setting and achieving a goal is an exercise in perseverance. Everyday, you must set aside time to attend to it, sculpt it, and revamp it.

Purpose:

For a goal to reach its crowning achievement, it needs to be purpose driven. Don’t work toward a goal that someone else hoisted on you. It must revolve around you, your wants, and your values. In other words, **Do what YOU are!**

S.M.A.R.T Goal Setting

Specific
Measurable
Attainable
Realistic
Time-based

Specific: You need to be able to answer all the questions below.

- Who needs to be involved to make this a successful enterprise?
- What do I want to accomplish?
- Where do I need to be, or where will I end up?
- When will it be accomplished?
- Which items will I need to accomplish it and what constraints will I have to get around to achieve success?
- Why do I want to accomplish this goal? What is the purpose and the benefit?

Measurable: Make sure you establish concrete criteria for measuring the progress toward attainment of your goal. Measuring your progress is an excellent way to stay on track and reach your target dates. As you see each milestone completed, you become more motivated to continue to the next one and then the next.

Attainable: When you identify goals that are most important to you, you begin to figure out ways you can make them come true. You develop the attitudes, abilities, skills, and financial capacity to reach them. You begin seeing previously overlooked opportunities to bring yourself closer to the achievement of your goals.

You can attain most any goal you set when you plan your steps wisely and establish a time frame that allows you to carry out those steps. Goals that may have seemed far away and out of reach eventually move closer and become attainable, not because your goals shrink, but because you grow and expand to match them.

Realistic: To be realistic, a goal must represent an objective toward which you are both *willing* and *able* to work. A goal can be both high and realistic; you are the only one who can decide just how high your goal should be.

Timely: A goal should be grounded within a time frame. With no time frame tied to it there's no sense of urgency.

Few things are impossible to diligence and skill; great works are performed not by strength but by perseverance.

- Lord Acton, British Historian

Eliminating the “Can’ts” From Your Language

Procrastinating your goals, or writing them off completely as unobtainable, will destroy your ability to be successful. Avoiding the language “can’t or never” will help keep you on the straight and narrow path to accomplishment.

The Procrastinator’s Common Diversions

Avoidance Actions:

This is when you find other things “you HAVE to or WANT to do” other than what you’re supposed to be doing.

- Housework
- Napping
- Watching T.V.
- Cooking
- Shopping
- Exercising
- Surfing the Internet
- Other Work
- Hobbies

Finding active diversions, even when they seem innocuous, may block the anxiety, self-doubts, anger, or boredom that may be associated with your goal, but they also block your ability to progress toward achieving your goal.

Avoidance Mental Actions:

These are things you tell yourself to rationalize why you won’t or can’t work on your goal.

“I’ll do it tomorrow” or “I work best at night, so I’ll do it then.” You’ve said you will do it “eventually” so now you can enjoy a guilt-free activity.

“I’d love to go on a vacation to Europe, but I’ll never make enough money to afford it.”

Here are some ways you can stop the procrastination that’s keeping you from your goal.

1. Stop looking at your goal like it’s an insurmountable mountain. Chop it down to smaller molehills to scale and give yourself a realistic timeframe to accomplish it.
2. Eliminate “can’t” and “never” from your daily speech.
3. Understand that you don’t “have to” watch that show on T.V. or wash the dishes right now. Keep your focus on your goal.
4. Make detailed plans for achieving both short- and long-term goals.
5. Don’t avoid the task. Get it done and I guarantee the sense of satisfaction will trump the fleeting “joy” of doing something else.

Setting Goals in Time Increments

The importance of goal setting can not for an instance be over-emphasized. Unfortunately many people do not put much stock in the action. This is obvious by how many people are wandering aimlessly from one job to another or one task to another.

Follow these steps to set your goals:

1. Make sure your goals are realistic but challenging.
2. Set goals in 90-day, 180-day, 1-year, 3-year, and 5-year increments.
3. Use the following chart to write down your goals, and then figure out how you're going to achieve them.

	I will have accomplished:	What habits in time management or behavior will I change to accomplish these goals:
By Day 90		
By Day 180		
By Year 1		
By Year 3		
By Year 5		

Goals Check

If a goal is not written down, it's only a wish.

1. Put your name, the amount you wish to receive, and the date you want to receive it by on your Goal Motivating check.
2. Place your check in a prominent place where you will see it every day. Do not take it down until the date or goal has been realized.
3. Every time you look at your check, visualize, believe and feel that you have the money now!

Print out the check, fill in your name and the amount you wish to receive.

	Dominating Thoughts Bank Unlimited <i>Your Dominating Thought is Your Future Reality</i>	
	REMITTANCE ADVICE— <i>Be Positive</i>	Date: ___/___/___
PAY _____		\$ _____
TO THE AMOUNT OF _____		DOLLARS
		YOUR SIGNATURE HERE: _____
This is not an instrument subject to article 3 of the UCC By signing, I guarantee I will achieve this goal!		www.imthesolution.com
⑆ 234 26 789⑆ 234 26 789⑆		

The Hypothesis Exercise

Here's a "what if" exercise. It will help you understand your values, your present situation, and your future aspirations.

