



Passive & Active real estate investing.



Money Saving Real Estate Secrets for Buying or Selling:

Investors money saving ideas or Why didn't think of that?

- I saved \$900 just by asking "If I paid the loan off in the next 30 days would they give me a discount"?
- When financing VA use a lender or loan broker that does not charge for VA non-allowable. If selling and the buyer wants, you to pay for VA non-allowable, say NO! the buyer can change lenders to one that doesn't charge for non-allowables.
- When Buying a new home or existing home use a Real Estate agency that pays a rebate back to you, the buyer. For example, I give back ½ to 1% of the selling price of the home to the buyer. On a \$200,000 home that's \$2,000 in your pocket.
- Use a lender that offers a finance rebate, you could save anywhere from \$5,000 to \$10,000 on this one. Always compare rates, but it does work. Some loan brokers offer this rebate, if you need a referral, call me.
- When buying a new home use a real estate agent, it cost you nothing and gives you someone looking out for your interest not the builders. The home



builder charges the same with or without you having an agent, now use that rebate agent and save money too.

- When selling property and you have used your life-time home sale IRS tax exclusion, try a using a 1031 exchange to delay IRS taxes that would be due on the sale. If the sale is not your home than always use the 1031 exchange rule.
- If you own a small business do not RENT your place of doing business, buy a building to run your business in. Most of a small business's value is in their real estate. A business is easier to sell when it has real estate because the buyer can get a loan much easier to buy it. If you own a business this is important for the businesses future sale value, and thus your retirement.



- Always ask for seller financing when buying real estate, most people don't ask, that is a missed opportunity.
- When selling consider financing your buyer, for all or part of the sales price. The interest rate you charge is often higher than you can get on savings account.
- If you own a business borrow against your real estate not the business assets, interest rates are lower, and the loan term can be longer then on a business credit line or almost any type of business loan.





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For dates & times

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Very few new mobile home parks have been built in the last 30 years. A whole host of events, occurring over a long time, combined with some Mis-

perceptions about mobile homes and mobile home parks have caused this decline. These events include government programs that lowered down payment requirements on conventional homes, and cities discouraging mobile home parks by restricting zoning, a disparity in home finance interest rates that favored conventional houses, plus a whole

generation of people who know nothing about mobile homes. **Read More at** <https://www.towardswealth.com/mobile-home-park-investing>.



One investor got a private loan and another Investor sold his wholesale

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In everything we do attitude sets the level of our success. If you know you can do something it is easy. If you feel you deserve something you tend to go and get it. This reflection of your attitude works in making yourself rich too. It also works in reverse. If you feel you are not deserving, it inhibits your actions.



If you pre-suppose that you are **intelligent**, you will be more intelligent. If you pre-suppose that you are **capable**, you will be more capable. If you pre-suppose that you are **worthy**, you will become worthy. If you pre-suppose that you **can**, then you will. If you pre-suppose that you are **essential**, you will be considered essential by others. If you pre-suppose that you are **entitled**, you will be more forceful. If you pre-suppose that you are **deserving**, you will be more likely to acquire that which you seek.

If you at first convince yourself, it is easy to convince others. This works because as you become to believe in you, your confidence level increases and people assume that you are correct. You thus achieve your desires. You set the stage in everything you do; effort and attitude will take you there. It is an adventure, one that you deserve.

You must first convince yourself. Over and over, you repeat, I deserve, I will, I can. Use post it notes, put little notes everywhere, on your mirrors, in your car, on your computer... where you see them during the day everyday...worthy, intelligent, capable, deserving, I am essential, ..it won't happen until I do it.

I choose to take the calculated risk, to walk the path least trodden, to dream and to build, to learn and inspire, to venture forth and prosper, to forsake security for the chance at opportunity, and not be numbered among those weak and timid souls who have known neither victory nor defeat.

And the riches will come!

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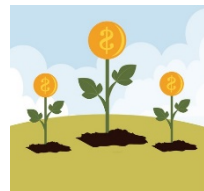


Towards Wealth Radio
Real Estate Investing
Sundays 6:00 PM

Each Sunday evening at 6:00 PM until 7:00 PM The Towards Wealth Radio Show with Jim Glasgow is **On the Air LIVE** on NEWS TALK KTSA 550AM & 107.1 FM.



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This month's Vendor Recommendation;

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REAL ESTATE INVESTOR WEALTH TRAINING SEMINAR

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