

Creating Wealth Through Self Storage One Man S Journey Into The World Of Self Storage

Fully revised and updated March 2017 What this book is NOT...Get Rich Quick, Instant Success, Shortcut to Internet Millions and the rest of the internet hype. What this book does, is show you how to expand your book profitability by learning to publish on many platforms to create independent streams of income. Your success is in your hands however I can show you how to streamline your success and open other avenues for you to explore! No long videos, no crappy bonuses that waste time, just focused simple to follow process to get your book in front of many people's eyes! Despite what anyone tells you it takes time and money to build a business no matter what. However you can optimize both by reducing operational costs whilst optimizing your time spent if you know what you need to focus on to get your own publishing business profitable. In this book I explain an easy to follow process that allows you to gain access to a myriad of advertising possibilities whilst focusing you on only the tools you need to make your own book outstanding, from text, to images to video. Master the art of successfully integrating these three components with simple direct website marketing techniques will propel you even beyond the so-called marketing gurus. Add to that fast focused video marketing; the results are truly remarkable. So don't waste your time on spot solutions go for the achievable goal of a streamlined efficient

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method of book publishing keeping everything that is
critical to your business within your control! Create
Income through Publishing An Author's Approach on
Generating Wealth by Self-Publishing

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Author Mitch Stephen has been a self-employed, creative real estate investor for over 20 years. He bought and sold well over 1,000 houses in his hometown and specializes in "The Art of Owner Financing." He has written two other books centered on his experience in real estate... MY LIFE & 1,000 HOUSES: Failing Forward to Financial FreedomMY LIFE & 1,000 HOUSES: 200+ Ways to Find Bargain Properties This book, MY LIFE & 1,000 HOUSES: The Art of Owner Financing, is an insider's look at a very powerful strategy for building wealth quickly. In this book you're going to learn... How to get paid to build your cash flow. How to generate cash flow without being a landlord. How to get paid six ways on your deals. How to recognize what properties are good to owner finance. How to make money on the properties that aren't good to owner finance. How to find private money for your deals. How to sell notes with little to no discount. ...and much, much more! Tired of being a landlord? Are you tired of all the late night phone calls about leaking toilets, busted hot water heaters, broken air conditioners, and on and on and on? If so, this book is a must read! For years the gurus of the day have been selling us the "Buy & Hold"

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myth. Most landlords have fooled themselves into thinking they're making money. Year after year would-be retirees have to postpone their retirement because the rental income they calculated on paper never makes it to their tax return. Mitch can show you exactly why this is happening and how to stop it from happening by using a strategy that is less known and grossly misunderstood. The owner financing strategy changes everything! Change your property's value. Change your community for the better. Change your buyer's life, and change your personal financial situation in the process. All kinds of doors open when we stop using broken down traditional techniques and start thinking outside the box. And best of all, 90% of the deals are done with none of your own money! The strategies in this book are mind-blowing! Mitch believes that real estate investing is a tremendous strategy for acquiring wealth. He has helped new investors find their place; He has helped veteran investors re-invent themselves by **BECOMING THE BANK!** For more information regarding online courses, group coaching, and full-on mentorship, visit 1000Houses.com or contact Support@1000Houses.com Make sense of international personal finance with expat-specific expert advice The Cross-Border Family Wealth Guide is the long-awaited financial handbook for cross border families, with expert insight from a financial advisor who specializes in expat issues. Whether you're an American living abroad, or foreign-born and living in the U.S., this book demystifies the complex issues surrounding the worldwide tax system, international information reporting, sensible investments, international

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real estate, and retirement planning. When your wealth crosses international borders, managing even the most mundane financial affairs can become wrought with time-consuming complexity; moving money, opening accounts, dealing with currency risks and translation, and setting up investments suddenly involves a whole new set of rules and regulations. Your 401(k), IRA, or annuity must be handled properly to retain certain tax benefits, and retirement planning takes on a brand new dimension of difficulty. This book shows you how to navigate the maze to make sure your money keeps working for you. Real world examples illustrate solutions to common problems, and real, actionable advice gives you a solid plan for your next steps. While personal finance management is rarely simple, the recent crackdown on tax havens and increased tax collection vigilance has made things even more difficult for cross border families. This book answers your questions, and shines a light on the way forward to long-term financial security for international families. Navigate the complexities of international taxation Get specific guidance on retirement planning Make sense of how real estate fits into your financial picture Invest appropriately to maximize growth for the future Manage your assets and tax benefits across borders With the right know-how, cross border professionals can make sensible investment and financial planning decisions, but credible guidance is rare and difficult to find. Simple and practical, with targeted advice, *The Cross-Border Family Wealth Guide* is the international family's solution for avoiding financial confusion.