Exercise One: The Million Dollars Giveaway

If I was given a million dollars today, but had to spend it immediately, I would buy the following ten things. Remember, you must buy stuff with it. You can't invest it in stocks or put it in the bank. List ten things that you truly want.

- | | |
|----|-----|
| 1. | 6. |
| 2. | 7. |
| 3. | 8. |
| 4. | 9. |
| 5. | 10. |

Exercise Two: Long lost friend

You come across a good friend today. You lost contact with this friend and haven't seen him for three years. Both of you are delighted to see each other again. He says: "I haven't seen you for three years! How are you doing recently?" You answer his questions:

I live in (town, city, village): _____

The car that I drive is: _____

I am making a living by (job title/job role): _____

I am earning \$ _____ (per year): _____

My hobbies and interests are: _____

I have given up/I have taken up: _____

Since I've last seen you a new skill that I have acquired is: _____

My partner is: _____

The Hypothesis Exercise

Exercise Three – Charity Giveaway:

If I had \$100,000 to give to a single charity I would give it to: _____ . Why?

Exercise Four: The last time I felt...

The last time that I felt success was: _____

The last time that I did something that I really, really didn't want to do, but did it anyway, was:

The last time I felt truly happy was: _____

The last time I felt truly at peace was: _____

The last time I felt really proud of myself was: _____

The last new skill that I developed was: _____

The last time that I felt totally focused was: _____

Exercise Five – “I am financially free”

You have won the lottery and acquired millions and millions of dollars. You don't have to worry about bills, loan repayments or other payments. Picture this incredible wealth. Now, what are you going to do? How are you going to fill each day?

Step Eight:

**Cha-Ching—Payday
is Everyday**

Structure Your Own Pay

The beauty of being a house scout is the flexibility, as well as the incredible opportunity:

- You can do property scouting as a full-time profession, work with several investors at a time and earn a happy return.
- You can do it part-time, whenever you have free time. An extra \$500—\$1,000 every now and then is worth the rather small amount of time and effort it takes to find promising real estate deals.
- You can do it as a sideline to your current profession. If you're a mortgage broker, real estate agent or in a related industry, opportunities will come across your desk on a regular basis. Opportunities you can make a killing on.

Do it right, and you'll work with multiple investors at the same time. It takes no more work, effort or time.

The best part is you'll understand the wants and needs of each investor and be able to tailor your property scouting activities accordingly. You'll be able to find them the exact property that they're sure to jump on.

***“Money was never a big motivation for me except as a way to keep score.
The real excitement is playing the game.”***

- Donald Trump

What to Include in a Packet

When submitting a package to the investor, you should know exactly the criteria that they are looking for.

Overall, a property package should include the following :

- Large photos of the property (including the front and back yards, if possible)
- Personal notes about your visit to the property
- Physical address
- MLS #
- Zillow.com estimate printouts
- Contact information of the homeowner
- Time and day of the auction
- Information obtained from county records office about liens and other issues with the property

The more information you can provide the more invaluable you become to your clients. If they see you took the time and made the effort, the finder's fee will be an investment to them and they'll continue to work with you down the road.

IMPORTANT: You'll want to make sure that your contact information is consistently available within the packet, so that you get credit and the finders fee for the home once it is purchased.

Who Is Lee?

Lee A. Arnold's desire to reach the heights of financial freedom has allowed him to discover unique investing methods and innovative strategies that many other real estate investors have no idea about. One of those is loan modification. Through hard work, in-depth research, and years of full time investing, Lee truly has found the golden key to unlock the door to financial success with Loan Modifications, short sales, hard money, and foreclosure deals.

Featured in Forbes, the Boston Globe, Market Watch, Business Week, and Reuters as a leading foreclosure expert, Lee Arnold has built a personal fortune on investing in real estate, and specifically in short sale and foreclosure transactions. With years and years of “practice-makes-perfect”, Lee has mastered the fine art of real estate. As a national speaker and renowned author, he has armed real estate investors with these hard-earned secrets and time-tested strategies and now he wants to share them with you.

Over the past several years, Lee has generated millions of dollars in personal wealth and is known as one of the foremost experts in the foreclosure, loan modification, and hard money industry. His goal is to help other investors discover the same success with loan modifications as he has found and experience the joy of a truly rewarding career.



**LEE ARNOLD
PRESIDENT OF I'M
THE SOLUTION,**

*"I'd rather be a could-be if I cannot be an are;
because a could-be is a maybe who is reaching for a star.
I'd rather be a has-been than a might-have-been by far;
for a might-have-been has never been, but a has-been was once an are."*

~ Milton Berle