

Abcs Of Property Management

Ken McElroy

Rich Dad's Advisors: The ABC's of Property Management Ken McElroy, 2008-09-12 So you've made your real estate investment, now the question is: How are you going to make it successful? Maximize its potential? Make it grow? One word: management. Hundreds of thousands know bestselling author Ken McElroy as a real estate investment tycoon. In his new book, he reveals the key to his success, exceptional property management, and teaches you its most important principles, showing you how to fundamentally succeed where others fail. THE ABC'S OF PROPERTY MANAGEMENT tells readers: How to decide when to manage your property and when to hire someone to do it How to implement the right systems and structures for your investment How to manage and maximize cash flow What to expect: a month in the life of an owner-manager How to find the right property manager (and avoid the wrong ones) How to assemble a superior management team.

The ABCs of Property Management Ken McElroy, 2015-03 So you've made your real estate investment...and now the question is: How are you going to make it profitable? How will you maximize its potential and make it grow in value? One word: Management. Hundreds of thousands know bestselling author Ken McElroy as a real estate investment tycoon. In this book, Ken reveals the key to his success: Exceptional property management. He teaches you the most important principles and keys to achieving success where others fail. THE ABC'S OF PROPERTY MANAGEMENT tells readers: How to decide when to manage your property and when to hire someone to do it How to implement the right systems and structures for your investment How to manage and maximize cash flow What to expect: A month in the life of an owner-manager How to find the right property manager (and avoid the wrong ones) How to assemble a superior management team

The ABCs of Real Estate Investing Ken McElroy, 2012-02-21 Outlines how to achieve financial independence and successful self-employment through property investment, discussing such topics as screening potential partners, utilizing research tools, and setting up maintenance and rent collection systems.

Rich Dad's Advisors: The ABC's of Property Management Ken McElroy, 2008-09-12 So you've made your real estate investment, now the question is: How are you going to make it successful? Maximize its potential? Make it grow? One word: management. Hundreds of thousands know bestselling author Ken McElroy as a real estate investment tycoon. In his new book, he reveals the key to his success, exceptional property management, and teaches you its most important

principles, showing you how to fundamentally succeed where others fail. THE ABC'S OF PROPERTY MANAGEMENT tells readers: How to decide when to manage your property and when to hire someone to do it How to implement the right systems and structures for your investment How to manage and maximize cash flow What to expect: a month in the life of an owner-manager How to find the right property manager (and avoid the wrong ones) How to assemble a superior management team.

ABCs of Buying Rental Property Ken McElroy, 2020-09-29 Many Americans dream of financial freedom, but they're stuck in dead-end jobs and don't know how to get there. You don't need to be one of them. If you invested \$35,000 in the stock market today, it could take 52 years for that investment to grow to \$1 million. But if you invested that same amount into one single-family \$140,000 rental property, it would only take 19 years. With just two rental properties, you could generate \$417,000 in profit in just 10 years. Skeptical? Good, because that's the first sign of a smart investor. This book will tackle that skepticism head on... and give you confidence and a path to financial freedom. THIS BOOK WILL TEACH YOU HOW TO:

- Secure your investment money
- Find your ideal market—and a positive-cash-flow property
- Efficiently manage your property
- Handle your record keeping
- Boost revenues and cut costs
- File your taxes using a step-by-step process
- Build your real estate portfolio

ABCs of Property Management Ken McElroy, 2014-08-26 So you've made your real estate investment...and now the question is: How are you going to make it profitable? How will you maximize its potential and make it grow in value? One word: Management. Hundreds of thousands know bestselling author Ken McElroy as a real estate investment tycoon. In this book, Ken reveals the key to his success: Exceptional property management. He teaches you the most important principles and keys to achieving success where others fail. THE ABC'S OF PROPERTY MANAGEMENT tells readers: How to decide when to manage your property and when to hire someone to do it How to implement the right systems and structures for your investment How to manage and maximize cash flow What to expect: A month in the life of an owner-manager How to find the right property manager (and avoid the wrong ones) How to assemble a superior management team