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It's time to build your Legacy! Every day I'm asked how I scaled from flipping houses to coaching leading executives, to becoming one of the top self-storage investors in the past 50 months. So I put together a blueprint that simplifies & teaches you A-to-Z of storage unit investing. I've opened up my entire play book on how I've built my business, so you can buy buildings on your own, or we can JOINT VENTURE on deals together! Joe is a second generation builder and began visiting construction sites with his father, Rob, as a child. Since then, he's always had the urge to be involved in real estate and be building things. This led him to joining the US Navy Construction Battalions - The Seabees. After serving multiple tours and racking up numerous service medals, he decided to return home and start his professional real estate career. Joe has over 15+ years experience building and selling thousands of homes in the South Jersey area. Within this timespan, he has built himself an 8-figure real estate empire and has completed over \$100MM in real estate transactions. He has since transitioned this passion and wealth of real estate knowledge into building state of the art Self Storage Facilities across the country. Dana Cornell is a former Executive Director at Morgan Stanley, and a Forbes recognized financial consultant. During his time as a Certified Investment Management Analyst, Dana has allocated over \$1.3 billion to traditional and alternative investments. Aside from joining Legacy Developers, he has also started up Cornell Capital. His new practice focuses on helping individuals, small business owner's, and working professionals develop customized strategies

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to generate passive income and wealth accumulation via commercial real estate opportunities.

Creating Wealth Through Self Storage
One Man's Journey Into the World of Self-Storage
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How to Invest in Self-Storage is an easy-to-read book filled with self-storage information and advice that can be extremely valuable for anyone seriously considering the business of self-storage. Looking at the industry from its earliest beginnings to the market today, it examines not only the reasons to get into the business, but also the common myths that surround the industry as a whole, as well as a step-by-step guide for developing and/or acquiring a facility.

“This well-organized book shows what a typical life in real estate is like so that newcomers can decide whether the field is right for them. It also offers advice on how to grow real estate investments for people who are already in the industry. Poorvu includes a variety of real world stories about people and their career experiences to make for an interesting read with a practical edge.” –Publishers Weekly
“This new book by Bill Poorvu trumps any real estate book you’ve ever read.” –James Grant, editor of Grant’s Interest Rate Observer
There are plenty of “get rich quick in real estate” books. This is not one of them. Your guide, William Poorvu, is a lifelong real estate investor and consultant, and former head of the real estate program at Harvard Business School. Drawing on his personal

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experience—and hundreds of interviews with many of the most successful real estate investors and entrepreneurs—Poorvu illuminates every stage of your “life” in real estate: creating wealth, growing it, and managing it successfully. He reveals the milestones, pitfalls, and rewards associated with real estate investing, offering powerful insight into the challenges and opportunities you’ll face as you start out...scale up...ride the industry’s cyclical waves and then leverage, share, or pass along the wealth you’ve created. This book contains dozens of real life personal stories, hands-on checklists, and questions to guide your decisions...and it delivers unparalleled insight into how the real estate industry really works:

- Be strategic: choose your best route into the business Define your successful real estate career, and learn how to make it a reality
- Build your foundation: your first job, your first deal Spot a great opportunity to add value, and jump on it
- Scale up: build and sustain your success Hire a great team, manage them successfully, and find the capital you need to grow
- Survive the downturns: be flexible and nimble Recognize new realities, adapt to them, and uncover the opportunities they create
- Take stock: make the most of your success Balance your business, wealth, and family

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The greatest transfer of wealth in the nation and the world is now unfolding. Money is about to flow away from the financially uninformed and flow towards the financially well-informed in the years ahead.

Whenever governments start to dilute their money investors transfer their money into gold and silver. Although gold is a great way to preserve your wealth, it's silver you could actually make a fortune with. Protect your savings and create a substantial investment income every single month. Financial ignorance is the only reason you are not yet cashing in on the biggest wealth transfer in history. A Solid Method to Achieve Financial Freedom This book will show you exactly how to live and prosper by the new laws of money in the new economy. It will show you how to beat the new money thieves (Banks and Governments) at their own game while quietly profiting from the money meltdown that is now underway. We are approaching a monetary crisis of epic proportions never before seen. You are probably aware of the rising price of gold that's been going on for almost 10 years now. Most recently, gold started climbing with even greater speed.

