



Build a Fortune, Don't Spend One!

By David Page, Marketing Director



The national real estate investing gurus keep coming to Baltimore.

You've heard the radio ads and seen the infomercials. Come to our free event at this hotel! Learn our easy flipping/funding/whatever system! You can have the lifestyle you've always dreamed of!

What happens next? You go to the hotel. Yes, the event is free. They get you fired up. Maybe they even give you a calculator. Then they sell you on a weekend seminar for \$500. No problem. I've been to one of those weekends, and I got my \$500 worth.

But isn't it funny how the first thing they teach you at the seminar is how to boost your credit limit? So you can buy property, or so they say. But then, sometime during that weekend, they say you need to buy \$20,000, \$30,000, even \$50,000 worth of real estate training.

The gurus are very slick, very convincing. And there is some truth to what they say. You do need some kind of real estate investing education. So you take a deep breath and sign up.

**"We just spent \$50,000 on the Joe Flippemfast
Real Estate System. Now what do we do?"**

We've heard that so many times at Baltimore REIA! People spend a fortune on some guru's training/coaching/mentoring program, then they come to us.

Sometimes the guru himself advises you to seek out a local investment group. That's actually a smart thing to do. But why not *start* at Baltimore REIA?

Over the years I've met people who spent *more than \$100,000* on real estate education but hadn't done a deal yet. Ouch!

Stories like those are what inspired Baltimore REIA to build [our roster of classes](#) to give you the real estate education you need... to create our [Inner Circle mentoring program](#)... and to offer [several meetings every month](#) so you can learn from local, experienced investors.

The cost of joining Baltimore REIA... taking all of our classes... and even joining the Inner Circle for one-on-one mentoring? Under \$10k for everything. We want you to have some money left to get started with your investing. (Yes, there are ways to get into the game with no money, but it's a lot easier if you have some, even a modest amount.)

Watch out for local gurus, too.

You get plenty of emails from local guys who want to sell you on their system or their coaching. A lot of the emails show an investor, often a first-timer who was coached by the guru, holding up a giant check with a giant amount written on it. Could it possibly be true?

Yes, but what does the amount on that check represent? How much of his or her own money did the investor have in the deal? How much went for financing and other holding costs? In other words, *what was the actual profit?* You might want to ask before you swallow the bait.

Also, when those local gurus tell you about all the deals they've done, ask to see the HUD-1 settlement sheets. Some gurus may claim to have done a multitude of deals, but really haven't. If any deals were done, are they recent or decades old? And was it the guru who actually did them, or was he working for someone else?

At Baltimore REIA, you'll find that the folks who teach and coach you about rental properties have substantial portfolios and continue to build them. Your rehabbing instructors have done dozens of rehabs and are still active. Your tax instructor is a CPA whose clients are mostly real estate investors. Your funding instructor is a lender.

These experts are the real deal. They'll tell you what's really happening in our market, and what it really takes for to succeed.

Could *you* succeed? Yes. Will it be easy? No. As Joe DiMaggio, our Executive Director, said in a recent article:

**There is no elevator to success.
You must take the stairs.**

About David Page

David has rehabbed dozens of properties in the Baltimore metro area, wholesaled several others, and owns rental properties in Pennsylvania.

He's the Marketing Director of Baltimore REIA, moderator of the monthly [Meal 'n' Deal Meeting](#), and an instructor of the ["Rehabbing for Big Rewards" class](#) along with veteran rehabber Chuck Edwards.

David welcomes your questions about real estate, as well as any suggestions you may have regarding Baltimore REIA. You can reach him at DP@BaltimoreREIA.com.