

5 Major Mental Barriers to Negotiating Good Deals

If you're like many investors in Upstate CREIA, you probably read the Yahoo message board daily or weekly. Sometimes we see a great wholesale deal come along (one that doesn't actually have inflated comparables and deflated repair costs). "How did they do that," you may ask. "Where did they find it? What technique did they use? What'd they say to get a seller to actually accept that deal? Why can't I find more deals like that? Maybe they just know someone or something I don't."

If you've asked these kinds of questions before ... and I'm not preaching without pointing the finger back at myself too ... you should probably dig a little deeper to the source of these questions. What are your basic paradigms or beliefs about business and real estate investing?

The point is this: When trying to find and negotiate good real estate deals, most of us begin by focusing on the *external* – like direct mail campaigns, newspaper ads, and offer formulas. While these are undoubtedly important, ironically and maybe to your surprise - they are secondary. The *internal*, your *paradigms or beliefs* have much more power to either bring you an abundance of deals or unfortunately to prevent you from negotiating successfully.

At the February meeting I will discuss 5 of the most important mental barriers that I've found frustrate and keep investors from meeting their investment acquisition goals. I will then share the specific, more empowering mindsets of investors who do consistently buy real estate deals that lead to financial freedom.

I promise there won't be fluff or pie in the sky info. I like specific, practical, easy to implement information, so be ready to take notes and apply what we talk about right away in your business. *See you in February.*

Chad is a local investor who lives in Clemson, SC. He began investing in 2003 soon after finishing at Clemson University as a biology major and starting linebacker for the football team. Chad loves the investing business itself, and it also provides him cash-flow and time to do other passions in life, like a 4 month trip he and his wife took to Spain and South America in 2009. Chad also coaches a limited number of local investors and writes a monthly newsletter on investing and success principles.