Summary of Ken McElroy's The ABCs of Real Estate Investing Everest Media, 2022-05-26T22:59:00Z Please note: This is a companion version & not the original book. Sample Book Insights: #1 Every business and every industry has people who seem to drip with success. They seem to know all the right people, make all the right decisions, and be in all the right places at the right time. But these successes are not the result of magic or luck. They are the result of hard work and preparation. #2 All you need to invest in real estate is a good deal that makes sense and solid financials. You don't need hundreds of thousands of dollars in the bank to invest in real estate, and you don't need millions. All you need is a good deal that makes sense. #3 There are thousands of people interested in investing in real estate, particularly when other investment vehicles, such as the stock market and bonds, are declining. Just look around at a Rich Dad Seminar. #4 While buying a \$2

million house may seem like a big leap, it is not as risky as it seems. When you buy a house or a condo and rent it out, appreciation of the property depends on the appreciation of the neighborhood. However, when you buy and manage commercial properties, such as apartment buildings, appreciation is based on the cash flow of the property itself.

Rich Dad's Advisors®: The ABC's of Real Estate Investing Ken McElroy, 2004-09-01 Want to get rich through real estate? Then you need The ABC's of Real Estate Investing. It's the definitive guide that will teach you how to find property, evaluate its worth, negotiate the deal and make money in the process. There are no 'get rich quick' tricks on these pages, just proven methods that deliver bottom-line profits and increased property values. -Ken McElroy, Real Estate Investor, Property Management Expert, Business Owner, and Author The ABC's of Real Estate Investing will: * Achieve wealth and cash flow through real estate * Overcome the myths that are holding you back * Find property with real profit potential * Evaluate a property and set your own purchase price * Negotiate the deal based on the numbers * Discover hidden profits in the properties you buy or own * Increase your income through proven property management techniques.

The Advanced Guide to Real Estate Investing Ken McElroy, 2013-11-05 If you're interested in real estate investing, you may have noticed the lack of coverage it gets in mainstream financial media, while stocks, bonds, and mutual funds are consistently touted as the safest and most profitable ways to invest. According to real estate guru Ken McElroy, that's because financial publications, tv and radio programs make the bulk of their money from advertising paid for by the very companies who provide such mainstream financial services. On the other hand, real estate investment is something you can do on your own--without a large amount of money up front. Picking up where he left off in the bestselling ABC's of Real Estate Investing, McElroy reveals the next essential lessons and information that no serious investor can afford to miss. Building on the foundation of real estate investment 101, McElroy tells readers: How to think--and operate--like a real estate mogul How to identify and close expert deals Why multifamily housing is the best real estate investment out there How to surround yourself with a team that will help maximize your money How to avoid paying thousands in taxes by structuring property sales wisely Important projections about the future of real estate investment

Global Master of Real Estate (Property) Investment Management Director Dr. MD USMAN CMgr DBA, PhD MBA, MSc, ITC, PgDPR, PgDHE, GMREIMD, 2023-12-26 Global Master of Real Estate (Property) Investment Management Director Become a Global Master of Property, Management, Investment Consultant & Director GMREIMD Discover the Power of Real Estate (Property) management and investment development. Navigating Global Real Estate: Learn the Secret to Property Investment Management in Key Global Markets 1. Real Estate Investment & Property Management 2. Global Markets & Portfolio Diversification 3. Rental Income, Wealth Creation 4. Market Trends & Regulatory Framework 5. Investment Opportunities & Retirement Planning 6. Asset Appreciation & Entrepreneurship 7. Tax Advantages & Mortgage Loans Designing and Author team 's acknowledgement: We would like to extend our sincere gratitude to all the individuals and

