

## **SPECIAL REPORT- Part 2**

### **“Who to Work With for Out of Town Purchases”**

- Partnering with local investors
- Setting up your own buying office in that market
- Buying through bulk reo programs
- Buying through a buying group, club who handles much of the logistics.
- Traveling there yourself to handle things is NOT recommended

Lets go through them one by one.:

And just incase you did not watch video # 1 on this topic, you'll probably want to after watch this one, cause we covered a bunch of other cool and relevant stuff on this topic....

#### **OK, THE 5 Who's of Investing out of town....**

**Partnering with local investors:** No different really than working with other investors in town, Key is just getting to know someone there. If you don't already know an investor who you trust and is willing to work with you this is probably NOT the first approach Id' try. Test the waters with other ways first.

#### **Setting up your own buying office in another town.**

This is big-time, expensive and you've got be well financed and have a rock solid system in place where you are first. Do not attempt this if you're not kicking butt where you are, doing 6-8 deals a month. It's an awesome strategy for the bigger players. I know plenty of guys who have set up shop in Florida, California, Vegas and other places knowing that the situation will turn and they're steadily buying up properties.

**Buying through bulk REO programs:** There are various ways to get bulk reo's but primarily its just a source of property, every thing else you're on your own. Great place for cheap properties, but NOT a standalone strategy.

**Buying through buying clubs, groups, tours, etc.:** This is a popular way to buy, because the well heeled organizations do EVERYTHING. The reason people buy through these types of groups is the expertise and work is done for you. However, beware, there are many of these that are incomplete.

Since this is where you'll probably start, Hers' the criteria you need to keep in mind when looking at various opportunities.

You know they'll be some fat cats out there promising you ocean front property at steep discounts in Arizona, so here's some very real guidelines....

**First a description of this type of operation:**

A club, group, speaker, etc. who has local ties to a good market. They set up buying tours where you can see properties at discounted prices and by buying through them, you're getting a lot of the expertise, research, due diligence, and leg work done for you.

Of course, they'll be some fees associated with this, but that's not all bad if they're COMPLETE and it allows you to leverage your time.

**If I was going to buy through a group, here's what I'd look for:**

- Have the provided sufficient due diligence proof of the market conditions?
- Have they proven sufficiently that there are buyers, renters and enough volume of sellers to make it worth your while?
- Will they handle the sales transactions completely for you without you being there?
- Will they arrange for and/or actually get the property rented and manager the rentals (for those buying rentals)
- Do they have proven system in place for Re-selling the property(necessary for the flips, not so much for the holds)
- Do they have a list of buyers in hand or proven that the market public are ready to buy your discounted property on the open market?
- Do they have people in place to immediately handle the cosmetic repairs to the house read to sell/rent?

**How they Get Paid...**

Finally, some companies will actually share in the equity with you. That's their true cut. This is also not a problem usually, as it tends to lower the upfront money you might have to come up with and it keeps them working harder since they have something to gain. I love performance based work like this.

Just know, when done right, your buying leverage, experience, knowledge and all the legwork AND, most often they've got an inside track on getting properties at dirt cheap prices, and so even know you may be paying a fee or sharing a little of the equity with them, you're often still better ahead, because they were able to get the property much cheaper than you could from out of town.

**Remember, buying** out of town is all about leverage, cashing in, it's not about more work for yourself. If its not easy, hassle free and you're not having FUN doing it I'd reconsider.

Norm Reid's Video Report Series on "How to Do Deals Out of Town"  
Full information on Norm's Blog: [www.20DealsAMonth.com](http://www.20DealsAMonth.com)

Speaking of FUN part of it, this is exactly why I like to look in areas that I'd like to go anyway...gives me a good 'excuse' to go there and write the whole trip off!!

Be diligent! Do your homework and start looking at some out of town opportunities.

Listen, one final thing...you may have some reservations or legal questions, or skepticism about the whole subject...I cant blame you.

There are about 3 pages of legal, money, trust, contract and other due diligence type issues you may want to consider to avoid some pitfalls along the way. As well as the items I just mentioned in a check list format.

I've taken the liberty to jot them down on a short 3 page dossier, totally free, look for them in Report Part 3 that will be out with video #3,coming soon.

Hey, hope you enjoyed and got some value from this stuff, post a comment and let us know. If you've not requested your free special report on this topic yet, fill in the information in the box and we'll send you a copy via email.

Enjoy!

Norm Reid

## **Should I Invest In Deals "Out of Town"**

What are the Pros & Cons? How Would I Go About It?  
Video Training Series by Norm Reid

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