

Iflipuflip S1E5

Welcome to iflipuflip real estate podcast and today we've got a cool topic. If you are a real estate investor or are looking to become a real estate investor, there are a couple things that I've noticed through my decade of investing that I always need with me at any given time, so I have put together a list, it's called ten items that every investor must have in they're car.

As you invest and as you travel and look at property, I always found there were certain items when I'd get to a house starting off I needed, I didn't have it, and I'd have to either try to put something together to make it happen or have to leave, go buy it from a store and then come back and redo it, so I've put together a list of the ten items you must have in your car if you're a real estate investor. Let me go through these real quick for you here, this is my number one thing and man, as I teach classes this normally stops the presentation and I spend a little bit of time, quite a bit of time on this topic right here.

The very first thing that you need as a real estate investor is a car office. Let me be clear, what I mean by that is, when I started investing a lot you have to understand, if you're with an investor you're going to be driving around looking at houses a lot, a lot of your day is driving around even if you are marketing, if you're bird dogging, if you're putting out bandit signs or if you're like myself, I'm normally driving from project to project, looking at different rehabs that are going on, looking at different houses that we're flipping and one of the things I noticed is I needed a good way to organize that stuff and most investors, and if they're listening to this they'll know what I'm talking about, most investors if you were to look at their car they normally have a bag like a satchel or something, full of papers thrown of the floorboards or front seat and as they drive and start and start their car, their papers are sliding out, they have them in different compartments in their car and everything is spread out.

It's a very, very aggravating and frustrating life that you live because your life isn't lived in an office like a normal person, nine to five, here's my desk, here's my filing cabinet with all my stuff, you work out of a car and it becomes very unorganized very quickly. So awhile back I found a thing called a car office and this sits in my passenger seat, you can find them on Amazon just look up car offices on Amazon, plastic basically a desk if you will in the passenger's seat, it actually buckles into it, it has a place for ink pens and pens, it holds my cell phone, it has a compartment for laptops, my camera's inside of , my business cards inside of, it has a clipboard on it that slides out, it also has a filing cabinet or hanging file folder is a better way to put it, a hanging file folder with all my letters, project binders that are there for the properties.

That car office has created so much organization and the ability to keep my projects in order, the ability to keep my files in order and not throwing things around and at the end of the day, I

simply pick up my office and put it in the trunk. It's probably about 3 feet tall, about a foot and a half tall, a very, very extremely useful tool for real estate investors, all of my project managers, as soon as they started one of the first things they got from me was a car office because I wanted them to stay organized as well instead of just having everything thrown around the floorboards.

So number one, the very first thing you must have if you're a real estate investor starting out in my opinion is a car office. You can buy these for under \$100, these car offices, again there is a lot of them out there to choose from, we'll try and put these in the show notes as we get down there. The second thing that every investor needs is hand sanitizer ok, now I didn't put these in any particular order, but the second thing you need and every good real estate investor will have in their car is hand sanitizer. A small bottle, actually I have two bottles in my car right now, and we just keep it in there because you're going to be in some real nasty old houses, I can't tell you how many old doorknobs I've twisted and thought oh my god, I can't believe I just touched that doorknob, so as soon as I get out of the car one of the very first things I want is hand sanitizer, so make sure you keep that in your car if you're a real estate investor.

The next thing number three, that you need to keep with you at all times is a camera. You've got to keep a camera with you at all times, whether you're driving around taking photos with houses, whether you are taking photos of a property you are looking at and you're going to get inside your photos, next to your photos, you know any time we go to a house as a opportunity to buy it, if we're going there as an intent to rehab or buy this property, we immediately take about 50 photos of this property because we always have more shots of this house, I'm already at this property, I'm already extremely interested in this property and when I say extremely interested I don't mean somewhat interested and trying to see if it fits, I've already done my online inspection and I already know the numbers on this property I'm just there verifying it, but we can talk more about that later on a different podcast, how that whole process works. But while I'm there man, I'm taking photos right then and there so I always keep my camera inside of my car office as well, for the third thing we keep.