organisations whose contributions made this book possible. To our talented author, thank you for your dedication and expertise in creating insightful and valuable content for this publication. Your commitment to sharing knowledge in your respective fields has made this book a comprehensive and authoritative resource. We are indebted to the diligent editorial team, whose meticulous efforts ensured the quality and coherence of the book. Your keen attention to detail and expertise in the subject matter has been instrumental in shaping this work. Our sincere appreciation goes to the peer reviewers, whose thoughtful critiques and suggestions significantly contributed to the refinement and accuracy of the content. Your invaluable feedback helped elevate the academic rigour of this publication. We are grateful to the production and design team for their creative vision and diligent work in crafting an aesthetically pleasing and user-friendly layout for this book. Special thanks to our marketing and sales team for their efforts in promoting this book and making it accessible to readers worldwide. Your dedication to spreading knowledge has been instrumental in reaching a wide audience. We would also like to acknowledge our partnership with educational institutions, industry experts and libraries, whose support has helped disseminate this work to students, educators, and researchers. Finally, our heartfelt thanks go to the readers and users of this book. Your interest and engagement with the material inspire us to continue our commitment to publishing valuable Professional, practical, academic, and lifelong learning resources. Without the collective efforts of all those involved, this book would not have been possible. Thank you for being an integral part of our publishing journey. Every effort has been made to ensure that the information in this book is correct at the time of publication. The Author does not assume and hereby disclaims any liability to any party for any damage, disruption and loss caused by omissions or errors, whether such omissions or errors result from accident, negligence, or any other cause. Also, this book guides purpose or learning and improvement purpose only, before using or applying any strategic, guidance and directions mentioned in the book is only for learning and development purposes, you will be responsible for your own actions or ask or take permission from an accredited organisation, or regulated authority in your region or take opinion from an expert before applying any Tactics or strategies on yourself or others. After learning and reading from this book, Global Master of Real Estate (Property)Investment Management Director and Become a Global Master of Property, Management, Investment Consultant & Director GMREIMD. Discover the Power of Real Estate(Property) management and investment development. Navigating Global Real Estate: Learn Secrets to Property Investment Management in Key Global Markets.©2023. Preface Welcome to the exciting world of real estate investment management! This book is crafted as a comprehensive guide for individuals seeking to delve into the dynamic realm of property investment, spanning diverse markets across the United Kingdom, European Union, USA, United Arab Emirates, Saudi Arabia, Japan, Pakistan, Canada, Singapore, France & Australian Market, China, and Hong Kong. The global landscape of real estate offers both challenges and opportunities, and this guide aims to equip you with the knowledge and strategies necessary to navigate and thrive in these markets. In the wake of the COVID-19 pandemic and its profound impact on global

economies, the real estate sector has witnessed a transformative period. The challenges posed by the pandemic have compelled investors and industry professionals to adapt, innovate, and rethink traditional approaches to property investment. From changes in market dynamics to evolving consumer preferences, this book addresses the key shifts in the real estate landscape and provides insights into how investors can capitalise on emerging trends. The journey begins with a comprehensive introduction to the fundamentals of real estate investment management. From understanding the intricacies of property valuation to deciphering the legal and regulatory frameworks governing real estate transactions in different regions, each chapter is designed to provide a solid foundation for readers at various levels of expertise. One of the distinctive features of this book is its global perspective. Real estate is inherently local, shaped by unique cultural, economic, and regulatory factors in each market. Whether you are eyeing the vibrant real estate markets of Dubai, exploring the historic charm of European cities, or considering the robust markets of North America and Asia, you will find valuable insights tailored to the specific nuances of each region. Throughout the pages of this guide, we explore not only the challenges and pitfalls that investors may encounter but also the exciting opportunities that arise in the wake of change. From the resurgence of certain urban areas to the growing importance of sustainability in real estate, we delve into the trends shaping the future of property investment. As we embark on this journey together, I hope that this book serves as a valuable resource, empowering you with the knowledge and strategies needed to make informed investment decisions. Whether you are a seasoned investor or a newcomer to the world of real estate, the insights within these pages are crafted to guide you towards success in the diverse and dynamic landscape of global property investment. After reading this book, I will either become self-employed or work for any global property investment organisation as a Property Director. Wishing you a rewarding and insightful reading experience. Navigating Global Real Estate serves as an essential guide for investors seeking to expand their real estate portfolios across borders. By examining key markets in the UK, EU, UAE, KSA, Japan, Pakistan, Canada, China, and Hong Kong, this book equips readers with the knowledge needed to navigate the complexities of the global real estate landscape successfully. Back Cover: Global Master of Real Estate (Property) Investment Management Director and Become a Global Master of Property, Management, Investment Consultant & Director GMREIMD Navigating Global Real Estate: An Introduction to Property Investment Management in Key Markets Unlock the World of Opportunities in Real Estate Investment! Are you ready to transcend local boundaries and embark on a journey into the dynamic realm of global real estate investment? Navigating Global Real Estate is your essential guide to understanding and thriving in the diverse markets of the United Kingdom, European Union, United Arab Emirates, Kingdom of Saudi Arabia, Japan, Pakistan, Canada, China, and Hong Kong, Singapore, and Australia. Key Features: Comprehensive Market Insights: Gain a deep understanding of each market, from the regulatory frameworks to cultural nuances, and explore the factors influencing real estate trends globally. Strategic Considerations: Navigate the impact of Brexit, governmental initiatives, and economic

