

Evictions, unclaimed property, and probate court | Episode 92 of Estate Professional Mastermind Podcast

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Go the extra mile for your real estate clients

Hey, good afternoon. This is Bill Gross and this is a Probate Mastery Mastermind call. We get together every Tuesday at noon Pacific time, 3:00 PM Eastern, and every time before and after every other time zone, and we get together and talk about all things real estate. And these are, This is for people who are actively working with the Probate Mastery program that was founded by Chad Corbett.

ProbateMastery.com. The probate coaching program, the basics of getting certified as a probate expert. And I think the basics as far as the mindset of being in service to people rather. Just selling houses or just flipping houses. And so I'm, I'm Bill Gross. I am an alumnus of the program. I took Chad's program before he founded the company at another company.

I retook it here. I am also both contributor and a graduate of his EARN program. And I'm just a colleague, I'm just a practitioner of the business. I'm in Los Angeles, California. I use them, my website is the la probate expert.com. I do host my live stream on Thursdays, probateweekly.com. Love to have you join me there.

And I started that because I need that as a practitioner. And then Chad launched this program and has asked me to help fill in from time to time as his guest host. I was off last week for the holidays. I'd be off for the next two weeks. High Holly starts tonight. Actually. It's the sun.

We have dinner here at my house at five o'clock, but I love anybody who wants to tell me how they missed me last week. How I'm much better than Chad, better looking, more gracious. Feel free to put that in the chat box. I, I'm starved for your affection and attention and then I'll be off for the next two weeks.

So, um, I wanted to start today just with one thing. I, I was off just on the phone with somebody who I know through this call and similar calls.

I don't know that he's on and unless, you know, he had, didn't gimme permission to talk about it, so I kinda keep it myself. But it was a question he asked that I answered in a Facebook group and then he called me. We talked a little bit, but I wanna kind of share not the solution to the problem, but more the mindset.

So the question is, in California, I think it's true maybe in other states, but in California, to close escrow when there's a court-ordered sale, which is about 10% of them uh, with limited authority or a court confirmation of sale. Court confirmation sale that we, the title company will acquire a certified copy of the court order. So what's silly, cause I think in the 1970s when the law was passed you know, you would have a court confirmation sale. You go to court and the judge will say out loud we have a sale here for \$400,000.

Anybody wanted to bid more in Californians by 5%. Plus \$500. So if it's a \$400,000 sale, you're confirming he's saying, or she's saying, Anybody here willing to bid 4 2500 or more and have a cashier's check to be qualified? And if they do, then there's an auction. If they don't, they confirm the sale.

And so the judge will say, Confirming the sale, property address, sales, price, commissions, terms, and such. And, so what's created is there's a note in, in, in Los Angeles County called a minute where the clerk will summarize what the judge. The attorney is to prepare a court order with all those details.

Now, in some regards, it seems kind of odd to require that in this day and age we have, you know, other ways to record things, but that's how we do it. So the attorney prepares the order and then files it with the court, and then usually within a couple of days it was done, right? It gets signed, it usually has a couple of errors, goes back and forth, and you can take 30 days or so to get a signed order from the judge.

In some counties, the clerk prepares it, then just signs it on the spot in San Bernardino, in la the attorney provides it the next day, and then the judge could be on vacation or busy. As I said, the process takes anywhere from seven to 30 days depending on the process. When you find out about, Cuz online you get a notification that there was a confirmation there was the judge signed the order, but the title companies since 1970, want a certified copy of the judge's order, which is on the website.

And you say for those of us who are here in 2022 with internet access, I don't get it. Can you just go online and verify it? I don't know. The top companies don't wanna have to verify. They want you to give them, a certified copy. So, that said normally the processes you go to court. I used to go to court every day and so, I would go downstairs and wait in line and it would cost about 40 bucks to get a certified copy of the documents.

About two or three pages. Some attorneys would do it themselves. Some attorneys would use a vendor like the bond service. Some title reps will do it for you. It all depends on who you're using in the circumstances. So when this guy said, Well, how do you do it? I say, Well, to be honest, I usually do it myself.

And, and, I use a legal service just like attorneys use services to file documents and research and get documents. I use an attorney's service. Normally attorneys use it also. Title companies use it also. I use it. And so for me, when I have a court sale, I just order the documents and they have a runner goes down and pulls the document, stand in line, get it certified, and send me the originals and I have them to give to the title.

And I tell the attorney I did that.

So why do I do that? Do I have to? No, I could probably get something else to do it. Why? Might just real quick question here. Why might I wanna do that myself? Anybody wanna answer the question? And again, it's not relevant, it was not true in your county. It's the attitude I want you to get straight.

Why might I do that? Who wants to offer a solution or reason why? Providing value to the attorney. Right. See, without, I want, I want the attorney so dependent on me, they can't imagine getting outta bed without me as their preferred real estate agent on their prob big deals. That's the goal. And so I notice, for example, the attorneys would pick a, a certain bond vendor because they would get those documents and I'd say, Well, I'll do that for you. I was ready that that core was no big deal. Now it costs, I don't know, 80 bucks. So let me ask you this. Who, Here's a real estate agent, is your commission on average more than \$80? How many, how many probate listings would you like for a cost of \$80 a piece?

I'm just curious. My answer is, as many as I can get. You can line 'em up 10 miles long and I'll find enough people to help me to get every one of them. Is anybody here on up for that game? Yeah. So it's, But here's the thing we'd hear. It's not the form. It's not that certified copy. That's the key point.

