

HOW TO MAKE IT WHEN YOU'RE CASH POOR

Strategies For Buying Real Estate With Little Or No Cash

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Main Theme

Anyone can still make big money in real estate with little or no cash down. The key is to create win/win situations for motivated sellers - they win by getting a problem taken off their hands and you win financially by being creative enough to see a solution to their problems.

There are far more opportunities out there to create this type of deal than anyone outside the real estate industry could ever have imagined. Real estate investment remains the safest, most secure and profitable way to go about building a fortune.

1. What Are You Waiting For?

Anyone who wants to can be financially independent within five years through real estate investment.

2. How To Eat A Cow

Start investing in real estate at a level you feel comfortable with, not multi-million dollar deals.

3. What You Need To Know About Real Estate

Real estate is still the only safe investment vehicle that can turn a small amount of money into large amounts.

4. What Kind Of Real Estate For You?

Raw land, single family homes, flats or apartments, shopping centers or commercial buildings.

5. Finding Your Investment

You are actually looking for the right kind of seller, not the right kind of property.

6. How To Talk With Sellers

Structure all discussions with sellers as problem solving sessions to create a win/win situation.

7. How Much Is A Property Worth?

There are no simple formulas. A property is worth whatever someone is willing to pay for it.

8. 21 Ways To Buy If You're Cash Poor

A check list of ways to structure a little or no cash down purchase arrangement.

9. Working With Lenders

How to talk with banks or other lenders to finance a nothing down purchase.

10. No Credit? What To Do

When you borrow from the seller, there is no need to worry about a negative credit history at all.

11. Structuring Your Offer To Stay Out Of Trouble

Make offers in writing to purchase real estate on terms that suit you. You can't tell unless you ask.

12. Trapped By A Balloon?

Avoid short-term balloon payments. Plan ahead wisely so you don't get caught out.

13. Understanding Rate-Of-Return

How to calculate your actual rate of return on real estate investment.

14. How To Retire Early

Generate \$50,000 per year through the smart use of lease-options on suitable real estate.

15. Instant Money Makers

How to convert any spare cash you have into wealth through using real estate investment opportunities.

16. How To Get A Discount From Sellers

Negotiate all the usual costs born by the seller out of the asking price for their real estate.

17. Investors Shouldn't Manage Their Property

Tips on how to avoid being tied up in the management of your real estate investments.

18. The Tax Man Cometh. So What?

Keep your money working for you in real estate assets rather than taking large profits.

19. What To Do About Rent Control

By anticipating, you can create a situation where rent controls will have no effect on rental income.

20. How To Get That Winning Feeling

Keeping yourself motivated and moving ahead in the real estate investment field.

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1. What Are You Waiting For?

Main Idea

Anyone who wants to can be financially independent within five years or less through investing in real estate.

Supporting Ideas

This is not a lazy man's way to wealth. It takes study, work and the application of spare time that might otherwise be frittered away or spent on leisure activities. However, there is no magic or mystery about the technique. It simply involves borrowing money to purchase real estate that will be worth even more money later on. And servicing the debt in the meantime.

To build wealth, you have to do things differently to how the herd operates. It requires you to follow new paths and new directions rather than plodding mindlessly onwards because that is what everyone else around you is doing. It requires clear thinking and the ability to make decisions coupled with resourcefulness and creativity. But the rewards are worth it.

Once you understand how wealth is created, you never lose your ability to create it. Safety is not in material things. It is a state of mind, and the knowledge to know how to achieve things no matter what conditions are around you. And the ability to apply your knowledge effectively.

Your biggest enemy in creating wealth through real estate is inertia. Whether or not you get out of a rut depends on how badly you want it. If your desire for happiness and financial freedom is strong, you'll stop making excuses and get to work.

A real estate investment program can be run in your spare time if you like - about five to ten hours every week. Remember, nobody else cares about you financially. The only way to make sure your income will continue into old age when you can no longer work is to take matters into your own hands and build wealth.

Here are your first steps in real estate investment;

1. Buy a simple, cheap diary and start writing down;
 - Your financial goals.
 - How much time each day you are spending on your wealth building program.
 - How many actual written offers to purchase real estate you have made each week.
2. Quit watching television completely. Promise you can start watching TV again when your net worth reaches a predetermined level.
3. Plan a reward for yourself. Pick something you have always wanted to do and decide for what achievement you can reward yourself that way. Then go to work.
4. Don't buy anything that depreciates in value. Rent or lease things for the period you need them rather than buying them. Save all your cash for investment in assets that will appreciate in value.

2. How To Eat A Cow

Main Idea

Start real estate investing at a level you find comfortable and go from there.

Supporting Ideas

If someone gave you a cow and told you to eat it, you'd think they were crazy. However, if they gave you a couple of steaks at a time, over a period of time you'd happily eat an entire cow.

Approach real estate investment with a similar frame of

reference. Don't try and take on complex deals right from the start (eating an entire cow). Instead, start with investing in houses and build up from there. In reality, you can do extremely well sticking to purchasing houses alone, and may never desire to go into investment in other types of real estate. You will be surprised how easy it is and how little capital can actually be required to commence real estate investment.

The good thing about real estate is there is no such thing as standard practice. Many people looking at real estate simply assume you have to have at least 25% deposit and make regular payments to purchase a house or other piece of real estate. In reality, there are no guidelines whatsoever. Whatever a buyer and a seller agree to as the terms of purchase are completely suitable and legally correct.

Never be afraid to make an offer on a property simply because it may be turned down. Also don't accept the advice of others who tell you the type of deal you are looking to structure is impossible. This includes brokers who are, after all, simply looking for the easiest way for them to get a commission out of organizing a sale.

You need to build a team around you of key people who can assist your wealth building efforts. This will include an accountant who understands what you are trying to do, a lawyer with experience in contract matters as they apply to real estate, bankers who have come to know and trust you, property appraisers or valuers you are comfortable working with and others as required.

3. What You Need To Know About Real-Estate Investing

Main Idea

Real estate is still the only vehicle that can take a few hundred or a few thousand dollars of your money and turn it into half a million in as little as five years, with a high degree of safety. Other enterprises may do this - sometimes - but they aren't safe. Real estate stays useful and valuable regardless of the economic cycle.

Supporting Ideas

There are numerous real estate investment areas, but the most accessible way is to buy good income property and hold it, letting the rental income make you independent.

The key to making money in real estate is borrowing. This is called leverage. The more you can borrow on a property, the bigger the return you earn on your money invested when the property appreciates in value. Borrowing for real estate is easy as the lender's money is secured by visible assets that can't be moved or hidden.

Every dollar of debt you are carrying today is a dollar of net worth increase in eight to ten years. As the rental income pays off your debts, it is also increasing your own net worth. If you can buy a property for little or nothing down, you are creating a situation where the maximum possible gain can come on the appreciation of your property. The actual percentage yield on your investment is directly proportional to the amount of your own capital tied up in the property in the first place. If you have no capital invested, the rate of return is accelerated.

You won't be able to negotiate a nothing or little down purchase with a seller who needs capital for buying their next house. However, if you keep looking, you will find people who are in a situation where they have to move on to something else who will be willing to let you purchase their property on your own terms - little or nothing down.

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