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History repeats itself again and again. Whenever governments start to dilute their money investors transfer their money into gold and silver. Gold and silver have intrinsic value and will always prevail in any economy. Many financial experts predict that gold could at least double to \$3,000 . . . \$3,500 . . . and some say even \$5,000! But experts also predict the price of silver could rise seven to eight times its current value before hitting its peak. What most non-investors and investors – including yourself – probably don't realize is that although gold is a great way to preserve your wealth, it's silver that could actually make you rich! The price of gold has already risen dramatically, but silver is just beginning its parabolic climb. Over the last 9 years the silver price increased an average of 29% per year! Compare this to the stock and real estate market, which declined when adjusted for inflation. Nine Reasons Why Silver is a Unique Wealth Building Instrument Silver, like gold, has intrinsic value Silver has been in a commodity bull cycle since 2000 Silver is a safe hedge against currency inflation Silver is a security choice during times of financial crisis Silver is rarer than gold Silver is used in 90% of all electronics – and its mostly non-renewable Silver leasing – the scam will be exposed soon Silver investment markets are expanding thanks to the Chinese What You Will Learn From Building Wealth with Silver You will discover why the Federal Reserve was created

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and why you and I have been kept in the dark about its true purpose. You will find out why the U.S. dollar is quietly being destroyed without fanfare and the reason this process is being publically denied and covered up. Learn Why Silver is the Best Investment Opportunity Right Now. Get the facts on silver production and consumption, and all the details behind silver's projected five- to eight-fold increase over the next several years. Financial Education Is The Solution To Financial Freedom Discover the facts about our global banking and government system that will change the way you look at money forever. You will learn how to buy silver at the lowest price. Professional trading techniques that leverage and maximize your profit. Understanding how the money system works will give you financial freedom. During the next few years the global financial system will be restructured on a scale that has never seen before. There are a few opportunities for you to profit from it - silver is one of them. Special Bonus: This book also includes a \$200 coupon for the author's Wealth Building Course.

In a hot real estate and stock market, investors may be looking for new and innovative opportunities beyond the high-priced apartment buildings and buildable land. Self-storage facilities have the upside of being "fairly resilient through both economic booms and downturns," and capitalize on society's need to accumulate stuff, says Paul Letourneau,

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manager of commercial loan originations at Alliant Credit Union in Chicago. Selling self-storage for a premium is daunting competing for facilities with large, well-funded operators and REITS, but this book will guide you and provide the resources to excel. By the end of this step-by-step guide, you will possess the essential tools to effectively find, analyze risk, and compete with the larger players. You will not only have the knowledge to BUY facilities but BUY them in a way that fulfills your pre-determined parameters and business plan. The author, CCIM explains in detail how he did just that... even with very limited startup funds.

George Hedley, who turned \$2,000 into a \$50 million company in seven years, provides a perceptive new guide with a simple, real-world solution to running a business smoothly while allowing profits to flow in effortlessly. *Get Your Business to Work! 7 Steps to Earning More, Working Less and Living the Life You Want* uses tried-and-true methods to help fledgling business owners as well as seasoned ones who are just looking to increase capital and productivity. The book offers a step-by-step process to help small business owners get what they want: profits, wealth, and freedom. Hedley explains where owners go wrong at each stage while growing their companies and details steps in the book to show how to make the inner-workings of the business more predictable in order to eliminate micromanaging and allow for

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maximum profitability with minimum stress. *Get Your Business to Work!* identifies areas owners struggle in the most: • Trusting employees and forgoing micromanagement • Satisfying customers • Writing business plans and implementing systems • Marketing and sales • Pricing and achieving overhead and profit goals Most companies never get to the next level because the owner isn't willing to make the necessary changes to make it happen. Through sound advice, as well as interactive exercises, *Get Your Business to Work!* encourages readers to work toward financial stability and independence by setting clear goals and following through.