What's the point I'm trying to make? A couple of you have it in the chat. Be a problem solver. Be the solution. Be the vendor that your attorney and your client need to have to get the job done, and you don't want them thinking about how they could do it without you. You want them just to think you're the one to do it.

And so it's on you every day, and you want that to be in a relationship, what I would call your language of love, right? My, I'm married 36 years. How in the world did that happen? I have no idea. Don't tell my wife. I, I, I, I don't think she is aware. We're still married. I'm getting away with it, but, you know, sometimes people do things for you.

Like, my wife makes coffee. Could I make coffee on my own? I'm not a cook, you know, I can barely make, you know, a cheese sandwich, but I can make coffee. Why does my wife make coffee and why? When she says, Do you want me to make coffee for you? The right answer's always yes. Why is that? That's the language of love in our relationship.

In relationships, you know, you wanna be the language of love and when an attorney has a problem, you wanna learn how to solve the problem. So they turn to you if you want referrals from them or petitioners' families, that executive administrator, you could teach them how to get the form. You could teach 'em how to get the bond.

You could teach 'em how to get these, or you can just do it for 'em. Say, Well, I'll handle that for. Now there are laws about not giving legal devices and we have to follow the law. Don't, don't play with that. Don't cross that line. So I don't cross the line, but I can do things for them legally that aren't giving them legal advice.

And so I wanna be that solution to all their problems. I want them to think of, all I gotta do is I gotta call Bill, and neither he'll do it, nor he'll know somebody who'll get it done for us. That's the. Okay, I wanna share that guy with you guys today, because again, it's not just that you can use a legal service, and in fact, I'm interviewing my legal service rep on my video, and I'll probably have 'em come as a guest on my probate weekly to share how I use them and what they do, what they don't do, how I pay for it, and so on.

And we'll go through all that and hopefully, it's a good tool for you, but more important than the tool. Is the attitude that if there's a problem, your goal is to figure out how to solve the problem. That's why I created Get probate .cash probate Advances. And if you follow Chad, I think he's right. In many cases, it's frowned on as a tool.

It's expensive money for families. It has been misused in the past, but it also is a great tool when you need to advance my family who has a property and no money, but they need to get a great attorney to solve the case rather than lose attorneys. That's why I created it, and I've worked with other vendors and I've created my group to get more agents involved with me on that program so it can bring some buying power to get great service for us rather than just for the customer.

So that's what, That's what I have talked about today. I just wanted to share with you, I think the attitude of being the solution, is the problem. As a real estate agent, I always tell my customers, from your front sidewalk to your back fence down and up, to accept mineral rights and air rights.

If you have a problem, I either have the solution or I'll get the solution for you. Either has a guy or I'll get the guy or gal. And so you've, Trina fallen, call me. I'll either have a tree guy or gal or I'll get one for you. I wanna be their solution. And with, referrals with attorneys, the same thing.

I want to be their solution. All things probate, everything. Larry Smith's hand up, the first question of the day. So I get you unmuted and what we got going on, Larry. Hey.

How to meet probate attorneys as a Realtor/investor

Hey, hey Bill. Thanks for being back. Thanks. We did, we did miss you terribly. Thank you. I need to hear that. Thank you., if you all can stand it, I appreciate it.

Thank you, I couldn't say that with a straight face. . Hey, so I'm meeting an attorney tomorrow and I would love to hear, your best practices, and helpful hints, if you will, about the meeting. Do you believe the attorney would want to hear and see if, see what the best practice is for? So, you know, this is kind of like an area for me, like marriage.

I'm good at telling you what you're supposed to do. I'm not quite as good at doing it every day. Just let's be honest about it. Okay. So relationships, you know, take work. They're a marathon, not a sprint. And, I don't wanna pretend. That I'm good at it. I will admit I work at it every day hard and I probably have to work at it harder cuz I'm not as good at it by nature.

So I, I don't wanna, I don't wanna pass myself off as all-knowing and seen, by the way, I will say is this, I think it's really important that when you want a relationship, you wanna be as much like the other person as you can. So, you know, I don't know, you know, where it is, where you are, where I am.

If I meet an attorney at court, they're in a suit and tie through a. Or, or I say similar if you're a woman, whatever that means to you. And, if I meet them in Los Angeles, the downtown area, in a restaurant or bar or coffee place, or Beverly Hills, the same thing. If I go to the South Bay, different story, more likely an open dress shirt and slacks.

So I say the dress is an important part and I would say you wanna act like them and your demeanor and what I don't wanna be, I don't want them to think of me as a salesman. I find that attorneys will often tell me, They have no respect for our industry at all and that most real estate agents or clowns, who are who besides me, had that feedback.

All your real estate agents are clowns, All the real estate, other real estate agents, or all the others, but you are clowns who've had that kind of feedback. I have numerous times, so I wanna be as different from that person as I can. And one is, I never want to ask for referrals. I never wanna ask for business.

I want them to wanna do business with me so bad. They offer it up to me. How can we work together? What can we do? And give them chances to do that. So that's why for me, I use my video interview as a way to get them to talk about their business and start working with me that way. So I'm not gonna ask 'em for anything.

I'm gonna bring value. I'm gonna ask a lot of questions and learn how they do their business and make sure anything that I offer is appropriate for how they do business. You know, I'll give you one example. Some attorneys who do a lot of probates don't ever talk to families. They only get the business referred by an attorney.

