The Realty Investors Digest®

Is Brought To You By

The IRIN Real Estate Group, LLC®

One Club In Many Locations

IRIN is a Division of Panama Enterprises, Inc.

www.irin.net

Panama City Republic of Panama Skyline 2006

<+><+><+><+><+><+><+><+><+><+><+++><+><+><+><+><+><+><+><+><+><+>

ISSUE 2009-0715 Published Twice Monthly

Thank you for being a subscriber to the **REALTY INVESTORS DIGEST ®**

Vincent Robertson, Publisher/Editor

If you have received this newsletter in error or have decided that you wish to **unsubscribe** please go to the bottom of this newsletter.

<+><+><+><+><+><+><+><+><+><+><+++><+><+><+><+><+><+><+><+><+><+>

Index For This Issue:

1. Immediate seminars	**Business Entities Home Study Course**
2. Classified Advertising	**View our classified Advertising**
3. Feature Article	**Top Ten Negotiating Rules for Investors**
4. Sponsor Messages	**View Our Sponsor Messages**
5. Quote Of The Week	**Weekly Freedom Quote**
6. Property Management	**Landlord's Right to Set Occupancy Limits**
7. Co-Sponsor Messages	**Co-Sponsor Needed**
8. Real Estate News	**Current Real Estate Related News**
9. Real Estate Wanted	**Advertise For Properties You Will Buy**
10. Real Estate For Sale	**Advertise Properties You Want To Sell**
11. Real Estate Professionals	**Advertising For Real Estate Professionals**
12. Future Seminars	**None scheduled**

Published By The IRIN Real Estate Group, LLC, 8201 Golf Course Rd NW #D3-171, Albuquerque, NM 87120
Copyright © 2009 All Rights Reserved. This work may be freely copied and distributed using any form of media provided that it is distributed in its entirety with no additions or deletions made.

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Immediate Seminars

Business Entities Home Study Course

Sponsored by IRIN Real Estate Group, LLC

Learn how to organize your business and protect your assets
For Details http://irin.net/pe/pay/business-entities.htm

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Classified Advertising

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

IRIN REAL ESTATE CLUB SPONSORED INVESTMENTS

For information visit our website at

http://irin.net/irin/investments.htm

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Subscribe To Your Own Copy Of This Newsletter

Send A Blank E-Mail To irin-newsletter@irin.net

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Advertise Real Estate Wanted Or Real Estate For Sale

In The Realty Investors Digest ®
For More Information visit our website at:
www.irin.net/irin/ad/advertising.htm

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Sponsors Messages

Brought To You By

Panama Enterprises, Inc. Website www.panamaenterprises.com
e-mail irinnm@gmail.com Phone 1-800-871-3320

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Professional Business Setups

Corporations – Limited Liability Companies from $325
Panama Foundations – International Business Companies
Visit Our Website www.irin.net/ibs-ltd.htm

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

The IRIN Real Estate Group®

Want Free Access To 80 Foreclosure Sites?

Become A Premium Website Member For Only $50
Per Year Or Free With Local Club Membership
www.irin.net/irin/membership/membership.htm

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Feature Article

Top Ten Negotiating Rules for Investors

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Most Investors have little or no specific training in negotiating yet it is a major component to an Investor's success.

Negotiating is a skill like any other that is awkward at first and improves with practice. Some of these rules will take some time to implement effectively. Others you will be able to apply immediately. (Some of these rules refer to the situation where you are presenting and negotiation directly versus through a Broker or Agent.)

Rule #1: Do not go back and forth with the Seller more than twice or you make them crazy. At the third round your chance of making the purchase drops dramatically.

- In the first round the buyer and seller are thinking about buying and selling the home.
- In the second round the buyer and seller stop thinking about buying and selling the home and start thinking about the money.
- At and after the third round they begin to resent each other. Both Buyer and Seller lose site of the home and money. They begin to make it personal and focus on the other party.
- Your sellers are not usually experienced negotiators. In fact most have only experienced this form of interaction when buying cars. So, they are predisposed to fear and discomfort in a negotiation. Others get caught up in the fight and just want to win no matter the cost or loss. Either way these predispositions make it a lot harder for you. And you can avoid it if you shorten the negotiation.
- Prepare several types of offers and terms in advance to prevent going to a third round.

Rule #2: Don't let the sellers come to dislike you or your Agent if you are using one.
You take responsibility for what you or your Agent convey to all parties. Never criticize the seller's property especially if it is their home. Don't say anything that is negative about the transaction even if it seems obvious. Remember, the focus should be on putting together the sale and getting the seller's move complete.

