

INTRODUCTION

Real estate has always been one of the most effective vehicles available to build wealth and income. The variety of property types, investment strategies, capital sources, and professionals working in the industry makes starting an investment real estate portfolio accessible to almost anyone.

But it takes work - study, effort, and time.

Those of us who own investment real estate have learned timeless truths that guide our goals and our actions. These bits of wisdom help us stay clearly focused on the big picture amid the noise and fury of the daily details of building and managing our portfolios.

We are the owners of Grid Property Management, LLC, but we are also active intentional investors. We spend every day working on behalf of our property management clients and ourselves to build and operate highly successful income property portfolios.

We sincerely hope that the insights provided in this eBook will benefit you as you work towards achieving your real estate investment goals.

And if you think we can be of help, we'd love to meet you.

The Grid Team

The 5 Insights of An Intentional Investor

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INSIGHT 1

REAL ESTATE WEALTH BUILDING IS ABOUT TIME

Successful real estate investors understand that building wealth through income producing real estate is a multi-year project - there are no quick fixes, and slow and steady really does win the race.

Successful investors also know that time is on their side.

Rents climb slowly and steadily, mortgage balances decrease slowly and steadily, property values grow slowly and steadily. Inflation may devastate savings, but it creates an accelerating positive spiral for those who own income property.

Over time, with patience and good stewardship of their properties, intentional investors build an engine of cash flow and a store of wealth that provides for them and that can be passed to later generations as a legacy of financial security and predictable cash flow.

INSIGHT 2

REAL ESTATE WEALTH BUILDING IS ABOUT SCALE

Successful real estate investors also understand that when it comes to income property, more is better. The broader an investor's base of ownership, regardless of property type, the more benefits accrue to that investor as the positive effects of the passage of time show themselves.

Gradual rent increases over time are more powerful and beneficial to the intentional investor who owns five properties than to the investor who owns one. Rising property values and decreasing mortgage balances build equity faster for the intentional investor who owns five properties than for the investor who owns one.

Intentional investors have discovered that it is critical to put in place the tools and processes that allow them to grow their portfolios. Aggressive portfolio growth sets in motion a nearly automatic upward spiral of growing equity and increasing cash flow.

With every passing year, an intentional investor benefits more and more from the property they already own and they use these benefits - equity and cash flow - to acquire more property to expand the scale and scope of their portfolio. This is the timeless, tried and true strategy behind all wealth created through real estate investment.

INSIGHT 3

REAL ESTATE WEALTH BUILDING IS ABOUT FOCUS

There is an old piece of wisdom that says that you can do anything, but you can't do everything.

Successful real estate investors understand that to start and grow an expanding portfolio of income property, they have to avoid the inevitable ceiling of complexity that forms as their holdings expand. They have to choose where they will spend their time and make arrangements to ensure that they themselves do not become the limiting factor in the growth of their investment portfolio.

Because the vast majority of real estate investors are engaged in full time work in some other profession, being narrowly focused on one aspect of their portfolio activity – generally the process of finding and acquiring more property – is essential for success.

Successful intentional investors choose to become experts in one or two areas and they then delegate to others the rest of the growing list of activities that must be continuously managed as their portfolio grows.

Focus becomes its own reward as the intentional investor becomes more and more skilled in one or two critical areas, accelerating the achievement of their investment goals.

INSIGHT 4

REAL ESTATE WEALTH BUILDING IS ABOUT TEAM

Successful real estate investors understand that building wealth in real estate is a team sport. No one individual has the expertise, time, and energy to cover all aspects of growing a portfolio. And, if they try, their growth almost inevitably stops after they have acquired a few properties or a very small portfolio.

Intentional investors know that continuing and accelerating the growth cycle actually becomes easier as their portfolio becomes larger, but only if they invest in relationships with other professionals and firms dedicated to helping them succeed.

Behind every successful intentional investor is a capable CPA, attorney, management company, and broker who have become trusted partners in the achievement of that intentional investor's wealth building goals.

The critical difference between the modest results of the average investor and the exceptional results of the successful intentional investor is the commitment of the intentional investor to build and grow a team aligned with their personal investment goals.

INSIGHT 5

REAL ESTATE WEALTH BUILDING IS ABOUT ACTION

The history of every successful investor is a history of taking action. These investors get into the game - they try, they succeed, they endure setbacks, but they never stop taking action towards their goals.

A key difference that separates the average investor from the successful intentional investor is, not surprisingly, intention - the conscious decision to begin and never stop building their income portfolio.

All successful intentional investors have the same experience as they build their portfolio - the work gets easier as the portfolio grows. They themselves become more knowledgeable. They focus, and they build a team. Their team gets better and more effective as their portfolio grows. And the resources they have at their disposal - equity, cash flow, and wisdom - make securing the next property easier than the last.

Successful intentional investors know that they can't grow their wealth by working harder. Instead, success comes from doing less individually and getting more done through an expanding network of professionals who themselves succeed as they help the intentional investor realize his or her wealth building goals.

ARE YOU AN INTENTIONAL INVESTOR?

ARE YOU SO BUSY MANAGING YOUR INCOME PROPERTY THAT YOU DON'T HAVE TIME TO ACTUALLY GROW YOUR WEALTH THROUGH REAL ESTATE?

At Grid Property Management, LLC, we work exclusively with intentional investors - property owners who are committed to building and operating a portfolio of income producing real estate.

We are a company built by investors, for investors.

Using our proprietary Portfolio Builder System™ and Management Success Formula™ programs, Grid acts as a comprehensive service platform and a total support system designed to help our clients acquire and grow a solidly performing income property portfolio.

By choosing Grid as your trusted management partner, you'll have the opportunity to experience the benefits of our Portfolio Builder System™, a step-by-step process that organizes and coordinates the efforts of our network of real-estate focused CPAs, financial planners, attorneys, and brokers to give you the team, tools and structures you need to aggressively build your portfolio.

With Grid at your side, you'll benefit from our Management Success Formula™ program - a proprietary set of tools and processes that will ensure that your

income property portfolio - whether it is made up of single family homes, plexes, or small apartment properties - operates at maximum performance as the investment and wealth-building vehicle you intended it to be.

To learn more about how Grid's proprietary Portfolio Builder System™ and Management Success Formula™ programs can help you achieve your income property goals, call me today at 503-380-0183 or contact us through our [website](#).

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