And, and they're very, you know, you know, they're very technical in what they do, and they have a staff who handles all the customers and they just don't get involved in that. And so if you come in with a whole. Hey, you know, we have all these services we give and, and, and, you know, emotional support and all these other things, they're not interested cuz they don't, they don't touch that.

So I would just definitely say Larry, ask a lot of questions and pay attention. And you know, I would want to walk away from the meeting with an idea of

what can I do to do business with them. But I wouldn't wanna ask them that question when I'm with them. The other best practice of any meeting is always handwritten. My coach had taught me... I keep the card, I have a little folder with note cards or envelopes. Return labels and stamps. And literally, I was taught to, when you go to the meeting when you're done, or a lunch meeting, right outta a handwritten card, drop it off for the first mailbox. You find the power, of a handwritten card just powerful.

So that's why one marketing gimmick. But I would say bring value and a lot of questions and do less talking. One, visual also on the subject, but I'm summarizing my whole class on EARN but

this is an old-fashioned chess clock if you used to play. I used to play competitive chess in the chess tournament. In chess, each partner or each competitor gets time on the clock. And when, when you make a move, you push the clock and then you're.

The opponent's clock is running. When they make a turn, they push the clock and then your turn is running. And I, I think about this as me talking and them talking, and I want them to talk as much as possible. One of the things I've learned in sales is the more they talk, the smarter they think you are, and the more they talk, the smarter things you are.

And that's, that's true in dating. I, I do a lot of coaching for marriage-minded men, and my basic role of them is to talk a lot less and get them to talk. The more they talk to you with self a bit. Yeah. That's good stuff. I had a follow-up. Are state exec software and probate cash, do you feel like that's too early to talk about?

Is it valuable to them or, like kind of let it come naturally, or do you wanna bring it up? So are you talking to an estate planning attorney specifically or do you not know their particular specialty? They're probate and they do estate planning.

My experience is there's probate who do some estate planning and it's a template and they have a system and they have a series.

Some people specialize in estate planning. And I think that when you talk to them, might ask some questions and get clear on how, where the percentage is of their practice. You obviously wanna solve the biggest problem you can, and so you're probing a good idea of what percentage their estate planning is versus probate administration.

And probate litigation. Okay. But if your senses, they do a lot, if the state planning is a major focus or, or, or where would you like to get more? I love to do more estate planning. So talk about, what are the challenges with it? What's, what's the part that holds you back? What's the part that you know?

And if the solution is obvious, you might ask a question, Have you looked at software like this? Have you seen something like this? Cuz there are similar solutions. But here you're offering it for free. So I think that's the distinction, but I would be very hesitant to offer it. I might say something like, you know, I think I might have something for you been working on for a while.

I'd love to maybe get back together again and talk a little bit more if we set an appointment next week, or can I pop by your office next week for coffee? And I can have you share a demonstration of it and, and present presented another time because I, I think you want, you certainly don't wanna just be the doctor who advises surgery at every meeting and you also wanna make sure that.

Feel that you've taken the time to listen to them and prepare an answer. So, I would say be very unlikely. Bring it up at the first meeting. I think that's, but again, the goal is to be in a relationship, so you wanna create a second opportunity and a third, opportunity. Perfect. Thank you, sir. Thanks, man.

Thanks so much. Always a pleasure. Okay. So again, other questions. So I see a question in the box from Joyce. Let me see if I have any others before. Yeah. So, Okay. My zoom is probate weekly.com.

Fair rent and rent increases for 2022

One question, how much rent can be increased in LA County at this time? So, that's kind of a specific question for LA only.

I, I will say you know, it's very technical. There's, there are rules for the state, There are rules for the county, and There are rules for the city here in California. There are rules for different types of properties. Some properties are in, the city of la we have a rent ordinance, and then other cities have it as well.

So it depends on your property type. It depends on, the city that you're in within LA County. And so I would definitely. If you can go online on, YouTube, there are experts in this area. Block, Dennis Block in LA County talks a lot on YouTube for the Apartment Owner's Association of America.

AA is a great job explaining LA County. I'm, I'm interviewing an attorney in Northern California, Daniel Bornstein, who's an expert I think in Northern California. But each country is different. Each city's different as well. So again, I can say this, if you're not in a rent-controlled area, single-family homes, for example, there's, there's not rent control... but there are county and state laws that may also apply. So that's the best I can offer on that. Choice. I wouldn't, again, I would be very careful to advise a client. I would wanna appoint them to resources. They can get that answer on their own. Cuz what you only do is advise them and they, they go off and raise the rent by the out and find out they're getting sued by the tenant and, and fin Challenging time to be on the landlord in LA and California as a whole.

Just, whew. I don't know why you'd wanna be in that business. I just hate to bad-mouth or industry. I sell houses. I don't work with buyers buying them as much, but man, tough time to represent investors who won't run, not property. I don't, I just don't. It's not getting any better. It's gonna get a lot worse from what I can see.

Okay. Any other questions? I, Again, Probate Mastery on Facebook has a great group, about 1500 members, and I know people post there. And in that group, you'll see a post regarding EstateProfessional.org. And that's meant for referrals. And on Facebook, I have a group called Probate Experts. It's open to anybody, any realtor, investor, or probate expert, on Facebook.

Khalid's first probate court visit is a success!

Khalid, you got your hand up. Let's get you unmuted. And what do you got going on? Hey Bill. How are you doing today?

Khalid, I'm doing so well. It's not even fair.