It's not all about the money; the key to true riches Leo Tolstoy said, "Nobody knows where the human race is going. The highest wisdom, then, is to know where you are going." Yet many today chase the false rabbits of success: status, luxury, reputation and material possessions. In the quest to "have it all," our lives often lack real meaning and purpose. *Beyond Wealth* is the antidote. New York Times bestselling author Alexander Green takes things right down to brass tacks: We are here for a short time. Knowledge is limitless. Therefore, the most critical knowledge is not any particular skill but rather wisdom about "how to live." Fortunately, men and women have had several thousand years to think about what it means to live "the good life." And the

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answers found here, from Plato and Aristotle to Mahatma Gandhi and Stephen Hawking, will both surprise and delight you. Beyond Wealth provides insightful commentary on the most important aspects of our lives: love, work, honor, trust, freedom, death, fear, truth, beauty and other timeless issues. The book is both a thought provoking read and the ideal gift, guaranteed to ennoble, uplift and inspire.

THE ULTIMATE BEGINNER'S GUIDE TO REAL ESTATE INVESTING IN THE POST-PANDEMIC ECONOMY INCLUDES 8 HOURS OF FREE ONLINE REAL ESTATE COURSES FROM THE AUTHOR + MULTIPLE FREE REAL ESTATE INVESTING TOOLS

Do you want to know to create passive income, build real long-term wealth, and achieve financial freedom all through real estate investing? Have you attended real estate 'seminars' with so-called 'gurus' only to leave with a hole in your pocket and still unsure of how to get started in real estate investing? If so, look no further than Real Estate Investing QuickStart Guide, the most comprehensive, practical, beginner friendly Real Estate Investing book ever written. Real estate investing, often considered the number one creator of lasting wealth in today's economy can be started with significantly less money, less time, and less expertise than most people imagine. In Real Estate Investing QuickStart Guide, author, best-selling course instructor, licensed real estate broker, and

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consultant Symon He lays out the simplest, most practical and most straightforward path for new investors eager to ink their first deals and start their journey to building a real estate empire. With over 300,000 students in nearly 180 countries, Symon knows exactly what new investors need to get right, what they should avoid, and how they can protect themselves from risk while breaking into the real estate market on their own terms. Symon's clear and casual writing style make the sometimes complicated world of real estate investing infinitely more approachable and understandable. No matter how much money you think you need, how much time you think it takes, or if you think all the "good deals" have already been snapped up, Real Estate Investing QuickStart Guide will show you that anyone can get started once they are armed with the knowledge contained in this book. Real Estate Investing QuickStart Guide Is Perfect For: - Complete newcomers to the world of real estate investing or anyone looking to create real, lasting wealth through real estate investing - Existing real estate investors who are looking to expand their portfolios and learn new way to create wealth through real estate - Anyone who has struggled to find success in the past with complicated books or expensive real estate programs and seminars Real Estate Investing QuickStart Guide Covers: - How to generate sustainable passive income through rental

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property investing - How to produce lasting profits through commercial real estate investing - How to complete profile real estate wholesale deals with little to no money - How to successfully 'flip' properties for quick & predictable profits - How to grow your income producing portfolio quickly with multifamily properties - How to create 100% hands-off income streams from indirect real estate investments like REITs Real Estate Investing QuickStart Guide Will Teach You: - The Secrets of Profitable Deal Making—Where to Find Deals, How to Structure Your Deals, and How to Avoid Losses - The Inner Workings of the Residential, Commercial, and Raw Land Real Estate Markets, Along with Which One Is Right for You - How to Use Leverage, Smart Financing Options, and Low Capital to Fund Your Growing Investments (No Math Skills Required) *LIFETIME ACCESS TO FREE REAL ESTATE INVESTING DIGITAL ASSETS* - Valuation, terminal value, and rental comparison worksheets - Advanced Rental Income Analyzer, Wholesaling Deal Analyzer, Symon's Exclusive Fix & FlipProperty Analyzer, and more! *GIVING BACK* ClydeBank Media proudly supports the nonprofit AdoptAClassroom

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quickly acquainted with simple strategies using mortgage investments to enhance your bottom line. Private Mortgage Investment cuts to the heart of successful mortgage investment, providing readers with a complete understanding of private mortgage investing fundamentals. It shows how to use direct investments, mortgage pool and investment clubs to get into the private mortgage investment business. As we move into the second decade of the 21st century, an increasing number of people just like you are discovering private mortgage investing. It's a basic, fundamental function of real estate finance that, with a focused effort and basic knowledge, has been demonstrated to be a safe and profitable industry for a growing number of investors who are either approaching or in retirement. "And do you know what? If you have ever owned a bank CD, or have a savings account or checking account, you have already been investing – but you have not received the benefits."