Rule #3: Stay focused on the goal of completing the sale.
Never let interruptions, the other party's emotions, emotional outburst, personality, position or anything else distract you from the issues and the concessions that lead to completing the sale. Stay calm. Listen. Empathize. Do not get emotionally hooked by the emotions of the seller. Be a professional. Whether your sellers know it or not, they want and need that kind of focused objectivity from you.

Rule #4: People believe what is in writing.
So, support your position in writing. If a comparative market analysis supports your position, prepare it. If certain comparables support your position, provide them. If a report supports your position, copy that portion and use it.

And most of all put your offer in writing. Don't negotiate verbally. I realize that it can work many times. However, verbal negotiations can be fraught with potential problems, misunderstandings, misinterpretations, omissions, as well as simple changing of minds. Put every step of the negotiation in writing.

Rule #5: When you give a concession, ask for something in return.
You may not get anything in return but asking dampens the motivation to ask for more. The seller wants another three thousand dollars in price so you say, "If I accept that I want the kitchen appliances". The seller says ok and so you say, "We have been thinking about it and we want the washer and dryer too". The seller says ok. So you then ask for something else. You get the idea.

Rule #6: Never take the first offer too quickly or easily.
It sends a message that may make your job more difficult later. Doing so is probably the greatest reason for seller's remorse, which can kill the deal.

On this same topic, don't assume that you have bought the house just because you have an accepted offer. The house isn't sold until papers are signed and money has changed hands. Don't forget, there are attorney's approvals; approved inspections; a mortgage commitment and all other contingencies, which must be removed.

Rule #7: Never gloat.
I remember walking into a seller's house with a full price offer, all cash, and only attorney's approval as a contingency. It had the closing date the seller wanted, no personal property. I was proud and pleased. This one was going to be easy.

So I strutted in with swagger and a smile. I said, "You guys are going to love this offer." Well, as you might expect. They questioned me and challenged me about everything from the legitimacy of the offer to where their cash was coming from, all because I didn't have the good sense and sensitivity to realize these people are moving their lives. I treated it like a game and they quickly reminded me of its importance to them.

The next time I had the situation. I talked about how hard I worked with my partner to get them as much of what they wanted as I could. I couldn't get it all but I hoped we were close enough to come to an agreement. They looked at the great offer and said, "Vince, you did great. We can accept this as it is." Lesson learned.

Rule #8: When you hit an impasse settle everything else first and return to it.
As you present the offer to the seller and you reach an item they don't accept, make a note to come back to it and get agreement on everything else first. Then, once you are through the offer completely, you will have isolated all the items, if there is more than one that requires negotiation. You will find that at that point the negotiation goes easier. There is nothing else on their mind and they know that this item or these items will complete the transaction. By doing this you create a momentum that carries you to success more easily.

Rule #9: Get the other party to negotiate with themselves. Never negotiate with yourself.
This is a more aggressive rule. Above, in Rule # 4 I said to always get your negotiations in writing. This is the exception that proves the rule. Watch. I am sitting with the seller reviewing our offer. The seller is willing to accept it and doesn't want to lose the sale. I say to them, "Let's see what I can ask my partner for without risking the sale."

I call my partner and tell them that the sellers are in the room and they are really close to accepting the offer. If we could get another $1,500 it's a done deal. Could they run the numbers and see if we can move at all? And if we can, I want to get it wrapped up tonight while everyone is in agreement.

Ten minutes later the partner calls to tell me they'll do it or they'll do $500 or $1,000 or nothing. A vast majority of the time I'll get more and make the seller very happy with me
You may or may not approve of this good cop bad cop methodology. I am not condoning or condemning it. I am just using it as an example of, "Get the other party to negotiate with themselves. Never negotiate with yourself.

Rule #10: Do not use these rules and approaches carelessly.
When these rules are applied or are done awkwardly or carelessly they cause your clients to distrust you. Be careful.

Done with care and confidence (and practice) you are going to have a lot more fun, be a lot more productive, preserve more time, and get the admiration and referrals from your sellers because you will make them more comfortable.

<+><+><+><+><+><+><+><+><+><+><+++><+><+><+><+><+><+><+><+><+><+><+>

Vincent Robertson has been a Real Estate Broker and active investor in New Mexico, Colorado and Panama for the past 25 years. Vince is the past President of the ACRE Real Estate Club, the Founder of the IRIN Group, and the publisher of the Realty Investors Digest ®. Visit our web site at: http://irin.net or contact Vince by e-mail at irinnm@gmail.com

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Professional Business Setups And Registered Agent Services

Registered Agent Services $100 per year
Corporations and Limited Liability Companies from $325
Foundations and International Business Companies
Visit Our Website www.irin.net/ibs-ltd.htm
Or contact Vince at 1-800-871-3320

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Checkbook Control IRA LLC

The IRIN Group is happy to announce that our Checkbook Control IRA LLC's are now ready for distribution nationally. Visit our website at the following link for full details:

www.irin.net/iram.htm Our Price Is Only $1500 Including Education

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Quote Of The Week

By President Abraham Lincoln

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

"Those who deny freedom deserve it not for themselves; and, under a just God, cannot long retain it."

