

Week 10 Negotiating Your Deal

So the big question is this, how do aspiring real estate investors like us escape from the rat race and build real wealth and freedom without access to millions of dollars in investment capital and start to live the life that we know we deserve? This is the question and this podcast will give you the answer. My name Zack Childress and welcome to Real Estate Investing Talk Show.

Today is week 10 of the 24 week challenge. We're going to dig into Negotiations. How do you build communication? Well here, I can tell you from experience, a lot of people feel like that they can't do this business because they have fear or they have anxiety in a lot of that is because they just haven't done it enough. Same thing with communication. When we look at negotiation, negotiation is the art form of communication. That's, I mean, that is what it is. Some people look at negotiation and they go, oh my goodness, I don't know if I could do negotiation. I don't know if I'm. If I'm in the right spot, I've never done it. I'm not good at it. I don't know. And that's because what they just said, they've never done it. So to get better at negotiation, what do you have to do?

You have to get in deals that you have to negotiate. You can't just overnight become a great negotiator. You become a great negotiator by constantly communicating and constantly talking and you're gonna lose some deals in the beginning because you didn't communicate well. And that's just part of it. You can't let it beat you up. You can't let it knock you down. You just gotta keep moving forward. So you have to keep moving forward. Okay, so what is negotiation? Let's just break down negotiation. So negotiation is really this. It's going back to the Seven Habits of Highly Effective People and thinking about those. It's about seeking win-win and seeking to understand before being understood. That's what negotiations really is. Negotiation is the art of being able to communicate in a way that you're able to receive the other person's information and give them what they want, but at the same time, getting what you want in return.

Okay? That seems like a whole lot, but it's really not. When you learn to listen more than you talk and and I can tell you this, there's the whole reason that we set up a lead intake system and we teach the lead intake system to you guys is so that you learn that process, so if you break down the lead intake, right? Number 1 is market research and segmentation. Number 2 is marketing. Number 3 is communication. Number 4 is research and analyze. number 5 is negotiation, and number 6 is convert. So if we just take 3 through 5, okay? Communicate, research, analyze, negotiate. If you will learn to embrace that alone, you will have a better understanding of communication. Where a lot of new people go wrong is they jump on the phone with someone and they're in the communication phase and they feel like they got to negotiate the deal right then or they got to negotiate the deal.

You know by what's the best you'll take? What's the lowest you'll take? What if I offer you a cash? That's a pressure sale, right? We're not trying to do that. That's why we break it into three parts and if you do it right, the communication of where you're going with this is going to give you more results in the negotiation follow up. So communication is really gathering the

information. It's all about gathering up information so that you know what to negotiate on. And so let's talk about this. So if you're going to negotiate, let's say after the offers have been made, so let's say you're using a model, like one of the models that we've used is you send out a bunch of offers early and they start coming back and accepting your offer. Well that's great. I got an accepted offer. Now I'd go look at the property.

I find out there's a lot more damages that need to be done, so now I have to come back and do what? Negotiate after the offer has been made. And so that is a process of a very simple understanding that yeah, I got an offer out there, say 70,000. They accepted it. I now go look at the property because I have what's called a write it down....contingency period, right? And my contingency period has everything to do with inspecting the property. Now I know that there are some educators out there that say you should never put in an inspection clause when making an offer while I'm here to tell you that's about the most ridiculous thing I've ever heard in my life. Sixteen years, I've been a full time investor and I'm here to tell you I have never made an offer that did not have an inspection contingency in it and I'm doing just fine.

Okay, so why would you make an offer without a contingency? Well, there's really only one scenario that that would fall into. And that's if you're buying at the auction, the auction doesn't allow you to have that. You win the bid, you buy it, right? You got to go find the property to look at it before you bid on it. If you want to be smart. But in normal world we're making offers with for sale by owners or even with our agents. I'm always going to make an offer with a contingency period because it allows me to do number one of two things. Number 1, negotiate before the offer and number 2 negotiate after the offering. Right now we're talking about negotiating after the offer, so once the offer has been accepted, have 70,000. I have an inspection contingency in there. I can now go in and inspect the property.