Fourth thing you must have, if you're a real estate investor, in your car at all times is sort of what I call your identity package and what I mean by that, this is your business cards, these are your postcards, these are your flyers, these are your door hangers that you put out, this is stuff you would use for marketing basically or your identity package, who you are basically. You always have to keep, in my car office I have a hanging file folder I keep all of my, I have letters that go out to my neighbors if I'm rehabbing a property, I have letters that I just fold and put inside their door, the front door of the property, sort of the neighbors of the rehabbing property, it just sort of lets them know hey, I'm the owner here, I'm rehabbing this property, I have a license for it, I'm looking to increase the value of the neighborhood, I know it's going to

be an inconvenience for you for the time being, I apologize, if you see anything going on you're not happy with here's my number and call me.

What I'm trying to do there is put the neighbors at ease, let them know that everything we're doing is legal, let them know that we have all of our permits and all of our licenses, let them know they have a contact and I'm trying to keep them away from the city, away from calling the police about certain things, I'm giving them a point of contact for me. I'm also establishing if you see anything, someone breaking into the property, call me. A lot of time the letters have in there we will be working from about 8am to 6pm, if you see someone on the property past 6 or 7pm call me, because it could be a thief breaking in, or call the police.

So I also give them the hours that we'll be on the property, but that's something that, number four here I'm talking about our identity package, this is something that you're going to keep in your car that you're always going to need as an investor, your business cards, your flyers, if your door knocking and no one's there then your door hangers are going on the houses again, I keep all of this stuff in my car office so when I leave in the morning I don't have to think oh, do I have this or what am I doing today, my office is in my car already, I simply pull it out of the trunk, put it in the passenger seat, buckle it up and I'm off to work.

Next thing here of course is your smart phone, if you don't have one, and there are very few people who don't have these, if you don't have a smart phone you've got to have it for several reasons number one, you've got the camera on it, the video camera and the camera, a lot of apps that are very, very helpful for you, Redfin, Zillow, etc. Of course you have a scanner on the iPhones now, you've got the DocuSign we use now etc, so you've got to keep, just for basic market research when you're out at a property you can Google who the owner is etc, you've got to have the smart phones nowadays.

Next, we use this a lot and I'm actually using it during the podcast, is the iPad. Whether you want a different version from Amazon or Dell or Surface Pro, you've got to have some sort of tablet because I can't tell you how many times we use this out there inside of real estate whether it be for the tiny scan, Ever Note which is what I'm on right now, DocuSign, these are great tools, Producteeve, these are great tools and great apps that we use on an absolutely daily basis inside of our real estate business that we use off our tablets, we use Apple so we have the iPad, of course you can always look at the Andrew Cordle app, self plug for myself there if you don't have that, make sure you have the Andrew Cordle app on your iPads and iPhones as well, there's a lot of cool information there, videos there, blogs of course the podcast as well.

Next would be number seven, so make sure you have a tablet, number seven would be make sure you have a blank contract. This is something that, you don't ever want to miss out on an

opportunity because you're driving to a property and forget your contracts. So in my car office at all times I have many, many blank contracts, they are the full contracts we just fill in the blanks and information in there, so anytime I need to I can pull on out, get a copy of it, fill in the blanks with my ink pen, get a copy of it, use my iPad to scan it if I need to, and use the tablets for the contracts as well so number seven, blank contracts.

Number eight, this is my favorite thing, one of the things I use every day, it's Bose headphones ear buds and these are made by Bose, and you can use whatever ear buds you want but I have went through probably at least 20 different pairs of everything from Bluetooth to wireless, you know the wireless kind, to just about every different kind of headphone you can imagine, my favorite are the Bose headphones that are ear buds. I think they are about \$150 a set, but they're the hands free driving, the clarity on the them, the sound clarity, the noise is awesome on those so I use the Bose headphone set and the reason I use those is I'm driving most of the day, the last thing I want to do is try to talk on a phone while holding a phone, especially sitting in traffic, driving on I-85, 2-85 trying to talk on a phone, holding a phone while trying to drive and so forth so I always go hands free and let me say a little caveat here.