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

This quote is taken from "A Call For Freedom" Bryan Curtis, Editor and Published by Rutledge Hill Press, P.O. Box 141000, Nashville, TN 37214 www.rutledgehillpress.com

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Property Management Article

Landlord's Right to Set Occupancy Limits

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Landlords need to know how many adults and children will be living in their rental units. State laws allow you to set a limit, but you need to have some viable business and health or safety reasons to justify the number of occupants allowed in each rental unit.

The Department of Housing and Urban Development (HUD) has jurisdiction over occupancy limits. However, your local and municipal laws will also apply.

HUD specifies that local regulations may allow more occupants per rental unit not fewer. For this reason, the best approach is to look at the federal, state and local laws affecting occupancy limits.

Choose the law that allows the most people per rental unit and use that number. HUD does not have a strict policy about how many people can live in a rental unit beyond a general rule that two people per bedroom is a reasonable number.

- HUD considers the following factors when deciding if landlords have been discriminatory based on their occupancy policy:
- Number of bedrooms
-
- Size of bedrooms
- Configuration of rental unit
- Sewer and electrical capability

- Number and age of children (smaller children take up less room than teenagers)
-

When you determine your occupancy number, be sure to list the business and safety reasons why you have used this number. Also, list the regulation that specifies the number of people allowed in each unit. More importantly, save this information on file so you can show records of your policy if you are accused of discrimination against families.

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Vincent Robertson has been a Real Estate Broker and active investor in New Mexico, Colorado and Panama for the past 25 years. Vince is the past President of the ACRE Real Estate Club, the Founder of the IRIN Group, and the publisher of the Realty Investors Digest ®. Visit our web site at: http://irin.net or contact Vince by e-mail at irinnm@gmail.com

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Co-Sponsors Message

Brought To You By

YourCompanyName www.yourcompany.com

Be A Co-Sponsor For $50 Per Issue

e-mail us at irinnm@gmail.com For Availability

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

For Low Cost Classroom And Home Study Training

Visit Our Training Website at

www.panamaenterprises.com

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Want Better Privacy? See Why

New Mexico is the best place in the country to form a Limited Liability Company

Registered Users Get Your Free LLC Report

www.irin.net/irin/reports/free-report/new-mexico-llc.htm

Not A Member? Register for free access at www.irin.net

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Real Estate News

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Freddie Mac Issues Appraisal Bulletin

Appraisers "must be familiar with the local market" in which properties they are valuing are located, choose "appropriate comparable sales," and certify them as the homes "most similar" to the property being appraised, Freddie Mac said in a bulletin to lenders.

The mortgage giant said new rules for appraisals don't require that appraisers select distressed properties -- including short sales, foreclosures or real estate-owned properties -- when identifying "comparable properties" for valuations.

However, if the appraiser determines that these are representative of the properties available to typical purchasers for the market in which the property is located, appraisers must consider their use," Freddie Mac said.

The bulletin, published Friday, comes amid criticism from real estate industry groups that new rules for mortgages slated for purchase by Freddie Mac and Fannie Mae have had unintended consequences.

After the Home Valuation Code Of Conduct went into effect on May 1, critics say lenders began relying more on appraisal management firms employing appraisers with little experience in their local markets. Some appraisers haven't made the proper adjustments when using distressed properties as comparable sales for nondistressed properties, critics say.

Groups representing appraisers have said that while the code may have its shortcomings, market forces and not appraisers are usually to blame when valuations come in below the contract sales price.

One such group, the Appraisal Institute, issued a statement in support of Freddie Mac's bulletin, calling the guidelines similar to policies in place at Fannie Mae instructing lenders to review appraisers' education, experience, and professional affiliations.

In the bulletin, Freddie Mac said it recognizes "the challenges that current market conditions pose in connection with determining accurate property values," and that the selection of comparable sales "is crucial to providing an accurate opinion of value."

Although loan underwriters may take into account "reasonable" adjustments to an appraisal, "the higher the amount of the adjustments or the number of adjustments, the more likely the comparable sales might not be representative of the subject property," Freddie Mac said.

