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Problem Playing DVD's from the new Gain the Edge program

If you are having trouble playing the DVD's from the Gain the Edge kit, here are some suggestions.

The DVD's were built to run on a DVD player and most computers by themselves do not include DVD player functionality. We suggest using a regular DVD player if you have one. If you do not, you must install a DVD Player software package on your PC. This is no different for this DVD than any other...Windows Media Player does not know how to play DVDs without the additional codecs provided by the DVD Player software. Below are a few suggestions and links to get the software to download. Please make sure to contact the customer service or technical support of the program you choose if you have any questions regarding their software.
<http://www.wikihow.com/Play-DVDs-on-Your-Windows-PC-for-Free>

<http://www.videohelp.com/play>

Here is a more technical article:

<http://stason.org/TULARC/pc/dvd-format-video/4-1-Can-I-play-DVD-movies-on-my-computer.html>

30 Day Fast Start Audio Series

30 Day Fast Start Audio Series

Q: I didn't get e-mails with the 30 Day Fast Start Audio Series, perhaps because I didn't give you my e-mail.

A: Please go to <http://deangraziosi.com> and sign up for the emails there. When you sign up on that page, it will automatically begin sending you the Fast Start emails.

How do I begin receiving the 30 Day Audio Series?

Q: How do I begin receiving the 30 Day Audio Series?

A: Please go to <https://secure.30dayway.com/members> and sign in. The system will send you an email with a link to an audio each day for 30 days.

Bad or no credit

Bad Credit, No Credit

Q: I purchased Dean's latest book a few months ago. What I would like to know is: is it possible to get into this real estate market with bad or no credit?

A: Yes, absolutely. Dean has actually devoted several of the latest conference calls to that subject. If you are not already on the mailing list, you should visit <http://deangraziosi.com> and join. That way you will be up to date with everything Dean has to offer.

Financial calculations

What calculator do you recommend for Financial/Mortgage operations?

Q: What calculator do you recommend for Financial/Mortgage operations?

A: You can buy an HP 12c Financial Calculator, or you can use the Calculators at <http://deangraziosi.com> under Real Estate Member Tools.

Foreclosures

Foreclosures and the Short Sale

Q: I got an email stating that because of the abundance of foreclosures, the short sale is the way to go right now. How do you feel about this and what are the pitfalls of implementing this strategy?

A: Foreclosures and short sales are great strategies for this market. That email is true. Foreclosures are on the rise and that is good for short sales because the more mortgage defaults (foreclosures) that a bank has on their books the more likely they will be to work with you on the price of the home. With a foreclosure you are really looking for equity built into the deal vs. a short sale where you can essentially create equity with the deal. The hard part is finding banks or homes that are desperate enough to accept a short sale.

I have executed a short sale with a pre-foreclosure to save the bank time and money. This is a good strategy because foreclosure costs the bank a lot of money. A statistic I saw a while back stated that the foreclosure process costs a bank over \$30,000 on average. That number is only increasing as the foreclosures rise. Banks will be willing to work with you and short sell a property if they can avoid the foreclosure process. Another great time to execute a short sale is after the property has been foreclosed on by the bank and it has been on their books for a period of time. Remember, banks are in the money business NOT the real estate business. They don't want to own property. The best way to go into a short sale is with a lot of research. You will want to have market comparables and explain to the bank why you feel your offer is fair.

You should explain your discount with comparable houses and repairs that need to be done to the home. Justify your offer. The other big mistake a lot of investors make is they explain their situation to 10 different people. Find out who is in charge of making the decisions at the bank and speak to them directly. No need to waste your time. If you go into a short sale prepared you are going to have a much better opportunity of getting the property at the price you are offering. I hope this helps. Let us know if there is anything else that we can help you with.

Where can I find foreclosures in my area?

Q: Where do I find your listings for distressed properties in my area?

A: You can find that at <http://www.4closurealert.com>

To register with [4closurealert.com](http://www.4closurealert.com) you first need a registration key. Please use this one [dm4ra3bg](#). Once you enter that key, the system will allow you to sign up for the service.

Free website

How do I get started with my website?

Q: I know in Dean`s list its says I can set up my free website to look more professional, but I don`t how to get started.

A: Please call 800-997-1656 to activate your website.

Gain The Edge Kit

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International laws

Can your strategies in your book be applied to any country?

Q: Can your strategies in your book be applied to any country?

A: Absolutely! However, there are differences in certain laws governing Real Estate in other countries. You will want to research the laws that apply to your location.

No Money Down

No Money Down

Q: What kind of spread should there be from what the owner payed for the home and the price they are selling? How do I buy this home without using my credit?

A: The spread depends on when the seller bought the property. If he bought it 50 years ago there would be ample spread for profit. However, if he bought it two months ago, and is trying to sell it for \$100k more than he paid, then he either found a great deal or he's over valued the property. I don't look at the spread as much as I look at market comparables.

Refer to the 'No Money Down' section of your manual.

Online membership

After purchasing the program and book do we now have access to online references as well?

Q: After purchasing the program and book do we now have access to online references as well?

A: Absolutely! You have access to the 4closurealert website and Dean's tools site.

Go to <http://4closurealert.com> and enter your Registration Key - [dm4ra3bg](#) to set up your account.

Go to <http://deangraziosi.com> and sign up there for free to have access to more information, documents and calculators.

Postcards

I am unable to hear the postcards. Why?

Q: I am unable to listen to the postcards.

A: Some people have problems with seeing the links because they don't have Adobe Flash Player Installed. It is free and can be downloaded at <http://www.adobe.com>

Please also check your speakers and make sure the volume is turned up. After that, I would recommend that you turn your computer off and back on to ensure everything is restarted properly. You could also try using the Firefox browser from www.getfirefox.com instead of Internet Explorer.

Real Estate Coaching

What companies do you recommend for Real Estate Coaching?

Q: What companies do you recommend for Real Estate Coaching?

A: We have a strategic partnership with four different companies. They all provide Real Estate Coaching.

The four companies are:

Prosper

PMI

NMR

Summit

Shipping

Which company do you use to ship your packages?

Q: Which company do you use to ship your packages?

A: We use UPS (www.ups.com) to ship our packages.

What address do I use to return items?

Q: What address do I use to return items?

A: Here is the address to use to return items. Please make sure you contact customer service first for an RMA (Return Materials Authorization) number.

1054 W Couchman Dr
Kearney, MO 64060

Think a Little Different

How to access the personal journal.

Q: How do I access my personal journal online?

A: Go to <http://www.thinkalittledifferent.com> and log in with your username and password. The journal will be the first thing you see after you log in. Click the download link 'Step 1: Download your

own eJournal ' and once it's on your desktop, you can print it.

Belief's Worksheet

Q: In the 15 minute daily audio's on the Think A Little Different, the assignment of downloads. Where do you down load the Belief's Worksheet? I have downloaded other items and can not find a few of the required downloads.

A: The Belief's Worksheet is on <http://www.totallyfulfilled.com>. You will need to register to get it. It's FREE! Once there, click on the Worksheets link and it will download for you.

Voicemail

Can you recommend a company I can use for voicemail?

Q: Can you recommend a company I can use for voicemail?

A: We recommend using www.Patlive.com for voicemail.