I'm almost embarrassed, so I have a Don't be embarrassed. That's great. You're an inspiration to a lot of people. You, whether you realize it or not. Thank you. I have a general just statement and then a question. So I've been taking the Build Gross approach and going to Khalid daily, and guess what?

It works. Attorneys are walking up to them. And like they're doing the same thing. There, I'm, I'm like, I'm like literally living your life on the East Coast. Like, so I'm just getting very acquainted with the building. I'm learning, I'm

telling, telling people, Oh yeah, that, that courtroom's over here, that courtroom's over there.

I'm giving people directions. People are walking up to me. I'm meeting people in the, where they're recording where they have all the data and they just come up to me. They, I'm dressing like an attorney. And, I just want to thank you for that.

My pleasure. I wanna say Khalid if you go anywhere dressed the way you are right now, you're gonna get people's attention, good looking guy, shirt and tie, like that big smile you're gonna do well. And I think again, not like I invented fire or slice bread. Just a rule in life in sales, if you're where the prospects are you're bound to get some business.

It just isn't that complicated. And so I don't wanna make it sound like I invented the concept, but thank, thank you for the feedback and congratulations for participating.

I know I have a good connection on my end.

CRM recommendations for probate leads

I think you're having some connection problems. But you're asking about a CRM. so I think the thing about, I've been very involved with CRMs, and customer relationship management software my entire career.

I think the first software like that building was called "Contact Software International", later "Act!" I was on the Microsoft Outlook beta test before they even launched it. And I've been in the program for a long time. And you know, I use Salesforce. But I use it because, I used it before I did my private business, and I kind of just changed everything to make it fit.

But here's the thing I would say about CRMs or software or any tool, you wanna design the process and then find the tools that work for your process. So I would, the question's not really what CRM you should use. The question is, What data did you need to collect? How do you need to collect it? And then what do you need to do with it?

And so, I do a lot of merging of data. I import a lot, my business is a little different. I'm, I'm very competitive market in Los Angeles. I'm trying, I'm building a national network of agents. I'm building a national network of

attorneys and vendors and so I'm constantly getting in data and merging it and updating it.

Salesforce does that better than anybody and reports as well. But you think about what you're gonna do with the data. Are you making phone calls? Are you using email? Are you using texts? What's the activity? Mailers, What's the activity you're using and how's the data work with it? So for me, what I like about Salesforce is it can be, I use, I use virtual assistance and they export the data in CSV format.

Which is a kind of universal language of data, and it can be imported elsewhere. So I use MailChimp for mail. I use a texting program for texts. I print out a spreadsheet when I need to make phone calls and updated it in Salesforce. So you have to think about your processes before you get into CRM.

And I, and I'd also say second, that we always want to reinvest the money, not spend money. So anytime, you know, like Salesforce costs, I think three or \$400 a year for the software. I didn't use it until... You know, paid for it to have a closing and reinvest it until then. You can use a spreadsheet, you can use Google Contacts, they're free, or your Apple iPhone and sync it to your cloud.

They're free pieces of paper. Fine. So I, I, I, I would say be careful about it. Using, We always think that we can solve a problem by spending money or buying something that doesn't solve the problem. It feels good, and the shirt run, it's kinda like eating cookies. Feels good, but not good for you. And I would say that this, and that's advice I, I'm good at giving that advice.

I'm not good at keeping that advice, just full disclosure. But I would say CRM, it's really about designing the process. You know, for example, I use MailChimp for my mail, but my sales force. Connects to it. And with the XP reel too, we got a KVCORE. I use that for landing pages and automated stuff, but that syncs to my MailChimp as well.

So it's not the tool, it's how you're using it, what's the process. So design your process, and you get the tools that you need to make that process work. That's my advice. Thanks so much. Congratulations and keep reporting back on how you do. Okay, let's, I'm sure I can make a prediction. If you go to court regularly looking like you do and you talk to people who are looking to sell real estate, my guess is some will work with you.

Just a wild guess. All right, thanks. Thanks so much. Thanks so much. Okay.

The truth about brochures for probate marketing

Let's see. Next, I got a question from Bud. Are we an introductory trifold-type brochure for EstateExec that you could use when introducing the program to PRS or attorneys? So again I don't have one. And I'm not using that software yet in my, in my business.

So I can't answer the question from personal experience. I always caution people to are using the tool as their prospect technique or using it because they're scared to do something that's gonna generate the business. And so I was talking to Larry about going to meet attorneys. I wouldn't necessarily, you can mail out those flyers to get appointments or on an appointment.

You can have the. I have a trifold about my services. It's more generic. It's from all the leads.com. It covers all the services that I offer, but I'm very careful not to pull it out unless I need to point to something on the form because you don't wanna be this, the trifolds not gonna get you the business you are.

I remember I changed my business years ago. I was in the mortgage business. And lost everything. This is back in 2008 and nine. Lost everything. I start over again. I went to real estate. And in the mortgage space, I built up all kinds of market materials, pre-moment packages, fancy flyers, and fancy images. When I started over again, I had, you know, a lot less bud to work with and so I remember purposely making a decision.

I went in with my notepad pen and a nice pen. I think it's, I. Decent business cards and me, but I wanted the competition to be about me, not about the flyer. So I don't have one butt on exec, on a state exec. It's a good question. It'd be nice to have. Again, I would just caution you, to make sure you realize that if flyers could generate the business, they wouldn't need you.

If flyers could generate business, Amazon or Google would've all the business in the world because they. They would psychologically figure out the right flyer and send it out automatically, and they'd have, you know, people in China printing out millions of flyers and blanking America with, with flyers.

