

Private Lending: The Secret Methods to Skyrocket Your Real Estate Investing

By Alan Cowgill

Methods of finding lenders include:

Family members and friends
Newspaper ads
Flyers
Seminars
Word of mouth.

Perhaps the most unexpected aspect of using private lenders is the accumulative response by satisfied lenders. After my first seminar I got only a few responses, at first. Then came the steady, unending trickle of eager lenders. Today, that trickle is more like a river! Maybe it's the credibility of one investor to another, or the proof of another's prosperity through investing, but word of mouth is so powerful that once you've established a few private lenders, you'll have a continual revenue stream with which to invest.

Real estate guru Ron LeGrand says, "There's plenty of capital out there. All you have to do is ask, and make people understand what you're using it for and how safe they are. It's really not difficult to get it." Simply educate lenders about the high rate of return available through your real estate investments, and watch them line up to give you money!

Incredible, I know. But listen to this: here are a few of my recent deals, made possible only because I had the cash on hand to close these deals quickly.

Short Sale: \$59,900 bank discounted to \$25,000 = net **\$32,900**
Rehab: \$51,000 purchased for \$15k plus \$13k rehab = net **\$23,207**
Subject to: \$85,000 for \$71,000 + \$1,264 repairs = net **\$12,736**
Wholesale: \$28,000 purchased for \$22,000 = net **\$6,000**

That's **\$74,843** in only four deals, and all because I had the confidence and flexibility of assured funds through private lenders.

Today I shake my head at the thought of it, but once upon a time I was practically begging for bank loans – for the opportunity to wait in line, fill out applications, and wait weeks or even months to see if they would deem me and my prospective property a good "risk."

I could have been using private lenders years earlier, but I hesitated. I lacked confidence and I wasn't sure where to start. If I could give one piece of advice to any budding investor it would be this: Start today.

Don't let even one more deal pass you by. You never know where life is going to take you. That one, 2 a.m. infomercial started me on this path, and today I'm the one appearing in the infomercials, teaching people how to change their lives through real estate.

With private lenders in line, you're always equipped with the funds you need to grab each opportunity as it arises. Your confidence will soar and you'll be making the kind of money of which you've always dreamed.

Private lending allowed me to finally take control of my destiny. You'll gain nothing by waiting. Discover the key to true freedom and big money in real estate investing. Private lenders are out there. They're waiting for you...

Alan Cowgill is a speaker, author and real estate entrepreneur. Alan has bought or sold over 175 investment properties. His step-by-step system "Private Lending Made Easy" teaches others to find private lenders.