Why a solid mortgage is still the best foundation for building personal wealth The Little Black Book of Wealth Building Mortgage Secrets offers an insider's look at how home owners and first time buyers can increase their wealth without falling victim to shady brokers or bad loans. This book is full of real case studies, anecdotes, and firsthand stories, this informative guide offers indispensable advice to help every borrower build their personal wealth on a solid and reliable mortgage.

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The Roadmap for Success in Self Storage The business of self-storage has evolved over the years. What started as a mom and pop business in the 70s and 80s has become a truly institutional asset class with value-add and management opportunities not found in any other real estate investment. By the end of this step-by-step guide, you will possess the essential tools to effectively find, analyze risk, and compete with the larger players. You will not only have the knowledge to BUY facilities but BUY them in a way that fulfills your pre-determined parameters and business plan. Self Storage is a Great Investment Opportunity, you are worth grasping. If you are considering getting into the self-storage business, this book is a complete and straightforward handbook to serve as your starting point and is designed to take you from your dream to actual reality. This is your consolidation of information. You can be equipped and remain confident in your ability to own a self-storage business. This resource is also for folks who are already in the self-storage business and are looking for ways to expand, sell, or refinance. GREAT BUSINESSES OPPORTUNITY with minimal risk.

In a time when readers have experienced the transitory nature of the economy, Phil Callaway shares fascinating characteristics of truly rich people--characteristics that have

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nothing to do with money and everything to do with wealth. Readers will nod their heads knowingly, smile, and sometimes laugh out loud as they read about... The perils and joys of a SITCOM family (Single Income Three Children Oppressive Mortgage) Phil's new appreciation for his wife after a memorable "Mr. Mom" experience One family's surprising response when they are literally "creamed" by a dairy truck A lasting male friendship forged over an unlikely object--a lawnmower A startling phone call that changed Phil's life True wealth doesn't come with any material possessions. Through warmth and laughter, Callaway shows that the best things in life are not really things, after all. In this tough economic climate, readers may be surprised to learn that they may find real richness even in their own backyards. Going Public Can Also Mean Vulnerability to Rumors and Ruin -- Other Risks of Going Public -- Beware of Investment Bankers' Inherent Drive to Go Public -- Investment Bankers and Venture Capitalists Are Not the Same -- The Groupon Story: A Post-IPO Nightmare -- Lessons Reinforced by Groupon's Story -- Timely Liquidation Less Risky than Betting on Volatile Public Markets -- There Are Exceptions: The Nanophase Technologies Story -- Sale to or Merger with a Complementary Business -- Benefits of Being Acquired: The Cleversafe Story -- Issues to Consider Before Selling the Baby -- Truly "All's Well that Ends Well" -- Chapter 13: Interview with a Successful Entrepreneur -- Part IV: Looking Ahead: What's to Come -- Chapter 14: The Foreseeable Future -- The Case for Even Greater Innovation and Venture Capital Opportunity -- Technology Advancement-and Investment-Opportunities -- Artificial Intelligence: Computers Becoming Even More Integral to Our Lives -- Will the Computer Be Wise? -- Big Data and Predictive Analytics: The Why of Everything -- Biology as a Computer -- Nanotechnology: The Domain of the Very Small -- Robotics:

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Machines Come to Life -- Virtual Reality: The Unreal
Simulating the Real -- The Internet and the Coming "Third
Wave" -- Biomedical Advances through Information Flow --
Acknowledgments -- About the Authors -- Index -- EULA
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New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country. With award-winning writing and photography covering everything from politics and food to theater and fashion, the magazine's consistent mission has been to reflect back to its audience the energy and excitement of the city itself, while celebrating New York as both a place and an idea.

In Indian context.

The old adage of buy low and sell high works, but it is not that cut and dry in today's market. This is especially the case when self-storage is selling for a premium. It is daunting competing for facilities with large, well funded operators and REITS. This book will show you the three step process to successfully purchase self-storage today, even in large markets where the REITS are active, and provide all the resources you will need. By the end of this tutorial you will possess the essential tools to effectively find, analyze risk, and compete with the larger players. You will not only have the knowledge to BUY facilities, but BUY them in a way that fulfills your pre-determined parameters and business plan. Mark Helm, CCIM explains in detail how he did just that, and with very limited startup funds. As the economy improves and more people use self-storage, it is going to be more important than ever to know how to effectively compete with large well funded operators in purchasing facilities.

