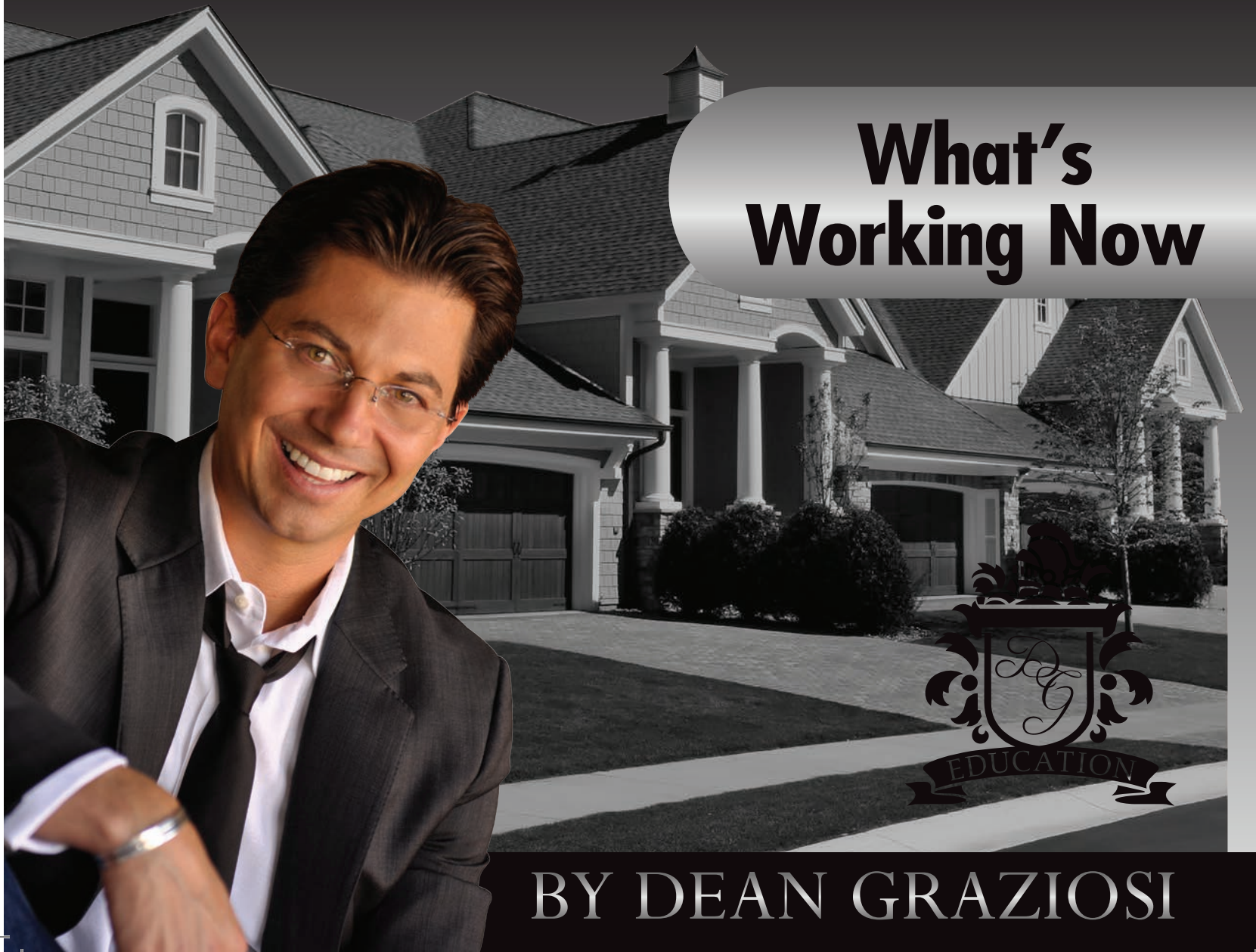


# Profit From Real Estate **RIGHT NOW**

**What's  
Working Now**



BY DEAN GRAZIOSI

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## *Congratulations!*



I want to be the first to congratulate you on your first step towards profiting from real estate right now. In this home study course, you are going to learn how you can make money in any real estate market. There are easy techniques for understanding the various real estate cycles which I will show you in this course. There is a fortune to be made in real estate, whether the market in your area is falling, flat or booming. The best part of this home study course is that you don't need a lot of money or experience to get started. Real Estate is easier than you think. This home study course will show you what to do, when to do it and how to do it.

