## **How To Get Rich In Real Estate**

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How To Get Rich In Real Estate Get Rich In Real Estate This book will show you how to make MONEY. That's the only reason it was written. I assume you would like to get rich. If you roll up your sleeves and genuinely follow its clear directions, you will become a rich, semi-retired man or woman in 10 to 12 years. Sometimes the hardest thing to convince people of is the truth. In writing this book I have been acutely conscious, in advance, of the fellow who will inevitably pick up the book, glance at it, and sagely remark, "If he knows how to make a million, why doesn't he do it? Why does he need to write a book?" Then he will smile as if he was just too smart to be fooled, and had punctured the balloon with one thrust of his incisive perception. The answer to his natural question is in the book. You will read it and, believe me, you will know it is the truth. I hope you will follow its simple directions and make your million, too. It was written to show people like you just how to do it. Curiously enough, there ARE people who subconsciously do not want to get rich, even though they declare repeatedly that that is their one ambition. When you run across the fellow who will not even bother to read what this book has to offer, you will probably find that he is one of them. On the other hand, you are welcome to be skeptical, even doubtful, as long as you keep an open mind. That is a healthy attitude. All I ask is that you read, weigh what you read, and decide for yourself. You picked up this book for one reason. You hoped it would show how you could become wealthy. It was precisely because of this that I chose as my publisher the one which I feel is THE most respected the world over as a dispenser of authenticated facts. If you genuinely want to make your fortune, and are willing to read and absorb the contents of this book, putting its knowledge to work, you will one day count this moment, as you read this, the most momentous of your life. Robert W. Kent CONTENTS Chapter Page 1. How IT STARTED . . . . . . . . . . . . 1 2. FIRST BUYS . . ..... 5 3. FIRST BONERS ...... 8 4. LEARNING THE FACTS OF LIFE ...... . 11 5. DUMPING THE DEADWOOD . . . . . . . . . . 17 6. WHAT IS THE BEST BUY IN REAL ESTATE AND WHY . . 20 7. WHAT TO CHECK FIRST . . . . . . . . . 27 8. WHAT TO CHECK SECOND . . . . . . . . ... 32 9. WHY WE PREFER UNHEATED PROPERTIES ...... 36 10. THE TIME IS NOW ........... .... 41 11. ARE THERE STILL GOOD BUYS? ..... 50 12. How TO FIND THE GOOD BUYS ....

63 13. THE IMPORTANCE AND USES OF THE VALUE FORMULA 71 14. TYPES TO WHICH
THE VALUE FORMULA CAN BE APPLIED 83 15. FIGURING THE NET
92 16. BEFORE THE OFFER 103 17. FRAMING THE OFFER
110 18. THE OFFER
AFTER TAKING TITLE
NEW TENANTS
BENEFITS WHILE HOLDING 173 25. How TO SELL THEM 177 26. TAX
ANGLES IN SELLING

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