I can order an inspection by one professional inspection done on it. And when I get that back, now I have the ability to go back and renegotiate. You know, in some states the seller has to fix whatever is found in the inspection report that is hazardous, you know, that is dangerous. Like you know, if there's exposed wiring, will they have to fix that, you know, if there's something that is, that is hazardous to that property, I can push that on that seller and say, look, I'm either fix all this or drop the price. Okay, number 1. Number 2, let's say I'm negotiating after the offer and I haven't even seen the property. I just make the offer. I go walk the property, which I've done that many a times and I go look at the property because here's why. I will always make an offer with an estimate of understanding that my remodel budget comes between sometimes 12 and \$15 a square foot.

So if I know the square footage of the property, I can do what's called an estimate of the remodel cost. Let's just use simple math. Say it's a thousand square foot property. I'm going to use \$14 a square foot and then my budget is \$14,000 to remodel that property for a retail sale. Not a rental, but a retail sale. Okay? Now I go walk that. They accept it. I take the ARV amount. It's all my factors. My numbers minus fix up cost. I get an offer price of 70,000. They accepted. I go look at the property now. Okay. Once I look at that property and I walked through it and I go, Whoa, this is going to cost a lot more than \$14,000. Well guess what? I'm fine. I don't freak out.

I don't get nervous and nor should you. You shouldn't walk into that house and be like, oh, this is going to cost me \$30,000.

I've already got an accepted offer. No, that's why you always put an inspection contingency in. So now I call back the seller or the agent and I say, hey look John, here's the deal. I saw the property, I walk, I did an initial inspection. It is going to cost a lot more than what I had anticipated it to cost based on the pictures that I saw. So the reality is, John, at this point I can either get out of this contract with you, I'll use my inspection contingency period, or we can come back to the table and work out a new number. It's really up to you John. I'd like to do the deal, but I can't do the deal at this price based on the work that has to be done. So John's gonna say, oh well, I mean, how much are you trying to trying to whittle me down?

Well, what's the new price? Well, what am I going to do if I knew \$70,000 was a fair offer at 14,000? But let's say I find out it's going to cost me 30 than what's my deduction? 16,000, right, so I'm going to go back to him and say, look, I can't buy it at 70, but I can buy it. It was 54,000. I'm willing to buy this at \$54,000. And they're gonna say yes or no, or they're going to say, why are there going to be like, well that's too low and I'm going to say, okay, well that's fine. Here's the point guys. To be good at negotiation, you've got to be okay with letting go see. A lot of times where people get in over their head is they get into a deal, right? They get into a deal. It's, it's to them, it's the only deal there is, and so they start to move their accepted price or their offer price up up, up to try to get it and they eat away at their profits because they don't think there's other deals out there.

The number one secret to the best negotiators out there is the ability to let go, to let go, be like, alright, well I'm out. Then 54 is my number. Well I can do it at 65. Sorry, I'm out, I'm not, I'm not going to do the deal, you know, and, and put time and energy and money into this and not make anything, you know, so you know, good luck with your offer. I'll follow up with you. That's the converting stage, right? So that's negotiating after the offer. Some people feel that things can be difficult or things can be challenge or fearful and it's because they haven't built confidence yet. Okay? And let me explain that. When you have confidence, when you have the belief that you can do this, no matter what, you're, you're going to run in full force. And how do you build that confidence?

You have to keep doing it. You have to keep doing it and keep doing and keep doing it. You have to face your fears. You have to. And here's why. I can't tell you how many people I've talked to that have said to me, Zack, I wish I was doing this right now, but this has happened in my life or that's happened in my life. You know, I wish that I could do this. I wish that this would change. I wish that this was the reality. I'm watching other people find success for this. You know, and I want this, but I wish but, but, wish, wish. All of those words are words that come from somebody that's unsure of themselves. They, they lacked the confidence in themselves and let me tell you something. I will. I'm, I'm one that faces that myself at times, but here's what I know.

If I want to over, if I want to overcome that, I have to basically emerge myself into whatever it is that I'm afraid of or that I think is, you know, I can't do it. I can do anything. You can do anything. If you put the time in, you have to be in it to win it. Do you understand? You have to be in it to win it. The choice is yours. Whether you say, I'm going in to win or I'm going to throw in the towel and give up and go back to my life like I've always been living and nothing's gonna change and I'm going to hope that I find something to easier out there. That might be a quick get rich quick thing, guys, it don't work that way. This is not a get rich overnight syndrome process. This is you put in the work, you build confidence along the way.

