

## Finding Hard Money Lenders aka Private Lenders

Hard Money lenders are not going to come knocking at your door and say, "Hi I have money just sitting around and I want you to use it". You have to get up and get out there and find it, just like the deals. The best place to start is at your local real estate groups. Make sure you get there early and stay after the meeting. There is a saying about real estate group meetings, "There is a meeting before the meeting, during the meeting, and after the meeting". Let other investors know who you are and what you specialize in. Build yourself a credibility kit from previous rehabs to show potential lenders. The term Hard Money Lender, is usually only used and understood by fellow real estate investors so the term Private Lenders may also be used.

You will find most of your lenders by asking for referrals from other rehabbers. Another way is to run an ad in your local business section. Sit down and make a list of people who you think may have 401Ks, and other sources of money that they would be willing to invest in a solid real estate transaction or that may know someone willing to. Here are a few suggestions to start your own list: Your Doctor, Dentist, Family Members, Directors of your local REI group, Well seasoned Investors, Attorneys, Insurance Agents, Accountants, Mortgage Brokers, Title Company Closers, etc. Talking with the above individuals is a great place to start and grow a list from.

Remember, most hard money lenders use the deal as collateral and not your personal signature/credit. If it is a good deal and the lender sees that you have done your due diligence and all the numbers work you will have lenders lining up to give you their money to use. The cost of using hard money is irrelevant; it is part of doing the business. And once you get some deals under your belt, set aside some money from each deal and start your own bank role.

Visit <http://rehabbinghouses.com/> for additional information on rehabbing properties.

To Your Continued Success,

*Dwayne & Michelle*