indicators that shape the landscape in each region. Investment Opportunities: Uncover unique opportunities and challenges in markets ranging from the stable Canadian economy to the dynamic real estate sectors of China and Hong Kong. Global Perspectives: Equip yourself with the knowledge needed to make informed decisions, diversify your portfolio, and capitalise on the interconnected world of real estate. Whether you are a seasoned investor or just beginning your journey, Navigating Global Real Estate empowers you to thrive in the ever-evolving global real estate market. Unlock the potential of international investments and secure your path to success. After reading this book, either become self-employed or work for any global property investment organisation as a Property Director.

inside of the book Table of Contents: 1. Introduction Understanding the Global Real Estate Landscape 2. Real Estate Investment in the United Kingdom (UK) and European Union (EU) Market Dynamics and Regulatory Framework Post-Brexit Impact and Emerging Trends 3. Real Estate Investment in the United Arab Emirates (UAE), and Kingdom of Saudi Arabia (KSA) and Qatar Opportunities and Challenges in the Middle East Cultural Nuances and Government Initiatives 4. Real Estate Investment in Japan/Singapore/ Australia Unique Characteristics of the Japanese Market Urbanisation Trends, Legal Considerations, and Cultural Influences 5. Real Estate Investment in Pakistan Emerging Sector Dynamics Regulatory Developments and Economic Indicators 6. Real Estate Investment in Canada/USA Stability and Diversity in the Canadian/USA Market Regional Variations, Demographic Trends, and Regulatory Frameworks 7. Real Estate Investment in China and Hong Kong Dynamics of the Chinese Real Estate Market Hong Kong's Unique Position and International Influences 8. Conclusion Navigating Global Real Estate: Key Takeaways and Insights Appendix Glossary of Real Estate Terms Additional Resources for Further Exploration About the Author Author's Background and Expertise Acknowledgments: I extend my gratitude to the individuals and organisations that contributed to the creation of this book. Their insights and support have been invaluable in shaping the content and ensuring its relevance to global real estate investors. Author's Note: As the author of Global Master of Real Estate (Property)Investment Management Director and Become a Global Master of Property, Management, Investment Consultant & Director GMREIMD Navigating Global Real Estate, my intention is to provide readers with a comprehensive understanding of property investment management in key markets. I encourage you to delve into the unique opportunities and challenges presented in each chapter and leverage this knowledge to make informed decisions in the complex world of global real estate. [Your Personal Note or Message to Readers] Please note that the above structure is a suggested outline and can be adjusted based on the specific content and focus of your book. Who is this book for? Target Audience: Global Master of Real Estate (Property)Investment Management Director and Become a Global Master of Property, Management, Investment Consultant & Director GMREIMD Navigating Global Real Estate: An Introduction to Property Investment Management in Key Markets is tailored for a diverse audience of real estate enthusiasts, investors, and professionals seeking to expand their understanding and capitalise on opportunities in the global real estate landscape. This book is particularly well-suited for: 1. Real Estate Investors: · Seasoned investors are

looking to diversify their portfolios across international markets. · Novice investors seeking a comprehensive introduction to global real estate investment.

2. Real Estate Professionals: · Real estate agents, brokers, and professionals are interested in understanding the nuances of global markets. · Professionals working in the legal, regulatory, and financial aspects of real estate.

3. Business Executives and Entrepreneurs: · Business leaders are exploring opportunities for real estate ventures and investments on a global scale. · Entrepreneurs are seeking insights into the potential of real estate as part of their investment strategy.

4. Academics and Students: · Real estate students and academics are looking for a practical and insightful resource on global property investment management. · Professors and educators are incorporating global real estate perspectives into their curriculum.

5. Government and Policy Makers: · Government officials and policymakers are interested in understanding how regulatory frameworks impact global real estate markets. · Professionals are involved in shaping policies related to international real estate investments.

