



Clark's LAWS PC

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The “Other Way” To Get More Deals

There's two basic ways to get more deals: 1. Go out and find more properties - marketing, networking, hitting the pavement, etc.; or (2) Make deals out of the properties you're already looking at. **There's no such thing as a bad property, only a bad deal.**

Most of our investor clients built their business the traditional way, that is: find a motivated seller, buy below market value, fix, and sell high. But our best investors are also very creative, and are always hunting for new ways to make money from otherwise unworkable deals.

This is not about spending a ton of time trying to make a deal where none will ever exist.

This is about having a process for analyzing otherwise dead deals, putting them through the creative lens before tossing them into the scrapheap.

The process we use for our clients involves taking a critical look at what the other side really wants, what they really need and then knowing what's possible (both legally and financially).

Some questions we look at during this process could include the following:

Does the seller need cash now, or can they wait to be paid over time? Does their mortgage need to be paid off, or can it be left in place for now?

What about your lenders? Is the loan-to-value ratio too high to get the money you need? Maybe your lender would consider a joint venture partnership?

You've heard of an owner's title policy, but have you ever heard about a contract vendee title policy? This is a policy that insures the deal at the contract stage rather than at the closing. If a seller needs the contract deposit before closing, something like this could make it work..

The fun part about real estate (other than making money) is the ability to be creative. As you get more experience, you'll see more and more ways these deals can get done. Then at some point you'll find a deal where you can do it differently. If you can't wait and want to get creative right now you either need to educate yourself or get someone with experience on your team. There are plenty of resources out there on creative real estate, and of course this type of analysis is an included service for our regular subscription clients.

You might not build a real estate investment career on creative deals, but if you can get another 3 or 4 deals per year from the stock of properties you're already looking at, then what's that worth to you?

*Attorneys for landlords
and active real estate
investors.*

LEASING & EVICTIONS

WHOLESALING & ASSIGNMENTS

FIX, FLIP & REDEVELOP

RESIDENTIAL BUY & HOLD

COMMERCIAL BUY & HOLD

COMMERCIAL DEVELOPMENT

PARTNERSHIPS & JOINT VENTURE

SYNDICATION

ASSET PROTECTION

REAL ESTATE LITIGATION

LAND USE & ZONING

*“I never made one of my
discoveries through the
process of rational
thinking.”*

Albert Einstein

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Ideas For A Better RE Investing Business

Looking Forward. It's easy to say, "I want to make \$300k in real estate this year." But to create a plan that works you also need the "how?" How much do you need to make per deal? How many deals do you need to do? Do the math. And if your goal still seems doable, then go for it. If not, then you need to adjust either the amount you will make per deal, or the number of deals. Seems so simple, right? It's no different than any other business, but if you don't do this homework, you'll eventually waste time looking at a deal that you should have passed on long ago.

Looking Back. Most successful investors I work with have a habit of setting aside time to look back at their operations either quarterly, or after each deal, and they write down the things that worked and the things that didn't. This data becomes the basis of their

next quarter's operations or deal. Beginner investors often think that they don't have the time for this, but by not setting aside time to critically review your operations, you're missing out on the real value of experience. That last deal, might feel like it went well, but digging into the specifics will almost always reveal valuable information that you'd never get from a book, coach or anywhere else. They say that experience is thing you get right after you need it. Well, when you get that experience, be sure to make the most of it.

Like these ideas? Want to get more? Shoot us an email at getmore@clarkslaws.com and let us know your name and whether you are a new or experienced investor. We'll add you to our [mailing list](#) and keep you updated with our latest ideas and war stories.

It's just an unbeatable value. I didn't see it at first, but as time rolls on, I make more money, and it's directly attributable to the strategies Jim recommended to me years ago.

- M. Wang, Forest Hills, New York (Residential Landlord)

More Info?

Interested in hearing more about us and if we might be a good fit you. Here's how:

1. Give us a call at the office at 631.669.6300 and schedule a call with Jim Clark.
2. Send me an email at jclark@clarkslaws.com.

CLARK'S LAWS PC focuses exclusively on representing landlords and active real estate investors. We help clients reach their real estate investment goals, and seasoned investors preserve and enhance their real estate assets.

James E. Clark, Esq. is the

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Jim Clark Family & Investment Update

An old mentor of mine said: *"I never throw away a deal file, because you just never know."*

There was a property I looked at years ago. A free-standing single-tenant retail building. It was occupied by a small alarm company. I was considering the property for the development of a gas station and convenience store. I planned to keep the alarm company in place while I awaited the approvals to develop the site. Unfortunately, the tenant wanted the property as well and was able to pay a much higher price as an owner-user. **I lost the deal.**

Heeding the advice above, I kept the file with my notes, analysis and the tenant's information, and then I moved on.

Years later I noticed the little alarm company was replaced by a large national chain. I didn't think much of it, until I read in a local paper about how that national alarm company was looking to divest all of its real estate holdings to focus on expanding operations. On a whim, I checked back to the old deal file, and I had the former tenant's cell phone number in there, so I gave the number a try. Turns out that tenant, turned owner was bought out by that national and was now an employee. He remembered me and gave me the contact information of the corporate officer in charge of real estate for the company. I gave him a call and a few days later we had a tentative sale -leaseback deal. I would purchase the property, and then lease it back to the national alarm company on a ten year lease. They'll pay a market rent, and it's all backed by a corporate guarantee from the national company. A solid tenant paying rent from day one, no renovations needed.

What a deal! I think back to those words spoken by my old mentor and give thanks.

