

The highest compliment I can ever receive is a referral from my friends and customers.

With knowledge, integrity and service, I am dedicated to making your real estate transaction a positive experience. If you know anyone interested in buying or selling a home in your neighborhood, perhaps a friend, a family member, or even you, please give me a call today!

407-766-7116

WI4C2TS

Win-Win or no deal
Integrity, do the right thing
Commitment, in all things
Communication, seek first to understand
Creativity, ideas before results
Customers, always come first
Teamwork, together everyone achieves more.
Trust, starts with honesty
Success, results through People

Buy then Lease/Purchase?

A great concept to use in the current Buyers Market is: Acquire properties while prices are down, then sell it as a Lease Purchase. You have a great tenant, with a vested interest taking care of your property and in two to three years when property values are up, you are selling at the higher price. Remember: **Price, Terms, Conditions** mentioned above. I can help you find the property and the lease purchaser as a package deal.



Happy Thanksgiving 2006

Real Estate World

Achieving Real Estate Dreams and Success



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Change is in the Air

Summer is over, fall has arrived and the Holidays are fast approaching.

We can tell by the changes in weather, school projects, daylight hours and activities.

I have also had changes in my work life recently. At the end of August (due to health reasons), my broker was no longer able to employ associates. As you are aware, I have always been very cautious and downright picky with whom I work. I began my search for a new broker by talking with several local and national Real Estate firms. After four weeks of interviewing, praying and picking the brains of the top Real Estate agents in Orlando, I found my new home at Keller Williams Classic Realty.

Keller Williams is a National Firm that shares the values, attitude and passion I have for Real Estate and people. The firm started in 1983 and is growing rapidly with over 600 offices and is the 4th largest firm in the US. It is their belief system known as WI4C2TS (see box at left) that sets them apart. The great thing about working in an office of professionals is you are challenged to set your goals higher and set yourself apart, otherwise known as finding your niche.

For me this means using my knowledge as a prior CPA and stockbroker to help clients see how they can use Real Estate, not only for their personal enjoyment, but to achieve their financial goals. One area I have found especially beneficial is using Real Estate to achieve retirement goals. Rather than relying entirely on stocks and bonds for retirement, Real Estate can offer income, capital appreciation and most importantly diversification (see *Self Directing: Unlocking your IRA* article on the following page).

People are moving to Central Florida! Approximately 1000 people per day move to Florida. Unless we put up gates at the state line, shut down our airports and Baby Boomers decide never to retire, Florida will continue to grow and home values and rental rates will go up. But its not just **Location, Location, Location**.....you must also consider: **Price, Terms and Conditions** when purchasing in this market. So give me a call with any questions, ideas or to help develop a plan for you and your family.

To Trust or not to Trust (a Living Trust), that is the ?

As many of you recall, the passing of my parents several years ago hit me pretty hard. They were young and had never been sick. They had just retired and were very active and had started traveling. While they had drawn up a will, they had never considered the process of passing on their assets. Unfortunately we learned the hard way about the

tedious process of probate and how a Living Trust would have helped. It is definitely a difficult area to consider or to address with your loved ones. But a few dollars and a couple of hours could make a big difference. Maybe it's because I hit the Big 50 this year or my amazing trip to Africa but I feel the need to pass on any wisdom I have gained, if it might help others. To determine if a Living Trust may be appropriate for you or

your loved ones, see the article on page 2, *How much of your Estate do you want to subject to the Agony and Expense of Probate?* The article was provided to me by one of my earliest DVC members Ryan Hyder. If you have ideas to share in my newsletter, please call or email me, after all most of you are family, DVC Family! For those that aren't, let's talk!

Self Directing: Unlocking your IRA

Glen Mather, Entrust Administration Services, Inc.

Did you know that you can invest in real estate – of almost all types – with your IRA or retirement plan? Recent articles in the Wall Street Journal, Time, MSN and AARP publications have brought the practice of retirement self-direction into the public's awareness. It has proven to be a powerful vehicle to build investment wealth while reducing or eliminating future tax considerations – yet historically, it has generally been the high-net worth individuals that have availed themselves of this opportunity. Indeed, since 1975 self-directed plans have been available, although relatively few IRA holders have taken the time to understand their options and take advantage of such plans. Recently, the IRS has increased the contribution limits to unprecedented levels for most plans. For example, business owners without common law employees may qualify for the Individual or Solo (k) and thus defer up to 100% of their first \$15,000 and up to \$44,000 annually. There are three things

you should know when you self-direct your retirement plan:

- Which retirement plans are best – Traditional IRA, Roth IRA, SEP, Simple or Individual(k)
- What types of investments you want to make within the plan
- The IRS rules of self-dealing and prohibited transactions

The IRS rules regarding prohibited transactions are not too complex, yet one should consult a tax advisor for specific advice. Disqualified people include your immediate family (except siblings) employers (in a qualified plan), certain partners, fiduciaries and other categories spelled out in IRS code. IRA owners may not borrow money from their IRA, sell property to it, receive unreasonable compensation for managing it, or use it as security for a loan. There are also several named categories, such as collectibles which also may not be held by your IRA. The opportunities outside these prohibited transactions are significant. You may buy, sell or exchange investment property. You can partner with friends, relatives and business associates to purchase property, then lease it to anyone that is not a disqualified person. You can roll property from one plan to another or even take property from your

plan as a distribution.

In addition to these ideas, an IRA may also invest in partnerships, LLCs, private stock offerings, loans (both secured and unsecured), tax lien certificates, purchase options, joint ventures and other investments.

We have seen clients form investment groups, combining IRA and non-IRA funds to purchase and hold property, rehab and turn properties or simply lend out the funds in the form of notes and mortgages.

So if you are confident in your abilities to make your own investment decisions, have the desire to reduce or eliminate the tax consequences on your gains, and have the resources to invest, self-direction may prove to be a wise choice.

Entrust Administration Services, Inc. has offices in Orlando, Ft Lauderdale & Jacksonville providing self-directed administration for clients in 39 states, Canada and the Virgin Islands.

Special thanks to Jason DeBono
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How much of your Estate do you want to Subject to the Agony and Expense of Probate?

Many people assume that having a will avoids probate. In fact, a will *guarantees* that your estate will go through probate. According to a recent study, the average costs of probate is 8-10% of the gross value of an estate and the average time to settle the estate can be 15-18 months. Also, by going through

Probate the identity of your assets and heirs are made public.

Today, a Living Trust is the *only* fail-proof way to pass on your entire estate to your heirs without unnecessary taxes, lawyers, public disclosure, courts or the probate system.

To learn how to control your assets now and after your death, contact:

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