

## Education Keeps You Out of a Rut

In the beginning, new real estate investors are full of excitement and enthusiasm. They are ready to take on the world. Nothing can stand in their way. Becoming wealthy through real estate investing is practically a guarantee.

However, several months later, many of these new folks are down and out, never to be seen again.

Over the years we've seen this same thing happen to many seasoned investors. They do well for a number of years and then slowly fade away.

Last week I had to drive to Texas and back. During the trip I spent a lot of time wondering why so many folks don't make it as real estate investors. Sure, real estate investing is hard work, but most would agree that financial independence and being in control of your own destiny is well worth the hard work. So why do so many fail, give up, and quit?

Somewhere in Louisiana the answer finally came to me. These folks get into a rut.

My momma always said a rut is nothing more than a grave with both ends kicked out. Whenever I find myself in a rut – which is often – I think of this saying. Next, I take immediate steps to get my tail out of the rut and continue down the road to financial freedom.

So what gets me out of the rut? Taking real estate investing classes and being around other like-minded people.

Think of it this way: inside your body you have a tank of enthusiasm. As you start a new project this tank is full; you have a bounce in your step and a look of determination on your face. Problem is, over time and after a lot of rejections, your enthusiasm tank runs dry. Unfortunately, most folks don't know how to refill their tank. Therefore, they simply run out of gas, sputter to the curb and are unable to go any further.

Do you remember what your New Year's resolution was? Did you take off the weight? Are you eating healthier? Have you increased your net worth? Are you spending more *quality* time with your family?

You may be thinking that today's column is a selfless plug for our real estate investing courses. You would be wrong. Today's column is about who we think the best real estate investing teachers are *in the country*.

For the past three years, at each seminar we attend, we have repeatedly asked this question: "Who do you think are the best real estate investing teachers in the country?" Amazingly the same seven names are mentioned again and again.

Who are these great real estate investing teachers? They are **John Adams** ([money99.com](http://money99.com)), **Dyches Boddiford** ([assets101.com](http://assets101.com)), **Peter Fortunato** ([PeterFortunato.com](http://PeterFortunato.com)), **Jack Miller**

**(cashflowconcepts.com), Terry Vaughn (CREonline.com), Ed Garcia (CREonline.com), and Ray Alcorn (CREonline.com).**

What makes these seven gurus stand above all the rest? Four things:

1) All are successful, experienced real estate investors **FIRST**, teachers *second!* In other words, they don't just talk the talk, they walk the walk – heck, in many cases they *invented* the walk! Far too many of the “investors” who blow into town to sell their seminars and CDs **ARE NOT** active real estate investors; rather, they are seminar and CD sellers.

2) These seven men don't teach seminars for the money; money they've got. They teach for the same reason they breathe – it is just a part of them. Think back to your best teachers in school. What made them great teachers? It was their love of teaching.

3) All of these men have been real estate investors for at least **thirty** years. They've made every mistake in the book and can help you avoid making similar mistakes.

4) These men know real estate investing better than anyone else. They have honed and perfected their techniques. Simply put, *they know what they know because they know it.*

Finally, when you attend their seminars, you are around many other experienced real estate investors. Between listening to these teachers and learning from your peers, your enthusiasm tank is filled to overflowing. No getting stuck in a rut for you!

Hope to see you at one of these guru's seminars!

If you want to learn more about real estate investing, or would like to be mailed a **FREE** copy of our 16-page monthly real estate investing newsletter, or would like information about our 1,500-member real estate investors group that meets monthly at the Holiday Inn in Cartersville, please visit our website at **www.REIoutpost.com**