START SMALL TAKE ACTION

10 TIPS FOR GETTING
STARTED IN REAL ESTATE

HAMP LEE III

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HAMP **LEE III**

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Start Small Take Action: 10 Tips for Getting Started in Real Estate
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INTRO

Thank you for downloading my book on real estate investing. I know many resources are available on this topic, but my goal is to ensure that this one truly benefits you.

I've always had a passion for real estate, and it all started when I was just twelve years old. My grandfather owned two duplexes, and although I didn't fully understand what he did with them or how profitable they were, I knew that I wanted to follow in his footsteps and own properties.

Many years later, I had the opportunity to make that dream a reality, and it was an incredible feeling. As a third-generation real estate investor and licensed agent, I want to help you achieve that same feeling of homeownership and real estate investing.

Throughout this book, I'll share ten things to help you get started with your first or next real estate deal. Starting small and taking action is the key to success in real estate investing, and I hope that something I

share in this book inspires you to take that next step toward your financial legacy.

So let's dive in and remember that your goals are within reach if you're willing to work hard, take risks, and believe in yourself.

1THE WHY

I want you to know that your dreams and aspirations matter. Your "why" is the fuel that ignites your passion and propels you forward, but there's also "THE WHY."

As a real estate investor, you can positively impact the community. By rehabilitating properties, creating jobs, increasing tax revenue, and providing affordable housing options, you can improve people's lives. Every investment you make has the potential to uplift and revitalize the community, and this is an amazing opportunity and benefit.

So, don't hesitate to take action and invest wisely. Let your passion be guided by your purpose, and let your purpose be fueled by your desire to create a better world for everyone.

2YOUR WHY

Have you ever taken a moment to reflect on why you want to become a real estate investor? Is it financial freedom for yourself and your family? Is it to provide a legacy for future generations? Or perhaps it's to create a positive impact in your community.

Your "why" becomes your driving force, purpose, and end goal. When you face challenges, losses, or missed opportunities, your "why" sustains you and will gives you the strength to keep going.

So, take action today. Write down your "why" and review it often. Let it inspire you to take actionable steps toward your dreams and create a brighter future for yourself and those you love.

With determination and a clear "why," you can achieve anything you set your mind to. So, go out there and make your real estate investing dreams a reality.

3NEVER STOP LEARNING

It can be tempting to feel like you've reached your limit and don't want to learn anymore. But consider this: the moment you stop learning is when you stop growing.

Think about it: to be the best version of yourself, you have to invest in yourself. Take the time to learn new things, challenge yourself, and push yourself beyond your limits.

And that's especially true when it comes to real estate investing. The world of real estate is constantly changing, and if you want to be successful in this industry, you have to stay on top of the latest trends, laws, and strategies.

So my challenge to you is this: make learning a priority. Find what works for you, whether reading

books, watching videos, listening to podcasts, or something else entirely. And then make it a habit.

Use your downtime wisely, whether it's your work commute, lunch break, or evenings at home. Invest in yourself, and watch your knowledge, skills, and confidence grow.

Remember, you're capable of achieving great things. But it all starts with a willingness to learn and grow.

So what will you start reading, listening to, or watching to keep learning? When will you make time for it? The choice is yours.

4 SAVE YOUR MONEY

I know you have big dreams for your future in real estate investing. It's a path that can lead to financial freedom and a fulfilling career, and I applaud you for taking these first steps. But before you spend your hard-earned money on real estate investing workshops, education, and training, consider the following.

Countless programs out there promise to help you get started in real estate investing quickly and easily. And yes, some are truly valuable and can provide you with the tools and knowledge you need to succeed. But unfortunately, many of these programs are just slick marketing schemes to take your hard-earned money.

You don't need to spend thousands of dollars to learn how to invest in real estate. Plenty of resources are available for free or at a significantly lower cost. For

example, you can read books, listen to podcasts, attend local meetups, and network with experienced investors. You can even take online courses for a fraction of the cost.

Don't fall for the hype of expensive real estate investing programs that promise quick riches. Success in real estate investing requires hard work, dedication, and patience. You need to be willing to put in the time and effort to learn, develop a solid business plan, and build relationships with other investors and professionals.

