

***“The Attorney’s Secret Gold  
Mine: Probate Real Estate”***

***Part One***

***by Ron Mead***

This is the first of six parts of the mini-series that you requested entitled *“The Attorney’s Secret Gold Mine: Probate Real Estate”*.

Over the next few days, I’m going to lead you through a short but information packed six-part series on how you can get started in the undiscovered field of investing in Probate Real estate. My assumption is that you have some interest in real estate investing but you really don’t know much, if anything, about Probate Real Estate.

If that’s correct then I’m going to spend some time answering the questions I get most often, giving you a couple of case studies that I have experienced and showing you the first simple steps on how to get started. Sound good to you??

GREAT!! Here’s what we will cover:

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**Sweet Deal #1...**

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**“ Fix up or Blow up???”**

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Let’s get started . . .

**What is Probate and why do we  
look there for investment**

**Real estate?**

Probate is the legal procedure that is used to distribute assets and satisfy creditors when a person dies. Plain and simple, this is how we get rid of the stuff that someone owns when they die.

About 50-60% of the time, this involves real estate. Most of the time the heirs who have inherited the property either want to sell it so they can get the cash to divide amongst themselves or they must sell it in order to pay the debts of the person who has died... like back taxes or other bills.

Either way, it's a great opportunity for you. You've just found a **motivated seller....**and we all know, finding motivated sellers is the key to buying discounted real estate, don't we???

But here's the great part:

To the heirs, it's found money, they're getting it for free . . . They didn't work for it. Consequently, many are much more interested in getting some money now than all the money later.

Even more interesting is often times the heirs really don't need the money and quite frankly getting rid of another time consuming project (probate) is far more important than getting top dollar.

**WHAT AN OPPORTUNITY FOR YOU!!**

You can step in, help them out and also benefit yourself.

So can you see the gigantic opportunity if you could locate these people and let them know you might be interested in buying their property???. That's all you need to do . . .

**LET THEM KNOW YOU ARE INTERESTED!!!**

Do you think some of them might **WELCOME** you with open arms?

You bet they will . . . I know because I talk to them every day.

*As a sidelight, for those of you that have worked foreclosure as I have, did you ever use the word “Welcome” in relationship to your prospects???*

O.K. that’s what probate is and that’s why you want to look there for real estate bargains.

The next most frequent question I get is **“Can you give me an example of how this works?”**

You bet I can and that will be our topic for Part #2.

See you then,  
Ron

Ron Mead is the author of ***“31 Days to Profits in Probate Real Estate”***. He has been involved in Real Estate investing for over twenty-six years, working exclusively in the Probate field for the last six. For more information, please visit, [www.BuyProbateProperty.com](http://www.BuyProbateProperty.com)