

Towards Wealth



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September 2017 NEWSLETTER:

Passive & Active real estate investing.

Meet-Up Location Change!



We have moved the Real estate Investors Meet-ups to El Chaparral Mexican restaurant, 2838 N. Loop 1604 E. at Gold Canyon. The 1st Wednesday evening at 6:00 PM is residential investing, and the 3rd Wednesday evening is Multi-Family. We also need presenters to make 20-minute presentation so if you have an expertise or recommendation please e-mails me. We will be using the standard format of greeting, round table introductions of who you are, news, presenter, have/wants announcements round table, network and bring your business cards.

More Activity: Now that vacations are over and the political turmoil has died down a little people are starting to attend the real estate meetings around town again. I am seeing new faces of people interested in all aspects of real estate investing. Get out there and start attending meetings again.



NEW San Antonio Sign Rules are in effect

New San Antonio city sign rules call for a \$50 permit

for all signs placed in the public right of

away. The permit is good for one year, you need a permit for each sign that you place in the public right of way. The city has 8-sign inspectors out on weekend looking for signs without permit sticker. Permit information at <http://www.sanantonio.gov/dsd>



The #1 question we get is, How to Get Started as a Real Estate Investor?

Treat this as your get wealthy Business: If you are expecting real estate to provide your future wealth. Take it serious and invest your time now so you don't have to work later. If you work hard at it you can be rich in 5-8 years

Learn About the business: Learn the basics and the different investing strategies. Learn what is working in the current market. Mistakes are costly; learning saves you time and will help you reach your goals faster.

Stay engaged: Going to meet ups, take classes, meet other real estate investors to keep your head in the game and it will help you get richer faster. The pro's stay engaged.

Spend some time on the Towards Wealth web site, sign up for the newsletter.

Be persistent and intentional: Concentrate on finding motivated sellers and doing the basics. The key is finding motivated sellers and making offers. One day it will happen and one

day you will have a big payday, then you will be hooked. Don't stop before that day gets here. You can make yourself rich in real estate...the key is you must do it.

Real Estate Investing Strategies: There are several profitable methods to getting wealthy with real estate, learn about all of them, and then concentrate on one that fits your level of experience and your finances.

Don't forget the basics: Never stop learning, invest in you. Do marketing for sellers every week. Build your team of experts, build a buyers list of flippers and landlords, don't waste time on unmotivated sellers, stay engaged, have fun and get rich.

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FREE! Investors Have / Wants E-mail Share Group This share group is for all Real Estate Investors in Central & South Texas. Post your real estate deals. [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@yahogroups.com

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Multi-Family Real Estate Syndication

We are actively looking for equity investors for 2 mobile home park Syndications. This type of investing project runs for 5 to 7 years. Returns vary but the goal will be 12% to 20% per year

returns. Interested parties can email me at edwardjim59@yahoo.com or visit <https://www.towardswealth.com/mobile-home-park-investing/>

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Visits our web site



Spend some time on the Towards Wealth web site and

look at all that is provided there for real estate investors and private lenders. Check out the resource link. www.towardswealth.com

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Lien Waiver: Here is the text for a lien waiver. Every contractor and sub-contractor should sign a lien waiver before they start a job.

Waiver of Lien

On [DATE], [CONTRACTOR] entered into a contact to install a Radon Mitigation System at [PROPERTY ADDRESS].

In consideration of [PAYMENT AMOUNT], receipt of which is hereby acknowledged, [CONTRACTOR] hereby waives any rights to claim a mechanic's lien against the above-described property.

This waiver has been executed by [CONTRACTOR] and with full knowledge of the rights afforded him under the laws of the State of _____.

CONTRACTOR/COMPANY NAME

By: _____

Contractor Name, Title, address

Suggestions – Articles?



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

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Tips for Assigning Wholesale Deals Deals Faster



Techniques to Assigning Deals for More Profits

When I first started flipping properties, I assigned my deals to the first investor I could find not considering that it could be possible to make more profit. Now, that I have become more experienced, I selectively accept contract assignments.

Today I want to discuss how you should assign a deal to an investor the proper way for fastest results and many times larger profits.

1. Make sure the math is correct. When the market is appreciating you can use 60% to 70% of ARV less repairs. This will ensure your investor/buyer can still make a profit and be secure even if the market slips.

2. You heard it before... Location, Location, Location! Investors don't want to buy in war zones or areas where the future value won't increase. You need to ask each investor where they like to buy houses at, and keep a good DATABASE so you don't have to hunt down a buyer when you need one. This is why you should build your buyers list first.

3. Comparable Sales including sold houses (within the last 30-120 days), pending sales and active

listings. Use a half mile radius to start with and then stretch it out from there. Make sure you stay within 10% of the living square footage, 25% of the lot size and 10 years of when the house was built. Be prepared to share the comparables with your investor-buyer.

4. Accurate Repair Estimates. You have to do the estimates of repair cost. It will not help to cut corners. When your investor-buyer asks you about the repairs, you can explain how you came up with the repair list and cost.

5. Practice Makes Perfect. If you haven't presented an assignment to an investor, take the time to practice first. By the time you approach the investor-buyer your presentation will be polished and believable.

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Towards Wealth Real Estate Investing Radio Sundays 6:00 PM

Each Sunday evening at 6:00 PM until 7:00 PM The Towards Wealth Radio Show with Jim Glasgow & Sam Maropis will be **On the Air LIVE** on KTSA 550AM & 107.1 FM on the dial.



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Radio Show Sponsors wanted Call us and let's get your company on the radio

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