You put a team around you that's going to get you where you need to be and what happens is in three and six months you're going to be a completely different person. You're going to be like, whoa. That's like our two day immersion. I can't tell you how many people come to our 2 day immersion, scared to death, fearful of the process, never been on the phone before and they leave with like this new found energy and they're like, oh my word. Like I just need to be on the phone. I need to be called everyday. Like I see it happening. It's going on all around me. This is what I need to be doing. That's how confidence gets built. That's how it confidence gets built. So you gotta stay in it to win it. That's my phrase for today. You've got to be in it to win it.

Okay, so the only reason to buy or wouldn't go through and you couldn't close the deal is that is two reasons. Number 1, you don't have enough buyers, and number 2, you have a crappy deal. That's the two reasons. Listening, as a seasoned wholesaler for 16 plus years, I see it all the time. Look in my market alone, we get people that quit their job last year and decide they're going to come out and start teaching people how to do real estate. I think it blows my mind, right? Like they. They're like, now I'm a real estate expert because I quit my job. Like, are you kidding me? And they're trying to teach people all the wrong things. They're trying to tell them all the wrong stuff, and one of the things that I hear them say all the time is this, oh, well, you only need one good buyer.

That is about as BS as it gets right there. Okay? You need buyers every day coming into your business. You need buyers and buyers and buyers and buyers. You need to always find in buyers, always be building buyers because let me tell you something, that one good buyer, he's not just going to buy from you, she's not going to just buy it from you. She's buying or he's buying from everybody in your market, so when you find your deal, you might just be the short straw in the stick. You follow me? And they might've already said, well, have bought 10 already. Sorry. So here's my point for to be a great wholesaler. Number 1, you got to find good deals. Number 2, you gotta have more than one buyer. You got to have a lot of buyers and here's why. Because when you have a lot of buyers on your database as a wholesaler and you send it out, you're not worrying.

You're not trying to convince one buyer to buy your deal. You've got multiple people hitting you up for it. So it's like, Ooh, look at me. Look at this. I got it. I got like nine buyers trying to buy this deal. I'm not sweating it. That's like a deal. We're closing this month, we've put it on the market. We had to 2 buyers came in around the 127 price point, \$127,000 for a house that we knew was worth more than that. Well, my my, the guy to do business with here locally, he comes into me. I

said, no, don't take him. He's like, well Zack, it's an offer. I don't care. Don't take it. I said, watch. We will get more buyers. Let's do a little bit of marketing. Boom. Next thing you know, we had another buyer come in at 148, 149, 152,154. You understand? So if we would have been like, oh, we got a buyer, let's just do the deal. No, let's just do more marketing. Next thing you know, we've got buyers that are coming in 20, \$30,000 greater than what those are. Those other ones did. That's why I don't worry about wholesaling deals. It's all about getting the marketing, getting the buyers together, putting enough of them on one deal, and they'll bid for it.

Yes, it was a good job. \$47,000 profit. Split that with him. Are you going to split up the 127? No, no. I own a company with him, so whatever we make, we. People always asked me, Zack, when you start as a wholesaler, what was more important to you? I get this question all the time. I was just on an interview on a podcast the other day and this guy asked me the same question. He said, *"Zack, 16 years ago when you started, he said, you started as a wholesaler?"* I said, *"Yes, it's the only way I knew how to get into the business. I didn't have credit. I didn't have money. I was a 24 year old kid and you know, I didn't have a lot going on for me. Well, I had a lot going on for me, but you know what I mean."*

Um, he said, *"What was more important to you, finding sellers or finding buyers?"* And I answered them very clearly. *"Finding buyers"* That was the number one thing I had figured out early on in my wholesaling business. More buyers, more deals for me because if I built more buyers, the not only did I have a larger buyer pool to wholesale my deals too, but I also had the ability to now with my co-wholesaling model to find wholesalers who had deals that couldn't sell them like you David, you can find a deal and you can't get a buyer to close on it, execute on it. Well then you would bring that deal to me and then I would expose it to my buyers and I would get somebody who wanted it and so it was always very clear to me early on that I needed to concentrate building a large buyers list.

Um, primarily over everything. A huge mistake that people make is they jump over into real estate because they hear you can make a lot of money, but the problem is is they're not making any money and so they just want to make some money real fast... I need money.....I need money, I need money, I need money. Oh, they go nuts over money. And so the problem with that is, is all they're thinking about is money and not the business or the relationships or the networking or the compound effect of what that does. And so they go into a deal and the problem is, is all they're thinking about is the money. And so the challenge with that is, is what they get hung up in a deal that if they do get it under contract, it's useless because they didn't think about the deal. They didn't think about their buyer as a wholesale, they didn't think about the end of selling it. They didn't think about all that.