6. Financial Advisors and Wealth Managers: · Financial advisors are guiding clients on portfolio diversification through real estate investments. · Wealth managers are interested in the global dynamics of real estate markets.

7. Anyone Interested in Global Real Estate Trends: · Individuals are curious about the interconnectedness of global real estate and the factors influencing market trends. · Readers with a general interest in investment opportunities and challenges in key global markets.

By providing a comprehensive overview and actionable insights, this book aims to empower a wide range of readers to navigate the complexities of global real estate successfully and make informed decisions in their investment journeys. After reading this book, either become self-employed or work for any global property investment organisation as Property Director. Who can get benefits and Why is IT good to have a real estate (property Business) Various individuals and entities can benefit from engaging in the real estate (property) business, and the advantages span financial, strategic, and personal dimensions. Here are the key stakeholders who can reap benefits and reasons why venturing into real estate can be advantageous:

1. Investors: · Wealth Creation: Real estate has historically been a reliable wealth creator. Property values tend to appreciate over time, offering investors the potential for substantial returns on investment. · Diversification: Real estate provides an opportunity to diversify investment portfolios, reducing risk by spreading assets across different asset classes.

2. Entrepreneurs: · Cash Flow Opportunities: Owning and renting out properties can generate a steady stream of income through rental payments, providing entrepreneurs with a consistent cash flow. · Tax Advantages: Real estate entrepreneurs may benefit from various tax advantages, including deductions for mortgage interest, property taxes, and operating expenses.

3. Business Owners: · Asset Appreciation: If a business owns its premises, it can benefit from the appreciation of property values over time, potentially enhancing the overall value of the business. · Stability and Control: Owning property can provide stability in terms of location and control over the business environment.

4. Developers: · Profit Potential: Real estate development projects can offer significant profit potential, especially in areas experiencing growth and demand for new properties. · Community Impact: Developers have the

opportunity to shape communities by creating residential, commercial, or mixed-use spaces that meet the needs of the local population. 5. Homeowners: · Equity Growth: Homeownership allows individuals to build equity over time as they pay down their mortgage and as the value of the property appreciates. · Stability: Owning a home provides stability and a sense of permanence, and it can be a valuable asset for financial planning. 6. Local Governments: · Economic Growth: A thriving real estate market contributes to economic growth by creating jobs, attracting businesses, and increasing property tax revenue. · Infrastructure Development: Real estate development often involves infrastructure projects that enhance the overall quality of life in a region. 7. Financial Institutions: · Lending Opportunities: Financial institutions benefit from providing mortgage loans to individuals and businesses engaged in real estate transactions, generating interest income. · Portfolio Diversification: Real estate loans can be part of a diversified loan portfolio, reducing risk for financial institutions. 8. Individuals Planning for Retirement: · Passive Income: Real estate investments, particularly rental properties, can provide a source of passive income during retirement. · Equity and Asset Preservation: Owning property helps preserve assets, and selling or renting out a property can provide additional financial resources in retirement. In summary, the real estate business offers a multitude of benefits, ranging from financial gains and portfolio diversification to strategic advantages and personal stability. However, individuals must conduct thorough research, assess risks, and make informed decisions based on their specific goals and circumstances. ©2023/updated 2025 Dr. MD USMAN CMgr DBA, PhD MBA, MSc, ITC, PgDPR, PgDHE, GMREIMD

The Advanced Guide to Real Estate Investing Ken McElroy, 2013 If you're interested in real estate investing, you may have noticed the lack of coverage it gets in mainstream financial media, while stocks, bonds, and mutual funds are consistently touted as the safest and most profitable ways to invest. According to real estate guru Ken McElroy, that's because financial publications, tv and radio programs make the bulk of their money from advertising paid for by the very companies who provide such mainstream financial services. On the other hand, real estate investment is something you can do on your own--without a large amount of money up front. Picking up where he left off in the bestselling ABC's of Real Estate Investing, McElroy reveals the next essential lessons and information that no serious investor can afford to miss. Building on the foundation of real estate investment 101, McElroy tells readers: How to think--and operate--like a real estate mogul How to identify and close expert deals Why multifamily housing is the best real estate investment out there How to surround yourself with a team that will help maximize your money How to avoid paying thousands in taxes by structuring property sales wisely Important projections about the future of real estate investment