So, before you spend another dime on real estate investing education, take the time to research your options carefully. Consider the value you'll receive from each program, and don't be afraid to ask questions and do your due diligence. Investing in yourself and your education is always a wise decision, but it doesn't have to cost you a fortune.

5REI GROUPS

Attending local real estate investing groups and meetups and being active on forums are excellent ways to increase your knowledge, skills, and success as a real estate investor. Don't let fear or uncertainty keep you from reaching out to these valuable resources.

If you still need to attend these events, search for local groups and forums online or through social media. Ask for recommendations from other investors or to reach out to organizers to learn more about their events. And if you're already attending, keep attending! You're on the right track to learning from experienced investors, expanding your network, and finding new opportunities.

Remember, you have something valuable to offer, too. Even if you're new to investing, your unique perspective and willingness to learn can greatly benefit others. And when you do find success, remember to give back to the community by sharing your knowledge and experience.

6 ASK FOR HELP

Are you ready to take your investing game to the next level? Are you eager to learn from the best in the business? Then it's time to be bold, courageous, and unafraid to ask for help!

Success in real estate investing isn't just about buying low and selling high. It's about understanding market trends, identifying investment opportunities, and making informed decisions that will set you up for long-term success. And that's where networking comes in.

Connecting with other real estate investors gives you access to a wealth of knowledge, experience, and expertise. You'll learn from those who have been there and done that and can offer you insights and advice that you won't find anywhere else. But to do that, you must be willing to step outside your comfort zone and ask for help.

Now, I know that asking for help can be daunting. You may feel like you're admitting weakness or exposing yourself to ridicule. But let me tell you something: there's no shame in asking for help. On the contrary, it takes great courage and humility to admit that you don't know everything and need guidance.

So, take a deep breath, muster up your courage, and ask questions. Attend meetups, join forums, and seek out experienced investors who can offer guidance and support. And feel free to take notes, follow up with people, and ask to meet for coffee or lunch. You never know where these connections may lead or what valuable lessons you may learn.

Remember, the most successful real estate investors are always learning, growing, and never too proud to ask for help. So, let this be your challenge this week: ask that burning question on your mind, and share your experiences with others. You may be surprised by how much you learn and how far you'll go. So, be bold and courageous, and never stop learning.

7 PATIENT & PERSISTENT

Many want a great real estate investing deal that could bring them six figures. Unfortunately, however, this is sometimes the exception rather than the rule. And as a result, these same people may place a lot of unnecessary pressure on themselves.

It's common to want our real estate investing to progress faster than it does, but patience is essential. So, don't go after every "golden calf" opportunity that promises to make you thousands each month without any work. Real estate investing does require money (not always yours) and work to be successful.

Real estate investing is a long-term game, and it's important to calculate the best time to expand without making sudden or emotional moves. It's okay to take

a break and wait for the right opportunity. But remember, "slow and steady wins the race."[1]

It may take time to achieve your vision in real estate investing, but don't lose hope. Instead, keep being persistent and patient; eventually, you'll see it come to fruition. Just like the tortoise and the hare, slow and steady progress will ultimately pay off.

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[1] "Quote Details: Aesop: Slow and steady wins… - The Quotations Page," The Quotations Page, accessed February 28, 2023, http://www.quotationspage.com/quote/24015.html.

8 BASE HITS vs HOME RUNS

In baseball, home runs are exciting. We see highlight after highlight of balls blasted over fences and stadiums. They often win games. But you know what also wins games, base hits.

Derek Jeter is a hall-of-fame baseball player. And though you never heard his name mentioned when speaking about the home run greats, he's still in the hall of fame.

See, real estate investing isn't just about hitting home runs. Sure, we all dream of grand slam real estate deals, but the truth is that consistent "base hits" are what will truly bring you to the real estate investing hall of fame.

Just like Derek Jeter, you can be a star in your own right by focusing on getting on base. Don't let the allure of flashy deals distract you from the steady

wins right before you. Remember that every transaction, every rental property, and every opportunity is a chance to build towards your long-term goals.

So, keep swinging for the fences. But know that base hits will truly make you a winner. Keep your eyes open for those good deals, celebrate them when they come, and use them to build towards a hall-of-fame real estate investing career.

