

Towards Wealth



JUNE 2017 NEWSLETTER:

Passive & Active real estate investing.

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Protest your property tax on line by 5-31-17

If you have not filed a protest of your property tax valuations it's time to try and save some money, the worst thing is they say no change warranted. Ask and you just might receive a lower valuation.

<http://www.bcad.org>

Homestead Exemption Form 50-114 Property tax exemptions are one of the most effective and simple ways to reduce property taxes. The Texas legislature has provided numerous property tax exemptions for Texas taxpayers. Exemptions for homestead, over 65, disabled, disabled veteran, and more. **Have you filed a exemption?**



Private lender loans Closed in May

My Company Gem Rentals LLC finances rental properties and

seller financed notes by borrowing from private lenders, people just like you, who use their IRA accounts or savings to earn 8% interest, secured with first lien mortgage notes. We closed on 4-private lender loans in June. Learn how to attract Private money for your real estate deals [More about Private Money](#)



Motivated Seller Marketing!

Join Our Mkt. Group!

I am looking for investors who would like to participate in a marketing group! Each participant will share in motivated seller leads. A financial commitment of \$500 a month is required. This group is limited to 10 participants. **Call** or E-mail Jim Glasgow 210-413-7230

Mobile Home Park Equity Investment Opportunity



Gem Rentals is putting together a Syndication of a Mobil Home Park (specific project to be determined), in the 1,000,000 to \$2,500,000 price range. The goal is to double the equity investors' investment in 5 years. We seek equity investors to raise \$500,000+. This type of project runs 5 to 7 years. Anyone interested in this type of project please contact me. This will be a member-managed LLC investment. * [More](#)



Mortgage Note Sold.

Texas Home Notes LLC, my note holding company sold a 10% mortgage

note to a private investor for their IRA

account. Attracting private money is a matter of being persistent, and having credibility and integrity. [More www.towardswealth.com](http://www.towardswealth.com)

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THE BIGGEST MISTAKE IN WHOLESALING

A LACK OF URGENCY

You get a call from your bandit sign, Craig's list ad or other marketing, you ask a few questions and then set the appointment for a few days out, or tomorrow.....**Even tomorrow is way too late!!!!**

THIS AFTERNOON IS TOO LATE!!! This seller called you from an ad on Craigslist, or a newspaper classified, he most likely called every other sign or ad he came across. Most sellers and most people, are not crazy. They know that the more people they contact, the better chance they have of getting the highest sales price.

Here is what you do:

1. You speak to the potential seller on the phone.
2. You get the necessary information using your seller lead sheet.
3. You tell the seller you are going to do some research and get back to them in the next hour.
4. You research the property online, by pulling comps and determining the ARV.
5. You decide, right then and there if this is a good opportunity for you.
6. You call the seller back and say, "Mrs. Homeowner, I did some research. Based on the information you've given me. I can offer you \$_____ cash for your house."
7. Get the house under contract. Set the appointment and go see the house when all the sellers are there.
8. Renegotiate if need be based on what you see when you get an appointment to see the house.

If the property is within driving distance, and the seller is home, you get in your car and drive there immediately. If the seller is not available, you find the best possible way to get your contract signed; go to their office, fax, e-sign, etc... **now**.

Getting an in-person meeting will greatly enhance your chances of getting the seller's signature on the contract. A verbal agreement to sell to you is of little to no value. It is much more difficult for the seller to change their minds, when you are standing right in front of them.

Without that signature on the contract, you have no legal right to that property, nor do you have any leverage whatsoever. Once the seller signs, legally he cannot sell his property to anyone else.

If you can't drive it over, and absolutely cannot fax it, you can email. If you do email the contract, make sure you put the contract in PDF format, so he cannot change it! The seller will have to print, sign, scan and email, or fax it back to you.

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Get **FREE** PDF Books Spend some time on the

Towards Wealth web site and look at all that is provided there for real estate investors and private lenders. Register for the monthly Investors newsletter

<http://www.towardswealth.com/jon-library/>

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FREE! Investors E-mail Group posts your deals. Join Today

This share group is for all Real Estate Investors in Central & South Texas. Post your real estate deals. 2 great wholesale deals and an equity investing opportunity where posted in May.

[More info](#)

- Post Your real estate wants
- Post Your real estate needs
- Ask the group a real estate related question or provide an answer.
- **Subscribe Here:** grouptexas-subscribe@yahoo.com

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Trying to decide what to do about your Real Estate investing?



We can help. Meet with us for a no-cost discussion of all the options. We will be pleased to go over all the options: Passive investing, Active investor, Simi-

passive, Note investing. If you just want to put your money to work earning 8% or more a year, or improve your retirement cash flow. Help with your current investments, or maybe even learn how to get wealthy as a real estate investor. Contact Jim: 210-413-7230 Edwardjim59@yahoo.com

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Towards Wealth Student Buys 2-rent houses.

One of our students attended our Real Estate investors training Seminar last August 2016, He took me at my word and went out and purchased 2 rent houses using FHA 4.5% financing. He has a positive cash flow on both deals. He plans to buy 2 houses a year for ten years He will be able to retire in eight years. Way to Go!

Suggestions – Articles?



Do you have any suggestions for this

newsletter or the web site? Would you like to submit a real estate related article for consideration? Please send suggestions, comments, send articles to edwardjim59@yahoo.com

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Real Estate Investors Meet-Ups



Meet other investors from beginners to old

pros, exchange cards and build your contact list. We hold 2 each month the 1st Wednesday is single family investing, The 3rd Wednesday of the month is Multi-Family investing.

Denny's 6801 Blanco Rd. at Loop 410. San Antonio, TX 6:00 PM until 8:00 PM Bring your Business Cards!

Next Single Family **Meet-up is June 7th**

Next Multi-Family **Meet-up is June 21st**

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** This is not an offer to sell or a solicitation of any offer to buy any securities. Offers are made only by Prospectus or Private Placement Memorandum, or other offering materials. To obtain further information, you must complete our investor questionnaire and meet the suitability standards required by law.*

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