The go-to guide for smart REIT investing The Intelligent REIT Investor is the definitive guide to real estate investment trusts, providing a clear, concise resource for individual investors,

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financial planners, and analysts—anyone who prioritizes dividend income and risk management as major components to wealth-building. Later this year, the REIT industry will experience a watershed event when Standard & Poors creates a new Global Industry Classification Standard (GICS) sector called Real Estate. On September 1st, publicly traded equity REITs will be removed from Financials, where they have been classified since their creation in 1960, and begin trading as their own S&P Sector. This separation from banks and financial institutions already is attracting new investors, but REITs require an industry-specific knowledge that is neither intuitive or readily accessible to newcomers—until now. Using straightforward language and simple example to illustrate important concepts, this book will enable any reader to quickly learn and understand the lexicon and valuation techniques used in REIT investing, providing a wealth of practical resources that streamline the learning process. The discussion explains terminology, metrics, and other key points, while examples illustrate the calculations used to evaluate opportunities. A comprehensive list of publicly-traded REITs provides key reference, giving you access to an important resource most investors and stockbrokers lack. REITs are companies that own or finance commercial rental properties, such as malls and apartment buildings. Despite historically high total returns relative to other investments, such as the Nasdaq or S&P 500 index, most investors are unfamiliar with the REIT industry, and wary of investing without adequate background. This book gets you up to speed on the essentials of REIT investing so you can make more informed—and profitable—decisions. Understand REITs processes, mechanisms, and industry Calculate key metrics to identify suitable companies Access historical performance tables and industry-specific terminology Identify publicly-traded REITs quickly and easily REITs have consistently

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outperformed many more widely known investments. Over the past 15-year period, for example, REITs returned an average of 11% per year, better than all other asset classes. Since 2009, REITs have enjoyed positive returns; large cap stocks and cash are the only other classes that paralleled that record. Even in 2015, a 'year of fear' related to rising rates, REITs returned 2.4%, beating most all other asset classes. REITs have a long history (over fifty years) of performance, and are about to enter the big leagues. If you feel like you've been missing out, don't keep missing out. Prepare yourself, and your portfolio, to benefit from the demand for REITs that will follow the creation of a Real Estate GICS sector. The Intelligent REIT Investor gives you the information you need to invest wisely and manage your real estate risk effectively. By maintaining a tactical exposure in the brick and mortar asset class, investors should benefit from the information contained in The Intelligent REIT Investor. Join the REIT world and look forward to owning stocks that will help you to sleep well at night.

Gay Hendricks is a great role model for true success. He enjoys abundance and a deep connection with his own spiritual essence, and at the same time has lived for three decades in a thriving marriage. Now, he shows us how to do it for ourselves. Mark Victor Hansen, co-author of Cracking the Millionaire Code In The Big Leap, Gay Hendricks, the New York Times bestselling author of Five Wishes, demonstrates how to eliminate the barriers to success by overcoming false fears and beliefs. Fans of Wayne Dyer, Eckhart Tolle, Marianne Williamson, and The Secret will find useful, effective tips for breaking down the walls to a better life in The Big Leap."

Master the art of wealth building, and make money the way millionaires do! There are only two things millionaires have that you don't: wealth and the knowledge to build wealth. But

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that's all about to change. Thanks to "Millionaire Maker" Loral Langemeier, you can develop the same financial intelligence that millionaires use to create, grow, and sustain their fortunes. Regardless of your income—and in as little as one year—the exclusive wealth-building method in *The Millionaire Maker* can have you generating enough money to Quit your job and start doing the things you love Control and then eliminate your debt no matter how much you owe Live your life on your schedule—instead of your employer's Loral Langemeier has already shown thousands of people how to tailor her proven wealth-building program to their individual needs, no matter what their financial condition—and she can do it for you too. As a hardworking single mom, Loral developed a process of transforming her income into assets, and assets into income that in turn created even more assets—something she calls the Wealth Cycle. Using her program, you'll learn how to build your own continually growing cycle of wealth by Engaging in business ventures that generate passive income Substantially decreasing your tax burden Forming trusts, corporations, and partnerships to protect your assets and create a nonstop revenue stream You'll also gain free access to many of the resources and investment advisors previously available only to those who sign up for Loral's world-famous Live Out Loud (www.liveoutloud.com) seminars and workshops. To live the life you've always wanted, all you need is a sincere commitment to building wealth and a proven system to make it happen—which you'll find only in *The Millionaire Maker*. *The Essential Playbook to Earning a Lifetime of Income Through Self Storage* Over the past decade in AJ Osborne's self storage investing career, he's built a portfolio of over \$100 million in self storage investments with no outside capital or management. In this step-by-step playbook, you will discover how to identify investment opportunities, allocate

