



Wealth Creation and Real Estate

# Is a Real Estate License the key to your success?

*One of my primary objectives is to capitalize on every possible opportunity to build wealth that supports financial independence. Early in my career, I realized that I wanted to become a full-time real estate investor. To do this, I had to develop ways to create income. One way was to invest in real estate that had a positive cash flow. I worked very hard at locating, researching and analyzing properties as well as closing transactions. I was very successful, yet I realized there was a great opportunity I was not capitalizing on. I did not have a real estate license, which slowed down my success. I wanted to maximize every tool available to help me succeed. I decided to obtain a real estate license.*

*In the beginning, I only wanted a real estate license in order to use the commission earned to offset the money required at the closing on my investment properties. For example, if I had to pay \$5,000 at closing for my down payment, but received a \$3,000 commission, my true out of pocket expense was only \$2,000. This worked well; however, I also wanted multiple streams of income, to leave my job and to achieve financial independence. Therefore, I decided to assist other investors and homebuyers in obtaining property. When I closed a real estate transaction for a client, I used the commission earned as a down payment on another investment property. Eventually, I was able to leave my job because of the cash flow from properties and my real estate commissions. Very quickly, I realized some of the benefits of having my real estate license:*

- 1. I could purchase properties for myself and earn a commission.*
- 2. I could help other people locate properties and earn a commission for my efforts.*
- 3. I learned how to negotiate real estate deals because of the training I received.*
- 4. As I closed deals, I developed relationships that positioned me to put together partnerships in the future. I leveraged my commission in the deal and their money and credit as part of the partnership.*
- 5. I gained access to MLS (Multiple Listing Service) and FMLS (First Multiple Listing Service).*
- 6. I gained education, knowledge and training regarding advertising, negotiating, contract law, and closings.*
- 7. I gained access to legal contracts, lock boxes and keys, real estate software and other valuable tools.*
- 8. I earned extra income on a part-time and full-time basis while working from home.*

*The key to my success was seeing an opportunity and capitalizing on it. I'm often asked if there are any drawbacks to having a real estate license. My answer is always no. You are required to disclose that you are a licensed real estate agent when purchasing property for yourself. There should not be a problem with this if you have created a win-win transaction—everyone leaves the closing table happy. I've also been asked what to do if the seller does not want to pay a real estate commission. My response is quite simple. You do not have to charge a real estate commission. Your real estate commission is totally negotiable. A commission can be zero or it can be very high as long as all parties agree.*

*You too can apply what I know and become successful. I have developed a program to assist anyone in achieving a very profitable real estate career. I will be discussing this in more detail at my upcoming seminar. For more information visit my web site at [www.LutherRagsdale.com](http://www.LutherRagsdale.com).*