So, alright!! Hey, let's, let's jump over onto negotiating before the offer. Okay? So here is a super easy way for you to get clear on negotiating before the offer. That's following our lead intake. Now this is our 30 day fast track. Hopefully most of you, if not all of you, have already invested in that course. If you haven't, you should. Oh, okay. Like, I'm not even going to joke about it. You should, you should have it on your desk by your nightstand on your office. You should have the audio cds in your car, you should be listening to this thing over and over and

over again, but inside there's an entire manual called the lead intake manual, and this is what this is all about. It's the three step process, so negotiating before the offer has everything to do with following the script, following the communication phase, asking them open-ended questions to tell us why they're selling it, to identify what it is that they're trying to get away from and what it is they're trying to run to.

So what does that mean? Well, let me explain that to you. The power of what's called pre-negotiations has nothing to do with you. Asking them how, what's the lowest they'll take. It has everything to do with finding out what they're trying to run away from and what they're running to. Okay? People make decisions in life for two reasons, to avoid pain or to gain pleasure, and that's the same thing in business. One of the things that I've learned over the years is when I negotiate deals or contracts or new business adventures, it's very easy and quick for me to establish what the person's motives are and I think that is where you got to understand communication. What is the motive behind the deal? What is the motive in which they want to achieve? So I'm always thinking about what they're thinking about. I'm not thinking selfishly, even though I want to make sure that I get, you know, rewarded for the deal that I'm going into, but I'm thinking about them.

What do they want? Why do they want to do this deal? Why are they trying to sell this property? What is it that they're trying to achieve from selling this? What is it that when they sell this, how does it benefit them and where they're going? Okay. Those are factors that you have to take into consideration when you're pre negotiation. So the pre negotiation, the three step process is always gather information from them in the communication phase, initiate or acknowledge why they're selling and demonstrate the motive in which they want to sell for, okay? so I'm going to be gathering a lot of data, gathering information, gathering information, gathering information. That information that I'm gathering starts to help me pre-negotiate, even though they don't, I'm not negotiating or they don't realize I'm negotiating. I am negotiating, okay? Because if they say something to me like, um, will, I may ask them the question like this, and this is all inside the 30 day fast track guys, if you have it, use it.

I may ask them a question like this, tell me about your property and when they start telling me all about their property, um, if they say, oh, it's on a corner lot and we just did the roof and it's beautiful, I'm going to answer like this. I'm going to say, "*well, it sounds like a beautiful home. Why would you sell it?*" See, it's understanding that type of communication that makes the other person defend their position in selling, which then what allows me to gather more information on their motive? And so what that means is this, they're going, oh, well, they must think there's something wrong with the property. That's what they're thinking. Well, why would you sell it if it's such a nice home? So in their mind they have to justify why they're selling it. So that's where we're going to get to the true motive.

Oh, well we took another. My husband got a job, my wife got a job in Texas, in Frisco, Texas. My husband got...my wife got a job in Frisco, Texas, and we have to move and we have to sell this house. You know, so that we can do that, boom! Now I have the renegotiation. I write that note down. Must move. New Job has to relocate. So now I'm not. I have no reason to negotiate

the deal anymore. You understand? I now need to negotiate where they're going, how quickly I can help them get there. What's the benefit of me helping them get there? How can I close on the deal quick enough at the right price that benefits me and benefits them to get to where they want to be. You understand.... like that's the mindset that you have to move into. It's not about always the number.

It's about identifying the real reason that a seller is trying to sell and pre negotiation, which is the communication phase so that I can then negotiate by giving them what they want, building the pitcher to where they want to go, establishing the future of the decision that they make today. That's why you have to understand why it's so important to understand communication and you'll. You'll never understand this if you don't want do it. You have to do it, do it, do it, do it, and do it. You have to really do it on a daily basis to get the skill sets to build the confidence so that you can communicate. Listen, one of the greatest things in the world is when you get off the phone and you start playing back in your head, oh, I should've said this. Oh, why didn't I say this?