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capital, and leverage management expertise to turn a mom and pop real estate asset into a thriving income-producing business. Master the principles of self storage investing by learning from someone who's done it before. The business of self storage has evolved over the years. What started as a mom and pop business in the 70s and 80s has become a truly institutional asset class with value-add and management opportunities not found in any other real estate investments. By viewing self storage as not only a real estate asset but a consumer-oriented retail business, incredible opportunities are available to those who understand and implement the framework laid out within this book. "AJ's ability to dissect and break down complex business principles and overlay them into a remarkably powerful investing vehicle like self storage provides an entirely new perspective on an age-old industry, and lights the way for new investors interested in self storage."-Roc Pilon, Founder/CEO, Gymreapers "AJ Osborne is one of the most legit, successful real estate investors I've ever had the privilege of knowing. He's one of the people I trust more than anybody. AJ is the real deal."-Brandon Turner, host of the BiggerPockets podcast AJ Osborne is an entrepreneur and investor. He owns and manages a self storage portfolio of over \$100M in assets. AJ is a national speaker on investing in, buying, and managing self storage facilities, wealth, financial freedom, and he actively manages his facilities. In addition to buying and turning around many existing facilities, he has developed self storage from the ground up, expanded existing facilities, and converted a failed Super Kmart into a storage facility. He has additional development projects ongoing across the United States. AJ specializes in buying and turning around underperforming facilities with a value-add strategy. He has created a management company to run his facilities and focuses on growing his portfolio. He is a leader in the industry with a

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focus on technology and self storage automation. He built one of his largest facilities with full automation technology. He is the owner and host of the self storage industry's largest self storage podcast, Self Storage Income.

The American Dream has shifted...Not long ago, Americans were bent on home ownership. Most viewed it as one of their great life goals and their largest investment. No more. Almost overnight, the demographics have shifted. For an increasing number of Americans of all ages and backgrounds, renting is in, and home ownership is out. Experienced commercial real estate investors know that the risk profile, returns and tax benefits of large scale multifamily are virtually unmatched. Unfortunately, access to these investments is unavailable to most investors. The author takes you on a journey through his surprising discoveries about the power of this unique asset class. The Perfect Investment teaches you... The secrets used by the super-wealthy to attain and maintain their wealth over generations (and why you're not invited to their party). Why multifamily investing scored 460% better than the stock market on a key risk vs. reward ratio. Why investing in flips, single family rentals, and small apartments is a not a path to multi-generational wealth for the vast majority of people. Why US demographics, the economy, and the fallout from the last recession have caused the perfect storm for the success of this asset class. How multifamily investors "partner" with the IRS to reap significant profits while paying virtually no taxes. (Your CPA may not know these tax codes, but you need to!) "The Perfect Investment is extremely compelling. So much so, that as soon as I finished reading the book, I contacted Paul and said, "I'm in!" As an early stage entrepreneur that is always swinging for the fences on high-risk, high-growth startups, this is a much-needed wakeup call to balance my investment strategy with the highest return/lowest risk investment available. Well done,

