

Probate Investing Simplified

Generate a Never Ending
Stream of Motivated
Seller Leads

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S H A R O N & C O

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Why Probates?

One of the biggest problems facing real estate investors everywhere, is how to generate a steady stream of leads for their business. That problem is solved forever when you work in the niche of probates. Probates will continue to be one of the best sources of motivated seller leads for decades to come.

You will literally never run out of leads

They are not affected by market conditions or world events. However, the best part of all is that there is so much less competition. Hands down, they are the best source of leads on the planet!

What's So Special About Probates?

The thing that makes probates so attractive is that property in probate **MUST** be sold before the estate can be closed. This means that in most cases, they are very motivated sellers.

It's not a matter of *if* the property will be sold, but rather *when* it will be sold. These folks are especially eager to get rid of any type of distressed property. This includes any property that needs a lot of repairs and/or updates. The personal representatives don't have the time or money to invest in getting these properties ready to sell on the MLS.

The Opportunity

Real estate investors have a golden opportunity when it comes to working with estates. We get to help a lot of people that want a quick, hassle free sale of the property in probate and simultaneously build a successful probate investing business. (That's a win-win for everyone). Probates are especially appealing to investors for several reasons.

As I mentioned before, these folks can be some of the most motivated sellers you will ever find and here's why. Before the heirs can get their inheritance and the estate can be closed, any expenses and outstanding debts need to be paid. These expenses include actual debts owed by the deceased, as well as things like legal and funeral expenses. Any money owed to the creditors will be paid out of the estate which is why the property will be sold as part of the process.

Once that is taken care of, the estate will be closed. I'm sure by now you can see why these are such motivated sellers. They just want to be done with the "business" of settling the estate, get what's coming to them, and move on with their lives.

Stop Struggling to Find Leads Forever

Right now, you are probably competing with every other investor in your area for the same leads. If you're looking for leads on the MLS, you might have thousands of agents and investors looking at those same properties. In many areas across the country, the inventory is so low that there are multiple offers on each property. I don't know about you, but that's not my idea of fun. And... that's exactly why I love off market deals like probates.

What about those lists like absentee owners you can buy from list companies? Guess what? Your competition is mailing to those same lists too. They can be purchased with the click of a button, so they are easy for anyone to get.

Here's what makes probates different.

Probate leads are sourced locally. There are over 3300 counties in the US and the process for getting these leads is a little bit different in every area. Most of your competition is lazy, and they simply aren't going to do the work involved to get these leads. For this reason alone, there really is a lot less competition with probates.

What If...

What if you never had to compete with dozens of other investors for leads? What if 12 months from now you had a thriving probate business? Imagine for just a minute that you knew exactly how to generate these leads, the exact marketing pieces to use, and how to talk to these sellers so that you positioned yourself as the "go-to" person in your area?

That can be you.

Wouldn't it feel great to know that you had a new group of motivated seller leads coming in the door month after month, year after year, and that these leads would never be affected by the economy or world events? You bet it would.

Building a profitable probate investing business has never been easier. Be sure to get your sample probate letter to use for marketing to sellers on the last page of this Probate Investing Starter Kit.

Looking at the Opportunity Long Term

According to the CDC, there are just under 3 million deaths in the US each year. There are roughly 76 million baby boomers that were born between 1946 and 1964, and another additional 82 million people that fall into the category of Gen X. Those are folks born between 1965 and 1975.

In the upcoming years, there will never be a shortage of people that need to settle estates. This means investors will continue to be an important resource when it comes to buying unwanted property in probate. There will always be distressed properties in estates, and there will never be a shortage of people that need our help and our unique expertise to help them through this process.