The reason why that doesn't work is that at the end of the day, it's about the relationship, so make sure you find a flyer that you use that enhances a relationship, not a substitute for it. Okay. I appreciate the answer.

I may be using a trifold as a crutch with probate, but I was just wondering if there was one that existed. Not yet. And that's fine. If you want when Right? What's that? If you want, When I go to fiber, you can find somebody who'll design them. One of my tricks is a website, five f I v e r r.

And the idea is like you throw me a \$5 bill, a fiber, but F I V E R R, it's a great place for kind odd jobs. And what I'll do is something like this, I might point them to the website. And say, you know, and I'd hire two or three people to put together sample tri-folds and maybe 20 bucks or 30 bucks, you'll get a couple of d.

You know, formats of 'em done for you. Yeah. You really wanna get one created like that. That's what I would, that's what I'm, I think you're real. I think I do think you're pretty funny actually. And not bad looking. Thank you. I do. I'm more hoping the girls find me Good looking though. Nothing personal, bud.

But That's fine. Understand. I wanted to mention a little bit about having relationships. This morning. Yeah. Most of our business here comes from relationships with attorneys, but this morning I, an attorney, and I, well, stood around for an hour and a half while a locksmith opened a gun safe.

And once the gun safe was open, the lawyer showed up and he and I popped it open and did an inventory of what was in there. That was interesting. You know, most of the time it's not that. Fun. But yeah, relationships are everything. I'm at Flight Texas of look and safe as that. Good. You know, I, I'm kind of fun to play with some guns and see what they got and yeah, I definitely, but I think that's, that's the key and it's not, it's not whether or not the time is well spent, it's.

What do you have to do to make the time well spent? Yeah, you're already, you're already gonna be there. You know, you, you, you're, when you're in those circumstances and you can make the most of it, there's a chance to be in a relationship with somebody. think that's where there, the real-time is spent.

You know, think about any relationship you have, your spouse, your kids. For me at least, real relationship building is not the great magic moment, but it's the ordinary moment. So you make it magical because you're committed to them. So good work Bill! Great job. Bud, thanks so much.

Appreciate it.

What happens to the unclaimed property with deceased owners?

I see a hand up Lynette. Gunther. Lynette, how are you? How can we help you? Let's get you unmuted Okay? So, I have a question. I have an attorney friend who asked me if he asked, He didn't ask the question. I'm gonna ask, I'm gonna ask this question.

Does anyone know how to find properties that are abandoned by a deceased with no heir? Presumably no errors that would effectively go to the state quo. And if they go to the state, and these are properties with the state, how are those brokered out? Where, where do those go? Because I'm, I'm thinking the state, Well, I don't know, but I'm thinking the state doesn't wanna manage a bunch of, you know, single-family homes, and the liquid.

Right, So I, I'm sure that varies by state and also by county. I can tell you in LA County what the process is, which is that when properties, for whatever reason, are abandoned, there are citations or some, it's known that the person who passed is outta the country and there's nobody there to take an arm.

The county has county attorneys I think it's technically another district attorney, but the attorneys and the county have a department specifically for probate, and they will file the probate on behalf of the County of Los Angeles as the petition. And they will file to be the administrator of the estate.

Now they have to put out, you know, publications and disclosures and sometimes I'm sure a family member will step in and say, Hey, you know, that's, that's my uncle so and so, or That's my cousin so and so, and I have the by right to step in and do it. So, The county is a, again, every law is different, Every state's different.

But there's a prioritization. Well, I, I think so once they're identified, I, I, I know how to find, I, I know what to look for. So state administered probate properties, then it doesn't necessarily mean they have no errors. It does mean that the state is doing the probate administration, however, is that correct?

Right.

And then additionally, just to add one more piece, that is, in Los Angeles, the brokerage is set up by what's called an RFP, request for proposal process. Now, county LA has the largest county in America for probate. So then, we have a lot

of these, and they all need to be court confirmed. I think it was five or 10 a month.

And so they put out every year or two a contract that you can apply for to compete. The company is a NASDAQ traded company, and they have a division that just does these here in LA and does a big business of that. Kennedy Wilson is the name of the company, and they do it at 4%.

And everyone is an auction and they come in and do court confirmation every single one, four, 4%. So you, you know, you have to decide if you wanna compete for that business that's in la. And I, again, think you should inquire in the account you do business and see what those procedures are. So, so, I'm, I'm sure there's a process.

I'm sure there's something similar, you know, and, and I'll check and. I'm such a cynic. I'm like, Are you sure it doesn't go to the DA's brother? Do you know? Yeah. It's so bad. . No, I mean, I, I know who the guy is. I'm like, No, no, no, no. It's just, you know what, you know, ly turn that point. I, I think to that point, again, not, not to answer your question specifically, but to share the process.

So I don't know if you subscribed to any probate data. I subscribed to a couple of services and I do my research as well, virtual assistance of scrap data. But I analyze the data from time to time to see who the parties are and, you should look and see the, who the attorneys are that do the most.

And I found the county ones opt to the most and I just double check to see. And as I learned the process was by reverse engineering those listings. So I would say it's worth, you know, getting the data and trying to reverse engineer and figure out who those people are and, then try to compete for that business.

Thank you. Thank you. Is that it? Oh, there's more, but thank you. Okay. Not the answer you wanted. Sorry about the line. Thanks so much. No, no, no. I got, I got my answer. I, I just have a bunch of random questions and I, I wanna gather before I do it, so. Okay. Thanks so much. Okay. Other questions that we have here again just a quick repeat.