You've done that. I've done that. I still do to this day. Oh, why did I say that? That's actually a good skill set to have because it's you recognizing the things you should have said that you didn't say and it helps build that pathway to where you want to go. Okay, so you gotta understand that. So step three is always about gathering all that data and the three-step negotiation, right? It's the communication. It's gathering information so we can negotiate to be able to identify what the true motive is and getting them comfortable with you. So if you want to really do a good job of pre-negotiations listened to me when I say this, build the confidence in them to trust you. Okay? Build the confidence in them to trust you because they may say something to you like this. Well, why don't you just make me an offer?

Well, right there is an open door for you to shoot yourself in the foot because here's why. Everybody else just shoots them an offer. You have to say, well, Mr. Seller or Mrs. Seller, you know, I'd love to give you an offer, but actually I don't think that would be fair because I need to write these two down, research the property and research the neighborhood. I got to research the property in the neighborhood so that I can make sure that we're giving you a fair offer that works for you and it works for us. Mr. Seller, I hope you can understand that and appreciate that. Yeah, yeah, yeah, I do. That's a confidence builder. That's them saying, look, this guy, you know, he's serious and he wants to make sure he's making a good move. The other way that you can do, and there's so much to pre-negotiations guys, another good way that you can do pre negotiation is always establishing that they have a headache look like in my communication with the seller, I'll say it several times, I'd say, look, you know, I'm, I'm interested in taking on your headache.

I just got to figure out how big of a headache it's going to be for me to like I'm letting them aware like, I know this is a headache for you. You're trying to sell it, it needs work or you're overpriced. Whatever the case may be. Right. I know that this is a headache and I just, I, I, I have to see if it's gonna be a headache I'm willing to take on. Right? Another great way of pre negotiated and here's the thing.....pre negotiation has nothing to do with how low will you take that? That is not

pre-negotiations. Pre-Negotiations is setting the foundation with them for when you come back to negotiate. Getting them to get out of the mindset that their price is the right price. It's saying things like, well, you know, what are you trying to get out of the property, well, I want \$120,000 for the house.

Okay, great. Do you have an appraisal for that? No, I don't. Oh, I see. It's just getting them to think guys because now they're thinking, well, I don't have an appraisal. Is it really worth 120? And I may say, well how'd you come up to that price then? Oh well John sold his for 125. Oh Great. The John's house, was it newly remodeled? Was it updated? You know, what was going on with that one? Oh, well, I don't really know. Oh, I see. So the point is, is without me trying to be blatantly like disrespectful to them, I want them thinking about all this stuff. I give you a present. I love using this one. I'll ask them, well, tell me about the property. And they start telling me about. I'll say, oh well great. Have you remodeled the kitchen in the last five years?

No. Oh, okay. Well can you tell me about the floors, you know. Oh, well we have wood floors. Laminate, carpet. Oh Great. Are they new or are they still the originals? Oh well they are the originals. Oh, okay. We'll have you updated anything in the property. Oh, well yeah, we painted. Oh Great. You had a professional or you guys did it yourself? Oh No, we did it ourselves. Oh, okay. You understand what I'm doing. Like I'm digging with the right questions to establish that the property needs work if they want to get that type of price on it. And one of the ones I always end with is I say, *"Well, have you done any landscaping to the property?"* And if they, most people will say, Oh yeah, we've, we've done the yard. Oh Great. So you've landscape the back. No, here's why I always say that because most people never landscape their backyard like I just did mine last year.

And um, I know why they don't do it. So. But the point is, I'm always establishing the, the, what we call the hooks inside that communication. I'm establishing the point with them that that property is probably not worth what it really is because I'm pointing out the things that other people would probably point out directly at them. They're saying, oh, well you didn't update this and that's not updated and this is going to cost money. A seller doesn't want to hear that they're going to put the guard up. They're not even going to listen to you. Right? You've got to get them to listen to themselves. You've got to get them thinking. You got to get them really negotiating the deal in their head. So they start thinking, oh, I probably need to drop this price, and if you do that correctly, when you then come back to negotiate, it is easier to get them to come from 120 to 70,000 and that my friends is why you have to really master the scripts and the communication that we give you inside the 30 day fast track at the 2 day immersion. If you're in our coaching, you know, these are the things that help you become better at getting the deals you want because if you're a better negotiator, and when I say negotiated, a lot of people take that word wrong. Um, they, they think negotiation is like this hard, like raw this battle. And it's really not. You...listen, it is much easier for you to get them to want to give you the property. Then you try to take it from them and you do that in a three step process. You do that with a communication phase or research and analyze and then a call back for negotiations. You don't try to push it all into one. You stepped that out. You build the relationship, you create trust with them, you get a conversation started with them, and you start to identify things that

they need to be aware of without forcing it on them and getting them to think about it themselves.