I know in many States you can't even use headphones so if you can't use them in your state don't use the Bose headphones. They do make, a lot of the car phones now have the speakers built inside of them, I just don't like speaking in one of those, it always feels like I'm screaming in the speakerphone when I'm doing that so if your state allows I'd use the Bose headphones nonstop and you know, even if you're not driving in the car, even on job sites, I'm on the phone so much in the real estate business, even when I'm walking around I normally have my headphones in, in my phone, sometimes I have them hooked into my shirt pocket or whatever, someone calls me I know it will go straight to headphones immediately so number eight is the Bose ear bud headphones.

Number nine, things that you should always keep in your car, is a laser or tape measure. They have a tape measure because of course you're always measuring new things, for me we're always doing new construction so we're trying to get a quick measurement of how wide before the lot is, how deep before the lot is because that tells us how big of a house we can build there, but even if we're rehabbing properties we want to know how big the kitchen is, or how big a certain bedroom is, how tiny, you know that is one of the things that can kill your sell, how tiny the bedroom is.

There are certain things you can't change in a house once you flip it and it always hurts your sell and that's the size of the bedroom, so sometimes we'll pull the tape measure and get a quick measurement of things that are inside the property, so a tape measure is something you always want to keep with you, or they have the new, what we use now, the new laser. You sort of put

it up against the wall, it shoots a laser and tells you how long of a distance that is, we use the lasers nowadays you can get them at any Home Depot or Lowes out there.

Number ten, and then I have one bonus item here for you on this podcast of the ten things every real estate investor needs in their car. Number ten is what I call the blueprint paper or property analysis forms and what this is, I use blueprint paper, it's sitting on my desk right now, what I call blueprint paper, it's just the paper that has the little bitty squares on it, I use this paper for everything even for taking notes. If you're ever out at a property, these are great for packs of papers that we use because we're maybe at our property and we're trying to draw out what we need to draw, because I have the blueprint paper on it, it actually comes out much more accurate of how I want the kitchen to be, where I want things to be versus I use to do in blank paper, just typing paper, and I would sort of draw out ok, here's what I'm looking for.

I noticed that when I switched over to just normal blueprint paper, and that's what I call it let me see if there's an actual name for this, on this packet here there is not, I call it blueprint paper I just got this at Office or Staples. I noticed something that when I switched over to that, the drawings of the layouts of the kitchens or layouts of the bathrooms became a lot more organized right off the bat and the contractors understood them a lot better as well, so I always use the blueprint paper as I'm looking to do things and also the property analysis forms here, this is another form that I keep with me at all times.

As you inspect a property, so when you use the blueprint paper, so is also a lot of times when you use the property analysis forms, which just helps you identify whether this is a good house should you buy it, it's helping you analyze it, this property, to figure out if this is a go or this is a no, so those are the two forms I always keep with me, the two papers I always keep with me in my car office as well.

And as a last a last item here, just for good measure as a bonus item here, the number eleven item that you keep with you at all times, if you're a real estate investor, is a flashlight. You always want to have a flashlight with you, your iPhone usually does not bring enough light to the party in these dark houses, especially the basements, so I always have a big Mag flashlight that I keep with me, hop out I've got the Mag flashlight so I can go anywhere in the house and I have a nice bright light there.

So those are the top ten real estate things you should keep in your car at all times if you're a real estate investor, doesn't matter if you're just starting out or if you've been at it for awhile. In my car, as you go out there if you look around, I have these items in my car pretty much at all times, especially my car office and that's the one I would start with first, the car office. So anyways, I hope you've enjoyed this podcast from iflipuflip until next time, get out there and go flip some houses.