This is a hundred times easier than you could ever imagine, and I'll be with you every step of the way to show you exactly how to do it. Everything that you will learn is from my own experience. I have been completing real estate transactions non-stop for more than 20 years and have generated millions of dollars because of it. I believe that if my methods can work for me, they can work for anyone; including you. My real estate methods have worked for stay-at-home moms, secretaries, state workers, computer technicians, hospital workers, construction workers, landscapers, teachers, janitors and car mechanics. Each and every one of them came from different backgrounds, but they all shared one thing in common; they decided they were sick of the rut they were in and gave my real estate investing techniques a try.

Right now, you may be where these people once were. Now is the time to take action. Let me show you how to use real estate investing to achieve the life you've always wanted. It doesn't matter where you live, what you do for a living, or what your background is. All that matters is your own desire to get more out of life.

To your success,

A handwritten signature in black ink that reads "Dean Graziosi".

Dean Graziosi

# Introduction

In this home study course, I'm going to teach you exactly how to invest in real estate. I do have to warn you that it requires time. The good news is that I'll tell you exactly how to do it and what to do. I'll even show you shortcuts to help you get started investing like a real estate pro. I will show you how to find, evaluate, and analyze properties. I'll lead you through a process that will allow you to understand real estate as a whole. By the time you finish this home study course, you will know more about real estate transactions than most people out there already making money. Keep in mind, you don't have to learn everything from scratch like I did. You will be using my proven time-tested real estate methods. I will also show you how to establish a team of professionals who can act as advisors in real estate transactions: real estate agents, home inspectors, appraisers, accountants, CPAs, bankers, property managers, attorneys, insurance agents and contractors. Although we are all responsible for our own decisions, I will show you how to best utilize the strengths of your network of professionals and I will show you the qualities I look for when I am selecting my team.

In addition to real estate investing, I'll also show you how to embrace change and make it something you look forward to instead of fear. This is in the mindset section. You will love the new outlook you can gain from these simple mindset techniques, and they will help you eliminate the fear of change in your life forever. Now, let's examine why we should invest in real estate.

## Why Should You Invest in Real Estate?

There are several advantages to real estate investing. Listed below are just a few of them.

- You can get started right way at no cost.
- You can get started in your spare time and then decide to go full-time later if you want.
- You can get started where you live.
- You can make a little money or a lot. The only person setting limits on how much you can make is you.

- It's not just an investment; it's a wealth-building strategy that lets you leverage your money – or lack thereof – to gain the advantages of a higher-priced investment at a fraction of its actual cost.

***“But only millionaires can afford to be real estate investors...”***

Some of my students start out with some misconceptions about real estate investing. There are people who believe that only millionaires can afford to invest in real estate, therefore they can't do it and won't be successful at it. I believe that is incorrect and this is why I believe it is wrong:

- **You can start now.** You don't need to get a license or long years of training. You can get started right now and I will show you how.
- **You can get started with no money down.** What other type of investment enables you to potentially earn thousands, hundreds of thousands, or even millions of dollars without risking a penny of your own money? If this sounds impossible or unbelievable; read on. I will tell you exactly how to do it!
- **Everyone can do real estate.** It does not matter on your the location, weather, or time of year that you decide to start investing. There are ordinary people every day who buy and sell real estate all the time. Why can't you do it?
- **There are huge profits in real estate.** One real estate transaction can earn as much in profits as most people make in a full year. Think about it: would you rather work all year for the same amount of money you could make in a smaller amount of that time?

***“Where am I going to get my initial down payment money?”***

Another concern I noticed students having is, “Where am I going to get my initial down payment money?” I want to let you know that I have dozens of creative methods, developed over twenty years of investing, to get you started with little or no money of your own. Many people think that it takes money to make money! This is untrue. You can invest in real estate without risking a single penny of your own money. I know this may sound too good to be true. However, it's not. One of the best ways to avoid losing money investing in real estate is to start with as little

money of your own as possible. Ultimately, success in real estate investing depends more on the amount of knowledge you apply and less on the amount of money you invest.