My Thursday live stream is probably weekly, not come Thursday, 4:00 PM. 7:00 PM Eastern and then I do another program and get probate. cash, which is specifically on how to use the advances in probate to help your clients get money to get the right attorney and or keep properties out of foreclosure and such.

Normally Wednesdays are eight 30, not tomorrow, but a week or Wednesday to do that. Every Wednesday, eight 30. Any other questions? Still got some time left. Or not.

Best skiptracing and probate data sources

Ok, I'll go again. So, I have probate leads. I'm considering all the leads.

I'm, I, I wanna see what I'm gonna do with them before I pay for more. Is there, what, what's the company name? Where are you guys getting your best skip tracing in your data and your most reliable, consistent data? I don't use skip tracing because I'm not calling petitioners, or personally. So I'm sure somebody in the chat box has an answer or on probate Mastery's website can share the script.

I've seen that question asked and people answer that from time to time. As far as data I use probate money.com, which is I think only California in certain counties. I like it cuz of the format of the data, it creates a nice report they send to clients when I'm talking about, the case.

And I use foreclosures daily.com for regular data. But, what you're asking for is, is more, then, of the data that you're gonna upload. So you wanna be able to download the data in CSV format or Excel s format than said to the skip chasing company. So, probably DA Probate's daily does that.

And the whole caseload every month. Probate money limits you to a certain number of cases, which may or may not be enough for you.

If you're gonna do the skip tracing, you should find a lower-price service and do it yourself. All the leads present that they do the best skip tracing and the data is the higher quality.

I can't say I've, I've checked and I can, I can't confirm that or argue with guests that I've never used their business for phone numbers. Okay. And Larry says batch skip tracing is pretty good. Okay. Anybody has the input on skip tracing software, skip tracing, seeing programs you use, or your experience with it?

Feel free to put it in the chat box and we'll cover it. We can talk about it or if you go to the Probate Mastery website, put some information there. But I do think that's an important thing. I, again, don't call petitioners. My business is

strictly through attorneys and then others. Then other professionals in the industry.

So I'm not working specifically. I don't cold call petitioners.

How to gain access to a probate property

Okay, so DS has a question. I have a property under contract with the executor, but the heir is refusing to let us in for an inspection.

Do thoughts on this? David Young. What's up? What's up, man? Where do you have the property data contract?

Where's it at? This is in Stone Mountain, Georgia, like the outskirts of Metro Atlanta. I know. Stone Mountain, I, what it is. My wife went to Emory, so I know a little bit, a little bit about Atlanta and Stone Mountain. A big, Yeah. Stone's in stone. Yeah. So this is a common thing where, you know, you have a property, a contract, which I presume is with an executor or one of the family members, and there's one, there's a different family member oftentimes.

Like there are four brothers, One's maybe a little more professional and files probate and, and signs the contract to get it listed and wants to sell it. And then there's another brother who. Maybe lived with his parents the whole time, never launched. Maybe it was taking care of them. They'll always say they were their primary caregiver, whether they are or not.

That's always, you know, subject interpretation. But they're in the property. And then oftentimes in their mind, they're not paying a mortgage, they're not paying rent. All you're gonna do is sell the property, which means they have to move and start paying. They have to deal with that and they have to pay rent.

They don't wanna do that. So, in their mind, the easy solution is not to lie to you on the property. So that's a challenge. And, and it's different, you know, in, in LA they're not a tenant, they're not a squatter. And I would say with the right legal help, there is a path to get them removed. The other reality is that as an error, They can be held accountable for the expenses of selling the property, and the legal expenses to get them removed.

And if there are extra costs, like care costs, mortgages and taxes, and such that they may not have thought about. So if the case is, is where they're gonna get

you to know, there's a property that's gonna sell. There's a \$500,000 state and they're gonna get a fifth of it, you're gonna get a hundred thousand dollars.

But if you have to, if it takes \$10,000 in legal fees, that's gonna come under their share. All of. As well as any delays, and people don't know that. And so I do think sometimes you can explain that to people and why they should cooperate. But that's the challenge I would say, David. And the challenge of probate is you get these cases and the opportunity is if you're better at handling them than the other guy or the other gal, then you are gonna win.

And so that means learning how to talk to people who, you know, are all types of people. Learning how to talk to the most successful wealthiest probate attorney, perhaps an investor, and then the poorest of poor out on his luck air who's, who is scared to death and has never lived outside his parents' house his whole life.

But you know, if there are four other errors, they're entitled to money too. So I'm not passing judgment on it. I'm just saying that's the challenge. And the challenges, the opportunity in probate and not having particular answers in Georgia where the law is different, I would urge you to use this as an opportunity.

David, are you a real estate agent or you investor? Investor, my wife, she's an agent. There you go. Excuse. So, my question is, can he stop the sale of the property, even though it's in, even though it's in's under contract? But he's like, where at first he would let us in to see the property before we got the contract.

But once we got it under contract and we started getting the guys over there for the due diligence period, he stopped answering the phone and start answering the door. Now, the executive said that he wanted to contest their state you know, contest it, You know, stopping the sale of the property.

My question is, can he stop the sale of the property even though the executive signed the contract? Great question. And can, can one error stop the, sell the property? And so the answer's gonna vary by state, You're in Georgia, and I'm in California. And so you need to learn the laws in your state. And then the procedures vary by county.