If an appraisal review is required, it should include current listings and pending sales to support any adjustments. If an appraiser determines older sales are more representative, they must provide current listings or pending sales to support any time adjustments or lack of adjustments for the differences in the age of the sales, Freddie Mac said.

The mortgage financier said best practices for determining whether an appraisal is acceptable include using automated-valuation models and other collateral evaluation tools as part of the loan-origination process.

The National Association of Realtors and the National Association of Home Builders have complained that low appraisals have derailed many sales.

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Do You Know Why A Wyoming "C" Corporation Is A Better Choice
Than A Nevada "C"Corporation? Find Out At
www.irin.net/ibs/why-wyoming.htm

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Join The IRIN Real Estate Group®

Local Membership only $100 Per Year
Save $50 – International Website Included
Check for a club near you:
www.irin.net/clubs/chapter-list.htm
Or Start A Club In Your Area Using Our Materials
www.irin.net/irin/membership/setup-club.htm

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Real Estate Wanted

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Wanted New Mexico Wholesale Homes Any Condition – Any Price
Quick All Cash Deals
e-mail wellington@irin.net

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Wanted Single Wide Mobile Homes And Mobile Home Parks
Contact Vince at Auckland Properties 1-800-871-3320
e-mail auckland@irin.net

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Place Your RE Wanted Ad Here Find Out How At:

www.irin.net/irin/ad/advertising.htm

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Real Estate For Sale

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

For Sale 1/2 Acre Lots In Rio Rancho, New Mexico
$12,500 each $1,000 Down and $150 Per Month @ 10% Interest
Or cash me out at $9,000 per lot
For Sale 1 Acre Lots In Rio Rancho, New Mexico
$25,000 each $2,000 Down and $250 Per Month @ 10% Interest
Or cash me out at $18,000 per lot
Vince Phone 1-800-871-3320 or e-mail vincenm@gmail.com

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Half Acre Lot Across From Rio Rancho Events Center
$60,000 with $20,000 Down and payments of $500 per month @ 10% Interest
Or cash me out at $50,000
Vince Phone 1-800-871-3320 or e-mail vincenm@gmail.com

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Place Your RE For Sale Ad Here Find Out How At:

www.irin.net/irin/ad/advertising.htm

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Real Estate Professionals

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Place Your Professional Ad Here Find Out How At:

www.irin.net/irin/ad/advertising.htm

+++

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Upcoming Seminar Schedule

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Upcoming Seminars

Taking Reservations For Our Mobile Home Boot Camp
Sponsored by IRIN Real Estate Clubs, LLC
3 Saturdays in a row 1/2 day in the classroom 1/2 day in the field observing a rehab or if you choose, actually working on a home. Full price $1,500
Call Vince for more details at 505-250-3690

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

WELCOME TO OUR NEW IRIN CLUB

Durango, Colorado

Meeting First Thursday Starting September
See Website For Details
http://www.irin.net/clubs/irin-durango.htm

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Advertise In Realty Investors Digest®

Place your Real Estate ad in the Realty Investors Digest® Opt In Ezine. Subscribers to the Realty Investors Digest are a highly motivated group of Real Estate Investors on the lookout for real estate opportunities and services such as yours.

The Realty Investors Digest® is sent to real estate investors worldwide and is a perfect medium for you to place your ad.
Ezine advertising gets results and for that reason is probably the most popular form of advertising on the net. People have opted to receive the Ezine and will be receptive to your offers.

To obtain advertising rates point your browser to:
http://www.irin.net/irin/ad/advertising.htm

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

Un-Subscribe

If you wish to be removed from our subscription list please see the un-subscribe link at the bottom of the e-mail that delivered this newsletter.

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

DISCLAIMER: The Realty Investors Digest, or any subsidiary thereof, accepts no responsibility whatsoever for the content or legality of any advertisement that appears in any mailing. It is the advertisers responsibility to check with Local, State, and Federal Laws pertaining to the product or service they advertise. We try to screen the ads as best as possible. Subscribers should use their own discretion when replying to a classified ad.

This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is delivered with the understanding that the publisher is not engaged in rendering legal, accounting, or other professional service. If legal advice or other expert assistance is required, the services of a competent professional person should be sought.

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

***** COPYING NOTICE *****

This Newsletter is copyrighted but may be freely distributed provided it is copied, reprinted and distributed in its complete and original form with nothing added or omitted.

<+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+><+>

PRIVACY STATEMENT: The **International Realty Investors Network®** does not make its subscriber list available to third parties for any reason. We value and respect your privacy.

The Realty Investors Digest® is sponsored by:
The IRIN Real Estate Group®
Submit Ads: http://irin.net/irin/ad/advertising.htm
Copyright © 2009 Panama Enterprises, LLC
All Rights Reserved