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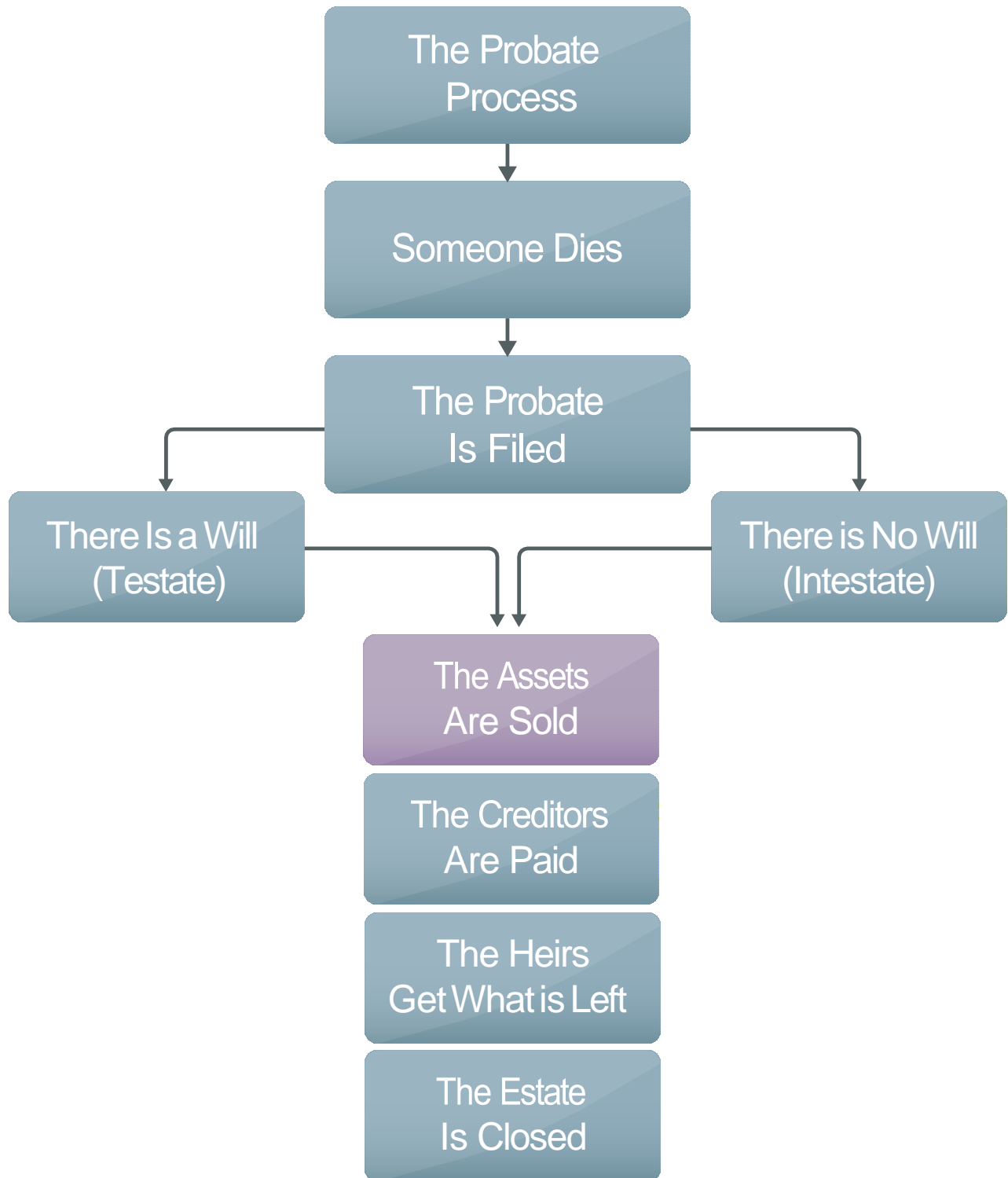
If you want to learn more about how to build a profitable probate investing business, please check out my course, Probate Investing Simplified here at this link:

<https://probateinvestingsimplified.com>.

You can become the probate investing expert in your area in just 6 short weeks!