I can say in Los Angeles County when I present with this, it won't stop the sale, but they can slow it down and raise expenses. So for example, if they object to the sale, then the court might require court confirmation of the sale where they

might otherwise not, which means you have to publicize, which costs hundreds of dollars.

You have to file a petition, hundreds of dollars, and have a court hearing attorney's fees for that could be thousands of dollars. Court a petition to confirm the sale at the end. But at the end of the day, if you follow those procedures, the law in California's been written to create a pathway where they can object can state their objections.

If they have some legit objections, it goes to court for confirmation. They can buy it if they think it's being sold too cheap, but they can't stop the sale if they're not a majority owner. The majority of the errors wanna sell the proper. There's a pathway with their right legal help to get it sold. Yeah, I don't know the laws in Georgia, it is different, but I would say, again, using this as an opportunity for learning, not this case.

And I know you wanna solve this case on the phone and I can help you with that, but for everyone on the call, this is an opportunity to learn. I would find attorneys who specialize in. Evictions because this is a type of eviction. And I also would use this to find the right probate attorney. That was the process.

Cause I'm telling you, the right probate attorney, they do this all the. Yeah, because like you say, it's five of them. 4, 4, 4. The air they want to sell, but he's the only one that's inside the property just trying to stop to sell other properties for being sold. It's another reason why he trying to stop, cause it's a six-bedroom house and he got like four or five of the rooms rented out where he gets like \$700 a month.

Each person in the house. Classic, you don't wanna stop that money train. There's that, there's probably some drugs going on in there. Who knows what else is going on inside there? Yes. No, that's, that's a classic probate case, and again, I think if you learn how to solve this problem, you have a chance to do it over and over and over again.

So, yeah, I, I would, I don't have the answer for you, but other than to say I would use this as an opportunity, you know, to, to reach out to attorneys who you might. You or your wife might wanna interview to hire, to help evict him. There's a term for it. I figure what it's called when they're, they've been let in with permission, but they don't have the right to continue to stay there.

And that's what this person is. Mm-hmm. , at least California law. And there's a pathway, get 'em out, and you just need to have the right team lined up. And

then if there's equity, either they have the money to pay for the attorney's fees or the attorney takes it on a contingency or uses a probate advance to get the money to pay for the attorney's fees, which is in this case pretty common.

Sometimes it's also giving them some money to advance, to get them out because mm-hmm. You know, it's a human being and, even though I have compassion for the other heirs who are not getting their money because of. The guy who's violating the law mm-hmm. , then they, they're still human beings.

And the problem might be they may not know how to get outta the house. They need money. Pack stuff up first and last someplace else. And so sometimes probate advance if they're, if there's enough money in this date, half million dollars, give them \$10,000 in advance. We give them some money too, to move on a little sooner.

Yeah. I think it's probably about fo Yeah. And so maybe 50,000. And if he drags it out, he'll only get 40 or 35. But maybe he can get 40,000 by getting 10 now and 30,000 when the property sells, but he can give him some money now to get into action. Mm-hmm. . So again, that, that gets down to you developing the skill of communicating with people.

You and or your wife, depending on who's handling that, and then working with the right attorneys and getting the team in place that can handle that for you. So, Bill, I have a question about that. So it seems to me like the real estate contract, just a standalone real estate contract you're dealing with an at-will tendency that needs that, that's a problem.

So under contract, I mean, you know, I think the tenants come with the property unless something happens. Not sure. Just saying, and it sounds like an eviction. I, I think would, doesn't the executor administrator have a fiduciary responsibility to go through the due process to have them removed? And if it's, if it's a situation where they're like, you know, house hacking, that's one thing.

If they need a social worker and have no way to where go, it sounds like another, but, I appreciate the situation. I had it recently and good. This happens a lot. Also, if they have five or six tenants, that might be illegal, what they're doing. Right? Some properties aren't allowed. So I don't know about Georgia, but in, in LA you know, you're allowed to have so many people in a property and it's, cuz there's health violation laws that, that might be used to get them out as well.

So there's a, there's a lot potential there. And, I think but again, focus more on. Developing the tools for the solution than just this one case. And you'll have a business rather than just one transaction. Okay? Yep. Got it. Thanks, Dave. Young, nice to meet you. Mm-hmm. Um, Terry Hunter says in Orange County, did an eviction. Interesting.

After three days, the cops came and scored the former girlfriend of the deceased to the curb. The locksmith changed the locks. Cops told the evict not to return. Pretty harsh, but that was the way it worked. Yeah, if you've never been to a lockup before, it can be confrontational. And they don't play around though.

Some people challenge the cops and it can be dangerous. So just be careful. And the attorney outfit handling the eviction claims has done 300,000 plus evictions in Orange County. I'm not sure that would be, I know Dennis Block has done a lot, the kind of a company that does evictions. I find those two types.

There's the. The paper mill, they'll, they do the paperwork, they do it fast, they do it efficiently, and as long as it's no hiccups, it will go through. And then other firms represent tenants when it goes to hearings. And usually, those are two different types of eviction attorney services. So I, I would say you wanna find both because once it goes, once the paperwork will paperwork mill ones.

Just don't do a very good job in court, In my experience. They, they hire, hire people out. You have too many cases to pay attention to. So at that point, you want your client to be able to get a better attorney to go to court, and represent them.

Probate property already sold: Lead segmentation

TJ Cannon put in the chat box, we get our leads from all the leads it went through County with more than 50% we're already sold, is there a way to jump ahead of the system?

