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# Ways to Become a Real Estate Investor

## 1. Become a Planner

Successful real estate investing begins with a plan. Identify where you are now and where you want to be, ultimately aiming for a lifestyle of collecting rent checks while enjoying your hobbies, interests, and passions. Start with small, achievable steps for the next year and scale outward to a five-year plan to turn your dreams into reality.



## 2. Learn to Network

The adage, "It's not what you know, but who you know," comes into play when starting your investment journey. Creating a support network of mentors, business partners, property managers, loan officers, accountants, and clients is key to your success. Don't be afraid to ask for help and advice from people who have been there.

## 3. Transform into a Student

A successful investor does their homework. They know the market in which they want to invest. They study changing trends and consumer habits. They watch the fluctuation of interest rates and rental prices. Being a good student of the real estate world will save you from mistakes made through ignorance.



## 4. Find Your Niche

The real estate world is full of investment options. As a new investor, it pays to find one specific corner of interest and start there. Whether you focus on turnkey investment properties, retail developments, rural land, or multi-family units, learning all you can about that market and running with it is crucial.

## 5. Build a Good Reputation

Successful real estate investors operate with the highest ethical standards. Investing requires a partnership with many professionals who need to know they can trust you. Honesty is a key quality. Playing by the rules, respecting your competition, and following through on your commitments will get you farther than any shady business practices.



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