Run Your Own Corporation Garrett Sutton, 2013-02-28 "I've set up my corporation. Now what do I do?" All too often business owners and real estate investors are asking this question. They have formed their protective entity - be it a corporation, LLC or LP - and don't know what to do next. "Run Your Own Corporation" provides the solution to this very

common dilemma. Breaking down the requirements chronologically (ie the first day, first quarter, first year) the book sets forth all the tax and corporate and legal matters new business owners must comply with. Written by Rich Dad's Advisor Garrett Sutton, Esq., who also authored the companion edition "Start Your Own Corporation", the book clearly identifies what must be done to properly maintain and operate your corporation entity. From the first day, when employer identification numbers must be obtained in order to open up a bank account, to the fifth year when trademark renewals must be filed, and all the requirements in between, "Run Your Own Corporation" is a unique resource that all business owners and investors must have. Rich Dad/Poor Dad author Robert Kiyosaki states, "Run Your Own Corporation is the missing link for most entrepreneurs. They've set up their entity, but don't know the next steps. Garrett Sutton's book provides valuable information needed at the crucial start up phase of operations. It is highly recommended reading." When "Start Your Own Corporation" is combined with "Run Your Own Corporation" readers have a two book set that offers the complete corporate picture.

The Social Capitalist Josh Lannon, Lisa Lannon, 2013-02-28 Social Entrepreneur is a book about how two ordinary people turn a huge social problem into a solution, not only for themselves but for thousands of others. From Nightclub Owner (Josh) and Law Enforcement Officer (Lisa) to Social Entrepreneurs of Journey Healing Centers (accredited private drug and alcohol treatment centers). They turned their lives around and are building businesses that bring families back together again (by using the Rich Dad principles). Businesses are evolving to a higher purpose, the why we do what we do. Like the movements across the world and in our own backyards (occupy wall street) people want purpose in their lives. They want to be a positive contribution. We are in the next Mega Trend of a social movement.

Veil Not Fail Garrett Sutton, 2022-04-19 "A concise but thorough introduction to strategically protecting personal assets from corporate liability." - Kirkus Reviews When a business owner or shareholder is held personally liable for a business's debts, that's called "piercing the corporate veil" - and it happens in nearly half of all lawsuits against single-member and small corporations and limited liability companies (LLCs). Garrett Sutton, Esq. is a corporate legal expert and the personal asset protection attorney for Rich Dad founder Robert Kiyosaki. In *Veil Not Fail*, he shares the critical information business owners, entrepreneurs, investors, and high-wealth individuals need to set up and maintain secure corporate entities to protect themselves from personal legal exposure. With case studies and clear legal guidance, Sutton will help make sure you and your business are not at risk. Learn how to: Protect your personal finances and assets from business attack Use corporate entities like LLCs and corporations to reduce your personal liability in the event of a lawsuit Stay above board and avoid sham and alter ego determinations in court Understand the rules and corporate formalities you need to follow to keep your legal entities in good standing *Veil Not Fail* is a straightforward guide to corporate governance and financial risk mitigation for anyone who owns a business, property, or other investments - or for anyone looking to. With his signature

candid and easy-to-understand style, Sutton gives you the information you need to better defend yourself and your company, and more importantly, reduce the risk of a lawsuit in the first place.

Team Code of Honor Blair Singer, 2013-02-28 Every great team, culture, society, religion or business that has endured time, adversity and challenge has always had one thing in common: a set of simple but powerful rules that govern the internal behaviors and expectations of that group. It is called The Code of Honor. We hear of these Codes when we think of things like The Ten Commandments, the Marine Corps or the Constitution. Yet if sales is the number one skill in business, number two has to be the ability to bring ordinary people together to build a championship team. This does not happen by chance or by the simple accumulation of talent. The Code is the core ingredient to creating winning organizations. The book is a step-by-step guide for any individual, group or company to actually create a Code of Honor specific to their team. The series is designed as a how-to” series to empower individuals to succeed in the world of business and finance. Team Code of Honor” is critical to this series because its processes bridge all facets of business, investment, entrepreneurship and even personal life. The book explains through graphic examples, stories and numerous case studies how a Code or set of rules is created, maintained, enforced and used for rapid and controlled growth of any entity. The book is designed as an operating manual for putting any business team together. It steps you all the way from properly choosing players, to creating the Code, to increasing performance and to winning. Each chapter gives the team specific assignments and examples so that by the time you have completed the book, your Code is in place and your team is operating at a true championship level.

