



**Family Therapy
Personal and Executive Coaching
Professional Speaking**

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Top 10 Tips for Real Estate Investors

1. Always allow the seller or contractor to be the first to name a price for anything. Whether it is a purchase price or repair cost let them state the first number, you might be surprised how they under value their property or service. Follow up their price with a gentle, "Is that the best you can do if I can pay cash?"
2. Find people with problems you can help solve, not properties. Create a win-win by taking property off their hands they can no longer afford or don't want, at a price that makes it appealing to you.
3. Join a Real Estate Investment Club and get a mentor. The amount you can learn from like-minded people, and from those who have already succeeded at what you want to do cannot be measured.
4. Hire competent professional help. Find a Realtor who understands investing and is open minded about negotiation and financing strategies. Hiring a Real Estate Attorney will save you time, money, and legal hassles. Good accountants pay for themselves in tax savings.
5. Study, study, study. Take classes sponsored by local Real Estate Clubs. Read or listen to self-help audiotapes on any topic that pertains to a higher quality of life, positive thinking, goal setting or building business skills.
6. Always get an inspection on any property you buy. Especially if it looks like a deal. **Always.**
7. Only pursue investments you enjoy. Money flows easily from projects and professions you enjoy. There is more than one way to develop passive income.
8. Pick one small area of town, and specialize in one preferred type of property (Ex. Single family homes, duplexes). Once you know the market for that area and the quirks of that type of property you can more easily expand to other markets.
9. Spend time with people who believe in you and what you are doing, your goals and dreams. Often this means developing new friends and business contacts, and limiting time with naysayers.
10. Don't try to do it all yourself! Whenever possible, pay others to do work for you that will cost you less than what you make per hour (Ex. Cleaning, mowing, painting). ALWAYS pay pros for electrical, plumbing and other specialties. Trust me, it will save you money, headaches, and perhaps lawsuits later.

**Want more? Join a Real Estate Investor Coaching Group!
Call Success Coach Andrea Bishop at (828) 687-9998**