## Overcoming Fear

Another concern is the fear of the unknown. I have learned that you can start to eliminate fear by using your fear and turning it into your strength. For example: if your fear tells you that real estate is too complicated or hard to understand, then great! I recommend using examples of student success to overcome that. Any time your fear tells you that you can't do something, use that as motivation to learn even more. This helps the reasoning behind your fears melt away. Your fear is doing nothing more than trying to protect you; so use it to your benefit! Your fear might be telling you that you can't make money investing in real estate. I will show you exactly how you can succeed so all you need to do is set the fear of lack of money aside. Your fear may come from a lack of resources, so I'll show you everything I know. If there is anything you don't understand, ask questions from other people. We have a hotline of professionals who can help you. Just keep searching for answers so that you can keep moving forward. Do not let fear paralyze you — let fear motivate you!



## Recipe for Success

Over the years, I have discovered that success is like a recipe. If you use the same ingredients and follow the same step-by-step instructions, you will create the same results like anyone else. In this home study course you will have the ingredients to overcome anything: to embrace the complete unknown and to accomplish your dreams using the strategies and in the mindset section. You just may need to wipe away those fears and obstacles and find the inner you that deserves to resurface.

## It's Time to Change for the Better!

If you feel your job isn't the best it could be, then it's time to change. If you are not happy with your house or car, it's time to make a change. If your relationship isn't the greatest it could be, it's time to find a new relationship or change the way you



behave. Here's a secret when it comes to change—everyone is afraid of change. Courage comes from going through with change. Courage develops as we accept change and adapt to it.

Change will happen. It's not something that you can stop so you might as well learn to embrace it. If you do absolutely nothing, the world around you changes anyway and ultimately forces you to change.

## There is Never a Wrong Time to Buy Property

There is rarely a wrong time to buy property, and I'll show you how to make money whether the real estate market is falling down, shooting up, or doing nothing at all. The secret to my real estate techniques isn't timing. It's about applying the appropriate property strategy to maximize your profits...no matter what the real estate market is doing.

I am confident that you can be successful at real estate investing if you follow my techniques. I have noticed that when you study successful people, you'll find one common thread to their success—they have a passionate commitment to achieving their goals. When you combine passion with goals and a solid program to guide you, fear takes a back seat to desire to achievement. You provide the passion and dream and I will provide the plan to show you how to get there. This course will give you the tools that you need to get started. You just have to promise me that you'll take action. Your first deal could be just weeks away. So, let's get started!

\* \* \*





## **CHAPTER 1**

# **Getting Started Now**



## Chapter 1

# Getting Started Now

*In Getting Started Now, you will discover:*

- ▶ *Basic steps to buying and selling real estate*
- ▶ *How to make money before signing a contract*
- ▶ *How to use a real estate agent to buy property*
- ▶ *Where to find properties, negotiate the price and find the money to pay the owner*
- ▶ *The real estate professionals you may need on your team*

## Steps to Buying and Selling Real Estate

**T**wenty years ago, if someone would have given me this information; I might have avoided major mistakes and made a lot more money. I've been lucky enough to lose money on only one or two real estate deals. Until I learned about real estate cycles, I often bought and sold at the completely wrong time. Through my experience, I have found to be successful in life – use a contrarian's approach: Think differently and do things that other people don't do.



In other words, I learned not to follow the crowd. For example, when people were sleeping in, I got up early. What I teach is not the latest sexy glitz you see splashed across the internet, but are tried and true methods and techniques which have worked for me and thousands of my students.



In real estate, I try to make my money before I sign a contract to buy a property. How do I do this? It's simple, make sure you get to know as much as you can before you commit your time and money to any investment. Before investing, I look at the property's pros and cons. I analyze how I'm going to make my money on the property

before I buy it. I need to identify clearly when I will sell the property and what I need to do with the property before I sell it. I also like to have a backup, just in case my original plan doesn't work the way I intended.

If you do your homework and don't necessarily follow the crowd, you will achieve more success in investing than you ever could dream possible!

**There are three basic steps to buying and selling real estate:**

### **Buying**

1. You need to find a property to buy.
2. You need to negotiate a price with a seller.
3. You need to find the cash to pay the seller so you can legally take over the property.

### **Selling**

1. You put your property on the market to make it available to buyers.
2. You negotiate the price with a buyer.
3. Wait for the buyer to give you the money.

When you think about buying and selling real estate, it is really no different that buying or selling anything else. Once you know the basic idea of buying and selling anything, you already know most of what you need to know to buy and sell real estate.