

## Own Nothing, Control Everything

Written By: Bill and Kim Cook

Today's column is written for the *experienced* real estate investors who read our weekly columns.

I'm writing this on the way back from a four-day REI (Real Estate Investing) seminar. The seminar was given by Jack Miller (cashflowconcepts.com) and Dyches Boddiford (assets101.com). The seminar dealt with protecting your REI assets by using Land Trusts, Corporations, and LLCs. Simply put, it was the best asset protection seminar I've ever attended.

Jack Miller is the king of advanced REI seminars. Dyches Boddiford is **THE** best advanced REI and REI entity teacher I've ever met. Dyches has the rare ability to take the complicated and make it understandable – even to someone like me. If you want more information on these fellas, visit their websites. Dyches also offers a **FREE** newsletter!

In our business, we meet two types of experienced real estate investors. One type will tell you about all of the properties they own and how much money they make. These folks usually wear lots of gold and are annoying to be around.

The other type of investors are much too wise to broadcast to the world what they own or how much they make. The book "*The Millionaire Next Door*" was written about these kinds of folks.

We live in a sue-happy world. A couple of years ago, when cutting down a tree, it fell on me and drove me into the ground like a mumblety-peg. For three months about all I did was lay on the couch and watch TV. What a surprise to see the number of lawyer commercials. "Get what you deserve, one call, that's all!" What an eye opener.

It dawned on me that too many people's retirement plan is either winning the lottery (fat chance) or winning a lawsuit. If you own investment properties, do you suddenly feel a lump in your throat? Interested in being someone else's retirement plan?

You've spent years working your tail off to become a successful real estate investor. You've spent thousands of hours making offers, finding good deals, rehabbing homes, and managing and/or selling your properties. And because you've not taken the time to learn about entities, one slick attorney can take away your entire kingdom.

I want you to know that if your properties are in ***your*** name, you are at risk of losing ***EVERYTHING!*** Including *your* house, *your* car, *your* bank accounts, etc. We've all heard the saying, "If I lost everything tomorrow, now that I know what to do, I can make it all back in half the time." But Dyches asked a good question yesterday, "Who really wants to test this theory?"

**Pay close attention, here comes a million-dollar paragraph.**

There is an easy way to side step most lawsuits. An attorney will rarely sue someone who owns nothing. Why not? Because an attorney – even if they win the suit – won't collect a dime from someone who owns basically nothing. Attorneys didn't spend years going to school to work for free.

John D. Rockefeller – one of the richest men in American history - said it best, “*Own nothing, control everything*”. How can you not own your investment properties, yet still control them? By forming Land Trusts, LLCs, and Corporations and letting these entities own your property.

It would be impossible to teach you about these entities in a newspaper column. Nevertheless, let this be your warning. It's something that you need to learn!

And to those who are new to REI, before you go hog wild learning about entities, *first* buy at least *one* investment property. Kim and I did a good many deals before we formed our first Land Trust.

For more information on entities, visit Dyches' website. Also, check out Matt Scott's Dealmakerscafe.com. Yes it means more work, but if it prevents one lawsuit, wasn't it worth it?