

## The Best Ways to Learn About Real Estate Investing

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In Cartersville on the Saturdays following our regular monthly REIA (Real Estate Investors Association) meetings, we conduct either a half-day or full-day REI (Real Estate Investing) seminar. Each month's seminar covers a different topic such as: Buying Foreclosures and Pre-Foreclosures in Georgia, or Doing Subject-To Deals, etc.

In yesterday's seminar titled 'Real Estate Investing 101' we were asked what are the best ways to learn about real estate investing. It is a good topic that we talk about often. So what are the best ways to learn about REI?

First, you should know that we have some strong opinions on this subject. But just because we say something, doesn't make it so. In other words, our way is just **a** way, not **the** way. There is no "**the**" way.

During the course of a month, investors from here and across the country call us looking for the "*secret*" to REI success. In our conversations, we learn that many of the investors we talk to are *seminar junkies*. By this we mean that they pay thousands and thousands of dollars to attend one REI seminar after another.

The problem? Though they can quote bible and verse about Subject To deals, Short Sales, Discounted Notes, Land Contracts, etc., many have never sat across the kitchen table and made a written offer to someone who is trying to sell their house.

Question: How can anyone succeed at real estate investing if they are not out making offers...a lot of offers! Think of it another way. Wal-Mart is a great company. But what if we went to Wal-Mart and the doors were locked and the lights were out...you know, like Kmart? (Kim will kill me on this one, her cousin Sara Ellen works for Kmart.) Hanging from Wal-Mart's front door is a sign reading, "*Closed. Attending Seminar*". How long do you think the company would stay in business?

So let's be clear. In order to be a successful real estate investor, there is no substitute for making lots of offers. Making offers is like having the lights on and your front doors wide open.

Do we think seminars are a waste of time? Absolutely not. For example, this weekend I'll be in Atlanta attending a four-day REI seminar about how and where to find new sources of investing capital. In July I'll be in Reno at another four-day REI seminar. Jack Miller and Dyches Boddiford (assets101.com) will be covering advanced entity structures.

Both of these are high dollar seminars. Both will make us better, smarter, wiser investors. Both will teach us ways to structure deals that we didn't know before. But here is the important part. During June and July we will *also* make more than 200 *written offers* to buy property. There is a balance between the seminars we take and the offers we make.

So what are the best ways to learn about real estate investing? Start off at the free and nearly free stuff first. Attend a meeting put on by your local REI group. Most REIA groups only charge a few bucks for each meeting. These meetings will allow you to meet and ask questions of the experienced investors in your area. Go to the library and check out some REI books. Go to Matt Scott's website, [dealmakerscafe.com](http://dealmakerscafe.com). It's free and full of terrific information, plus it has a question and answer board.

As soon as you have a basic understanding of how to make a written offer, go and make one. If you can and will make written offers, then REI may well be for you.