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Probate Investing Roadmap - Quick Start Guide

Thanks so much for requesting my Probate Investing Roadmap. This roadmap will answer a lot of your questions, but I wanted to give you a little more information on how the exactly how this process works. Let's move on to the first step.

The Probate is Opened

Once someone passes away, the first step for the family will be to open the probate. This is typically done by an attorney since it is a legal process overseen by the court, however it can also be done by the family.

It's important to point out that in some instances, especially where there is no property in the estate, it may be classified as a small estate. Small estates don't have to go through probate. Probate can also be avoided through estate planning.

Executors and Administrators

Once the probate is filed, what happens next will be determined by whether or not the deceased had a will. If there is a will, an Executor will have been chosen by the deceased to carry out their final wishes. If there was no will, the court will appoint an Administrator. This person has the same duties and responsibilities as the Executor chosen by the deceased. Both of these people are referred to as the Personal Representative.

In each case, they are a trusted person that has a very specific job. Their job is to ensure that the property and other assets in the estate are distributed according to the wishes of the deceased (if there is a will), or according to state law (if there was no will).

The Assets are Sold

This is the part of the process investors are interested in. When can the property be sold? A common misconception is that the property can't be sold until the estate is closed. In reality, the opposite is actually true. In this stage of the process, the assets are sold and that includes any property in the estate.

The Creditors are Paid

After the assets are sold, the creditors are paid. This would include mortgages, loans, and any other outstanding debts or expenses incurred by the estate.

The Heirs Get What is Left

The final step before the estate can be closed is to pay the heirs. This is the part of the process that the heirs have been waiting for. After the assets are sold and all the debts are paid, they get what is left.

The Estate is Closed

Once everything is done, the probate attorney will take the legal steps to close the estate.

Final Comments

This is a quick explanation of how the probate process works, and it answers the one question an investor wants to know which is, "When can the property be sold"?

Probate is one of the most lucrative niches on the planet for investors. But at the same time, investors provide a valuable service to these families. They often find themselves stuck with an inherited property that needs a lot of repairs and updates and they can't afford to do. These folks are really happy when we're able to buy the property as is and solve this problem for them without a lot of hassle.

I Have One More Thing for You...

I have a sample probate letter for you to use in your marketing. The way you communicate with these sellers is so important. This sample letter has been updated, and it is the exact letter I use when I contact the Personal Representative.

Your Company Name
Your Address
City, State, Zip
Your Phone Number

Name of executor
Address of executor
City, state and zip for executor

RE: Deceased's Name
Home Address: Property address

Dear <Salutation>: (Executor)

It is my understanding that you have been appointed by the probate court as the executor or personal representative of this estate. I'm very sorry for your loss, and I understand what a difficult time this is for everyone.

The probate process can be confusing, and it's easy to be overwhelmed by the long list of things that you have to do to settle the estate. Since this includes selling any property in the estate, I want to let you know how I can help make this part a little easier.

I buy houses and other types of property from executors settling estates. I pay all cash, and I can close quickly or on a timeline that is convenient for you. A quick closing helps reduce many of the costs associated with settling an estate. If you need help cleaning out the house, we can do that for you too.

We buy property in its current condition, so you don't have to worry about making costly repairs and updates in order to list the property with a Realtor. When you sell your property to me, you won't have to list it with an agent and "hope" that it sells. You won't pay any commissions either.

A quick cash sale can help you avoid some of the high costs of utilities, up-keep, mortgage payments, taxes and other ongoing expenses. You can also avoid those high insurance premiums you have to pay on a vacant property too.

Please contact me if you have property you might want to sell, or you want more information about working with us. My goal is to make this difficult process a little bit easier for you. I am here to help.

You reach me by email at (your email) or by phone anytime at (502)000-0000. You can also fill out the convenient form on my website at (Yoursite.com) and someone will get back to you.

Sincerely,

Your Name
Your Company Name