9 DON'T BE AFRAID TO FAIL

Success is not about never failing. It's about daring to rise and keep going, even after a mistake. So if you have ever stumbled or made a mistake, don't be discouraged. You're stronger than you think, and your resilience will carry you forward.

Don't let fear hold you back from pursuing your dreams. The fear of failure can be paralyzing, but the fear of never trying is even worse. You have the power to make your dreams a reality, and it all starts with taking that next step.

Every failure is an opportunity to learn and grow. It's a chance to discover what didn't work and to come back even stronger. Success is not a straight line but

a journey of ups and downs. It's about persevering and having the courage to try again and again.

So, be bold and brave. Step into the arena and take a chance. Believe in yourself and your abilities. Then, surround yourself with people who will encourage you, hold you accountable, and push you toward your goals and dreams.

The road may be long, and obstacles along the way, but you have what it takes to overcome them. So keep moving forward with determination and courage; you'll achieve great things.

Remember, it's not about never falling. It's about getting up every time you do. So keep rising, and you'll find the sky's the limit.

10 TAKE ACTION

You've spent time reading, watching, and talking about your dreams. Now it's time to make them a reality.

Taking that first step can be scary, but trust me, it's worth it. Real estate investing is not just about making money; it's about improving your communities. It's about creating a better life for yourself and your loved ones. It's about building a legacy that will last for generations.

So, don't let fear hold you back. Instead, focus on the possibilities and the potential rewards. Imagine how it'll feel when you close your first deal or collect your first rent check. Visualize the lifestyle you can create for yourself and others through real estate investing.

And remember, you're not alone. Countless successful real estate investors started without experience or money. But they took that first step and never looked back. You can do the same.

I encourage you to take that next step today. Create a plan, educate yourself, and seek guidance from those who have gone before you. Believe in yourself and your abilities. And most importantly, take action. Your future self will thank you for it.

GROUND UP INVESTING

Most people don't have tens of thousands of dollars in their accounts or a rich relative, so they may lose hope trying to invest in real estate. But don't give up just yet! There is hope, and it comes from my new initiative, Ground Up Investing.

With this initiative, I'm offering you the chance to partner with a team of investors and gain invaluable experience in real estate investing at a much lower cost. Ground Up Investing provides a unique opportunity to invest in the development of properties from the "ground up." This means you can get in on the ground floor of a project without needing tens of thousands of dollars to get started. I'll guide you and your team through the investment process, ensuring that you're making smart, informed decisions every step of the way.

Everyone deserves the opportunity to achieve financial freedom, and I'm committed to helping you get there. With this investment model and unwavering support, I'm confident that you can achieve your dreams of real estate investment success.

Ground Up Investing is the perfect opportunity to gain experience and start your real estate investing journey without breaking the bank. Don't let your financial situation hold you back any longer. Instead, take that first step towards a brighter future by visiting my website, **legacybuildingagent.com**, and watching our introductory presentation.

AUTHOR

To share a little about me, I'm originally from Compton, CA. I joined the Air Force in 1995 after losing my college basketball scholarship in my sophomore year. I've served in the Air Force for 28 years and will retire in early 2025.

In addition to my military career, I'm a local church pastor, real estate agent, and book author. I've written 20 books on spirituality, leadership, military professional development, and now, real estate investing.

It took me a while to finish my bachelor's and master's degrees in Information Systems Management and Divinity, but I'm thankful for what I learned. Sometimes it takes a while to find ourselves and our true purpose for living. In hindsight, I would have done many things differently, but each high and low shaped me into the man I am today (and I'm still learning and growing).

I'm married and have a large blended family. My oldest is 26, and the youngest is 17 months, with three children sprinkled in the middle. Never a dull moment in the house, for sure.

Lastly, I'm a web and graphic designer. I started drawing after a classmate in the third grade drew images from our pencil boxes without tracing. I was impressed and started drawing too.

Looking back, I've had a lot of good years and some really tough ones. I never thought my life would have turned out this way, but I'm thankful. I'm thankful to share this snapshot with you. And I hope I've inspired you to reach not only your goals in real estate but in life as well.

If you have any questions or want my advice, contact me at **hamp@legacybuildingagent.com**. I'll do my best to help. Finally, I wish you all the best in your investing journey.

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