

Newbie No More?

Sunday, 04 April 2010

It's been an crazy journey since I first labeled myself as "The Real Estate Newbie". This week on a Facebook Friend commented that I was a "I wasn't a newbie any more" because of the new professional pictures that I just posted. So, I've decided to update my blog and talk about where I've been since my last personal post and have you decide. I should give a disclaimer that I think we are always newbies in one way or another so I will always see myself as "The Real Estate Newbie".

My last personal post was back in August 2009 where I talked about being mentored. I believe mentoring is one if not the best way to learn real estate investing.

You are:

- learning from the mistakes of someone else
- gaining the easy ways to do things that have taken them years to figure out
- encouragement from someone you respect and admire
- and have someone by your side to make sure you don't fail or fail less than doing it on your own.

Since last summer, I submerged myself into the Note Industry. Learning how to do the business, the marketing strategies, who the players are, and growing my list of private investors. I began to phase out my marketing clients and marketing work, brought on a family member to invest into my business, and began to really submerge myself into learning my local market. I then began to do aggressive marketing around my new company — Real Estate ATM. Internet. Newspapers. Direct Mail. Joined Toastmasters to work on my public speaking skills. Lots of networking. I released an E-book called "The Note Holder's Playbook" on my business website- RealEstateATM.net in the Fall, and then began to do Realtor presentations in January 2010.

During this whole time, I've closed my first real estate deals, grown my sales pipeline, and can confidently say I am actively working in real estate as a Note Investor. I've found that it's key to really focus on your local market since it's where you can build long-term trust with local investors and people will always choose to do business with someone they know or have been recommended to than with a total stranger.

This month in April 2010, I'm celebrating being a part of the launch the only Real Estate Investing Association in a 300 mile radius. The launch of the West Texas Real Estate Investing Association has been featured on the local ABC TV Affiliate station, Univision, and Midland newspaper. It's truly a monumental step forward for our local real estate community. Local real estate investors are responding very well and agree that there is a need and are eager to participate. It is the ideal place to be mentored and mentor someone.

For me, the biggest triumph has been to be able to do it all from home, making a full-time income on a part time basis, while having my toddler by my side. This is the main reason I entered real estate investing. I still have dreams to give back in BIG ways to those affected by cancer but realize that I first need to become successful myself to be able to give in the way that I really hope to. In the meantime, I enjoy contributing to my local church which has been a big part of my spiritual, personal, and financial growth, now to West Texas REI, and other organizations I believe in.

On this Easter weekend, I acknowledge that I am on a new rung on this ladder of life and cannot attribute it to anyone more than my Savior, Jesus Christ. His life, death on the cross, and resurrection has freed me to let go of myself, my faults, my disappointments, my struggles, and allowed him to shine through me and know that I am free to be the best person I can be because of him living in me. I am one step up from the last one and I can see the top a bit clearer now. Some new developments are underway that are a part of growing my real estate business that I'm excited to share once I am able to. The best way to keep up with me is now through my Facebook page. I will still update this blog but more on an educational format.

I hope you have leaped into the world of real estate investing and stopped sitting on the sidelines. It's amazing and there is room for you too!

Here's to Education, Wealth, and Freedom! - Flower De Raadt

Flower De Raadt, the ORIGINAL Real Estate Newbie, is President of Real Estate ATM and author of the Note Holder's Playbook: How to Profit From, and Correctly Manage Your Real Estate Note or Mortgage. She wants to teach you how to make a fast sell through owner financing. You will learn how to advise homeowners how to structure their note in such a way that they get the most money out of their sale. Visit RealEstateATM.net to learn more and download a Complimentary Copy of the Note Holder's Playbook (\$60 value).