Loopholes of Real Estate Garrett Sutton, 2013-08-06 The Loopholes of Real Estate reveals the tax and legal strategies used by the rich for generations to acquire and benefit from real estate investments. Clearly written, The Loopholes of Real Estate shows you how to open tax loopholes for your benefit and close legal loopholes for your protection.

The Art of Raising Capital Darren, 2014-06-10 There is no course that will teach you how to get the money you need to grow your business - and the people who do raise capital to build successful businesses often skip over that part of the story. This book shares knowledge and experience, from years of raising capital, to help entrepreneurs and real estate investors grow their businesses without leveraging everything they own.

Sales Dogs Blair Singer, 2013-02-28 The number one skill for any entrepreneur or business owner is the ability to sell. Why? Because sales = income. Yet, many fail financially not because they do not have great ideas or even good work ethic, but typically because they don't know how to, refuse to, are afraid to, or don't think it is important to know how to sell. SalesDogs was written as the very first of the Rich Dad Poor Dad “how-to” Advisory series to teach in a very fun and impactful way how to overcome the fears, the myths and the obstacles to selling your products, services or yourself. It then teaches a simple, time-proven process of selling that will generate great income in most any business. The reader will learn the five most important selling skills to master, how to overcome any objection, manage a territory and much more. The book

quickly de-bunks the idea that you have to be an overly aggressive “attack dog” to be successful. It uses the metaphor of “man’s best friend” to say that a great sales person is like a loyal, persistent and lovable canine. It stipulates that there are five different “breeds” or personalities of SalesDogs that can each make a lot of money by playing to its strength. You will learn how to identify, maximize and train to that strength and also how to teach others on your team to do the same. While the book is fun and engaging, it also dives deep into the personal development issues that block a person’s ability to generate income and how to overcome them. The book is perfect for first time salespeople, individuals who are uncomfortable with the notion of “selling”, those who need to train others to sell and those who want to simply get better quicker.

The ABCs of Raising Capital Ken McElroy, 2022-04-26 Raising money for real estate investments is both an art and a science. Ken McElroy's success in multi-family real estate development and investing is built upon knowledge and experience in understanding finance, the power of an infinite returns model and appreciation of how how to create value for all stakeholders in a project--from the investors to the management team... to the tenants. Ken's clear and no-nonsense approach to writing and decades of hands-on experience in raising millions from investors and negotiating billion-dollar finance packages with some of the country's largest lenders and capital firms gives readers unique insights into both strategy and process.

Return to Orchard Canyon Ken McElroy, 2019-12-10 Return to Orchard Canyon... a Business Novel... Unlike any other business book, Return to Orchard Canyon will get you thinking—and working—toward a future you once thought was just a pipe dream. This is the story of David Reynolds, his father Ron, and his daughter Meghan. Through these unlikely teachers you’ll discover a path to understanding the plight of modern-day life. A life you yourself may be living and questioning... So many people are feeling trapped and uncertain as their life unfolds. How exactly did your dreams pass you by? No matter who you are—how old you are or where you are in life—you can find that place of youthful energy and excitement again. It starts by returning to your own Orchard Canyon. Sometimes the best thing you can do in business and in life is to reinvent yourself. To go forward and embrace something new. Or... return to an earlier time and capture a dream that has eluded you. Sometimes that truth comes to you against your will. From unusual sources. When you least expect it. Destiny happens with or without your consent. Journey with us to Orchard Canyon, a real place tucked between the red rocks of Sedona, Arizona and the picturesque Oak Creek. Once there, you may discover that what was old is new and what you thought was impossible in your life can really happen. If you let it. Return to Orchard Canyon is a story that vividly captures the real feelings too many people have today. A sense of working for a paycheck, giving up their lives to make a living, and throwing any dreams they may have had aside as impractical, impossible. A trade-off... for survival. Return to Orchard Canyon dispels the myth that living means sacrificing and replaces it with the reality that our nation was built on the backs of dreamers who took risks. Why not you? Why not today? Why not return to your own Orchard Canyon. Inspiring and actionable, this book will

show you the way.

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