Some counties are later getting the data out than others. All the leads sometimes were about three days later. That's why when I was calling petitioners, I, used other services cuz they were a little faster on the draw cuz you wanna get them daily or weekly when they're filed to call right away, properties do come prepackaged. Sometimes people will say the property is sold. That's not sold. They have in their mind they're gonna sell it to this family

member. Or they have in their mind that they, they're selling to this investor but if they don't have the letters of authority, then technically they can't.

And if there are other heirs as Lynette said, in the other case, they have a fiduciary responsibility for the errors. So one thing is, my experience is when there are multiple errors on one guy and they say its piece sold many times its cuz he has sung it to his friend on the cheap cuz he is gonna flip it and make money, kind of cheat the errors out of there, share the profit.

And so if you can find one of the other her, and see what they feel about it. You know, I see property is being sold for three 50, but it's worth 500 and you know, you're entitled to a third of that difference. Would you like to see if I can help you with that? And they just made that note. People feel powerless.

Sometimes. It's an older brother who abused them when they were young kids or something. So again, there are a lot of possibilities here. You but tj I'm not sure what county, your data is in. Faster data. Number one. Number two, people tell you it's sold when it's not sold. That's another thing Dave says, Reach out to the attorney, possibly.

Yeah. Larry says The most common squatter is a family member. That is the definite truth. I'm, I'm going through the chat box, sharing, looking at questions in case you're wondering

Probate docket and understanding different probate cases

Dylan asked, when you look at the court docket, what type of private hearing would be most beneficial sitting on? So, Dylan, I'm not sure what county you're in.

I might, you know, I, we may have met before and I forgot what state you're in. So when I went to court, you know, I had taken Chad's coaching at the prayer company and he challenged us. He said, If you're gonna be in probate, why not go and see what your customers go through? And so I went to court.

What I discovered in LA was, It wasn't the type of hearing so much as the time of day. So in LA County in the morning, they had the eight 30 calendars, and this was a calendar with a lot of different items, but mostly they were disposing of approvals, of petitions or denials, petitions right away, or setting hearing dates for another date.

And so what was nice about it was so many attorneys were in the room between eight 30 and nine and so many petitioners. It was the most congested time of the day for most people. And again, the more people you talk to, the more money you make generally. So I went in the mornings and then I learned then that among the things that happened in court in California court, there is a court confirmation of sale, and that's what we're talking about property.

And I found out by going to them that about. Half the time the prop property didn't sell, then was continued to the next date. But now I saw some insight about the property. I saw who the agent was, I saw who the attorneys were. And so I learned that by going there, by looking for the court sales for me was the best.

So it depends on the state you're in, in the county, but my experience was first, see as many as you can. I would, I would kinda learn the whole calendar like ideally you wanna be able to see probate cases from beginning to end, understand the whole. And then strategize from there what you wanna do and how you can make money.

I found, my way to making money in this business was also not just focusing on listings, but focusing on, I found properties at court confirmation that were good deals. I brought investors in and I learned that process, and then investors would buy it and I'd represent 'em, and then they'd flip it and sell it, and I would represent them on the sale side, the listing agent there. I have a 2.75 million industrial property that we're selling, and I got them on the acquisition side about six months ago. So that's what I learned by going to court.

And then, let's see. Continuing here with Terry. Found that court personnel keeps people not involved in the hearings, out of the hearing rooms.

Interesting. So in LA County that was true with Covid. It was hard to get in than it is now. They're open to the public legally, so they really can't. But I will say that like everything else, you wanna make friends with the people in the courtroom. I know for me, I take notes on my iPad and I would go to the sheriff because you're not allowed to text in the courtroom, I would go to the sheriff and say, Look, it's on silent.

And I just take notes and I, I showed them the court notes I was reading and they said, Fine, they allowed me to do it. So I don't know if there's a rule that allowed me or not allowed me, but if the sheriff allows me, then he's the one with a gun. I gotta stay in the courtroom. That's the rule. So I would say that you always wanna make friends with people in the courtroom or, anywhere.

I would give gifts. At the time, I'd bring candy sees candy out to all the sheriffs at the, at the security, you know, where they check you in with the main detectors. I would just hand out gifts, stop press cards one year cease candy another year. You know, the more you get the personnel on your side, the more benefits you get.

Okay. Hey, we're, we're coming up to the top of the hour, so, I don't go overtime here. Again, I'm, I'm not paid by the hour, but I don't want to take it too long. I wanna keep it nice and short and effective. Hopefully. It was interesting today we covered a lot of different topics. We do this every Tuesday at 12 New Pacific, 3:00 PM Eastern Time, and all the other time zones before, and this is Probate Mastery's Alumni call.

If you wanna learn more about probate mastery, go to probatemastery.com, which has a lot of great free content. They have a great YouTube channel. They have great on all the social media. Facebook. Katt does a fantastic job on social media if you wanna learn. I always tell people you can, You know, Chad gives way more for free than most companies sell.

And if you don't have money to start with, follow along for free and then sell something and reinvest in yourself and get the coaching. We can afford it. But if you wanna expedite things, sign up for the coaching. Love to have you learn more and be more effective in your business. So it's probate mastery.com.

We do this every Tuesday at noon. I'm Bill Gross, I'm a guest host this week. I'll be off the next two weeks, but Chad or somebody else will be here. Chad or somebody better than me, as if that's possible, will be the next two weeks. So thank you, guys. Have a great rest of your week and if I can help in any way you'll see me on the Probate Mastery website on Facebook or reach out personally.

Thanks so much, everybody.