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"Paul!" -Wade Myers, Chairman of RealManage (an Inc 5000 tech-enabled real estate management firm), tech entrepreneur and investor, and Harvard MBA and case study author "Paul Moore has written a terrific book for real estate investors, new or experienced. He explains the benefits and provides a detailed but concise pathway based upon personal experience and in easy to understand language. A great recommendation for getting started in commercial real estate investment." - Allen Smith, Vice President Investments, Marcus & Millichap (top 10 US commercial brokerage with \$33B in annual sales) "The book is very impressive and complete. It goes beyond the basics and informs investors of all of the opportunities, and pitfalls, of investing in real estate. The ability for a potential investor, at any level of sophistication, to go to one location to access information about investing in multifamily real estate is very unique." - Rick Graf, President & CEO, Pinnacle Property Management Services (top 5 US property management firm with 146,000 apartment units under management) "As an investment advisor I am always seeking investments that will compliment the portfolio of a family or individual looking to grow their wealth without taking extraordinary risks. In this book, Paul builds a strong case for why multifamily housing provides a highly attractive risk to reward ratio on an investment you can actually touch and see!" - Micah Spruill, Managing Partner, Aurora Investment Advisors "The Perfect Investment is a great introduction for anyone looking to venture into commercial multifamily investing. Paul's approach during each step of the process is well defined and thoroughly explained. A perfect guide for the perfect investment." - Neal Golden, Vice Chairman and Texas Regional President of Newmark Grubb Knight Frank (top 3 US commercial brokerage-\$100B in annual sales)

"A 'must-read' book ... filled with practical information and

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numerous case studies on what aspiring entrepreneurs and business owners need to know to run a profitable business...the author reminds the reader not to confuse the excitement and enthusiasm of starting a business and being a business owner with the skills required to be successful and avoid becoming one of the 80% of businesses that will eventually fail. A major contribution of this book is its continuous emphasis on the importance of having a business model as a critical requirement to start and manage a profitable business.” —Edgar Ortiz, CEO of Strategic Analytic Solutions and business columnist for the Atlanta Journal-Constitution Ralph Blanchard, a successful entrepreneur with a background in economics, provides a detailed analysis of what it is really like to buy, start, operate, and eventually sell a small business. Topics covered include: • why most businesses fail • ten management skills found in successful small business owners • strategies to transition from self-employment to entrepreneurship • advantages that small business owners have over larger competitors • tips to develop profitable pricing strategies • innovative ideas to help develop a sound business model

More fortunes are built in real estate on borrowed money than in any other business. And you can build your fortune in real estate using borrowed money too—if you follow the advice and tips in this book. Whether you're making your first foray into real estate investing or have invested for a number of years, *209 Fast Spare-Time Ways to Build Zero Cash into 7 Figures a Year in Real Estate* will show you how to acquire income-producing real estate and build your wealth by using borrowed money. Long-time real estate advisor Tyler Hicks offers proven strategies and real-world examples to illustrate how much MIF—Money in Fist—you can realistically earn by investing in real estate. A valuable guide for new, experienced, or affluent real estate investors, *209 Fast Spare-*

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Time Ways to Build Zero Cash into 7 Figures a Year in Real Estate covers all the bases, from finding loans to hiring an accountant and an attorney to help with the business. Letters from individuals who have successfully followed the strategies outlined in this book are also included to help you understand exactly what you must do to make this plan work for you.

Filled with in-depth insights and practical advice, 209 Fast Spare-Time Ways to Build Zero Cash into 7 Figures a Year in Real Estate discusses important real estate topics—including creative financing, acquiring single-family homes, and becoming a private lender client—to allow you to make the most of your investments in real estate.

A thoroughly revised and expanded update to the book that critics are calling the first true investing book for the "new normal" You entrusted your financial security to the "experts," and now you're wondering what it'll take to recover from the economic crisis and get back on your feet. In this updated and expanded edition of his critically-acclaimed guide to staying rich in good times and bad, financial planner and investment strategist Jason Vanclaf delivers more straight answers and solid solutions—and he takes a well-earned poke or two at Wall Street in the process. According to Vanclaf, True Asset Class Diversification is the best way to build the solid financial foundation you need for a secure future. And he puts his money where his mouth is with a comprehensive, easy-to-understand and use plan for maximizing your investments—not just cutting your losses. Learn the unvarnished truth about "tried and true" Wall Street practices and why stocks and bonds are not the answer—and which investment vehicles are Find out how to diversify into oil/gas, equipment, notes, real estate, bullion and rare coins the way the super-rich do—information that Wall Street doesn't want you to have Get priceless advice on whether or not to pay off your home or pay cash for a car and how to

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build your wealth more efficiently Discover the pitfalls of insurance and Variable/Fixed/Index Fixed annuities that agents will never tell you about Get the lowdown on advanced income tax reduction strategies, discounted Roth IRA conversions, and asset protection techniques that will help protect your hard earned wealth.

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