So here's the thing about today, guys. Today is week 10 of a 24 week challenge. So if you're just joining us for the first time, you've missed 9 weeks of building your business and we still have 14 more weeks to go. Okay, I guess that's right. We're on week 10. Yeah, 24 weeks, 14 more weeks to go. So I encourage you guys to participate, be active, share this message. People need to hear this because here's why. There's too much information out there that's being shared from people that aren't even really investing anymore and you need to be in it. You need to be a winner. You need to be in to win. You need to stay committed to your journey. The last thing you want to do is start a journey and give up on yourself. Give up your dreams. Give up on the future that you're setting out for yourself because you think it's too hard.

Let me tell you something. My friends, life is only as hard as you perceive it to be. If you want life to be easy than it will be easy, but it's going to require you to put your big boy pants on. Put one foot in front of the other and take this journey. No matter how it comes at you. That's what it boils down to. This is not participation award. This is not, oh, well, you did a good job. Let me give you a million dollars. No, this is. You're already a millionaire. It's sitting out there in somebody else's pocket. You've got to find the way to get it and you got to get up every day and you gotta work hard at this business and you've got to put the steps together and you got to believe in you and you got to be in it to win it.

The choice is yours to dig deeper, but you've gotta want this. No one is going to get on the phone with you everyday and try to Rah, Rah, Ree you because you have doubt in yourself. You've got to be willing to believe in you and enough to get up every day and say, this is going to be hard, but I'm gonna make it easier by doing it every day. I'm going to stay consistent. I'm going to put the time in. I'm going to put the work in. I'm gonna to make this happen, and that is your choice. I will show you where the water is. I'll show you where the grass is. I'll show you where the stable is, but if you don't get up and go to them, there's nothing that can happen. You've got to be in it to win it. You have to.

That's just the nature of the game. Are you going to get fearful? Yes. Are you going to have moments of doubt? Yes, but all of that will start to go away as you do more and more, especially for those you that are watching this there with one of our coaches. You've got the power of having a coach right there on the phone with you, talking to you, emailing you weekly assignments, checking in on you, making sure you're moving forward, answering your hardest questions. That is an all out when guys, that's a win, win, win for everybody, so you gotta make that choice. You've got to be the one that says, I'm doing this, I'm doing this with or without those people around me. That's what I said my whole life, my whole life. I tried to get people to see my big dreams in my big life and my big ideas and it was very few and far between that.

People did do that and I always had the mindset, I'm going to do it with them or without them, but you're not going to stop me. That's why my mascot is a rhinoceros because you listen, if a rhinoceros wants to get to where it's going, it's going to put his head down and it is going to

move forward without with all costs. I don't care what's in front of it. It don't care what's on the other side of that wall and it's going through it. That's how you build confidence. You believe in you. You believe that you have what it takes with the right support and the right education and the ability to stay focused. You can do anything you want. That's why I love doing these shows so that you guys can get on here and learn and you guys can participate and you guys can see where we're going with this and all the people we're helping.

I mean they come on regularly given us testimonials about how we're helping them do deals and how they're growing their business. I don't have to do this, but I love doing this. I love helping you guys. That's the truth, but you've got to love you to be able to do it even more because here's why. It will get hard and it even gets harder when you're doing it alone. So think about that. Stay committed to your journeys. Stay committed to that voice in your head that's telling you you can do it because guess why? The whole rest of your head is trying to shut that little voice down. It's trying to say, oh no, it's too scary. You might fail you, you, you don't know enough. All of those other voices are trying to shut down that little voice that's saying you got this. You can do this. Keep moving forward, so you've got to be the one that listens to that little voice and shut out all the other lies. Put them to bed, stick them in a closet. Shut the door on them because you've got to do what it takes to give you a better life and that starts with your commitment to yourself.

You've been listening to the Real Estate Investing Talk Show. I'm Zack Childress and I'm on a mission to create 10,000 real estate bosses over the next year. Will you be one of them? Head over to my website, reisuccessacademy.com/webclass and register for my free web class where you'll discover how to escape from the 9 to 5 grind and become your own boss in Real Estate. See you there.