

Seven Habits of Highly Successful Investors

By Vena Jones Cox

About 3 years ago, I began working one-on-one with a handful of budding investors in a 6-month program called Fast Track. As the program has progressed, it has become more and more detailed as to work that the students do to overcome “road blocks” that are keeping them from succeeding in real estate. I’ve learned that many of these road blocks have absolutely nothing to do with investing, and lots to do with personality, habits, and beliefs about money and success.

I got to thinking recently about the differences between the students who grab the reins immediately and start making offers and doing deals, and those who take months or years to do the same. Here’s what I’ve found:

- 1. Successful investors can handle discomfort and fear.** No one is born knowing how to buy real estate, and it’s ALWAYS scary to make those first few deals. The people who can tolerate this and do it anyway reach their goals. Those who can’t, don’t.
- 2. Successful investors have no problem asking** for help and advice EVERY TIME they need it.
- 3. Successful investors believe right down to their core that they deserve to be rich.** An amazing number of students turn out, due to their upbringing or other beliefs, that rich people are greedy, thoughtless, stuck up, and bad people. How can you hold belief and then try to be one of those people?
- 4. Successful investors make the time to do what they need to do.** “I got busy at work this week” is one of the most common excuses I hear about why students don’t make offers. Get up earlier, stay up later, or QUIT. But don’t let yourself get so busy working that you can’t make money.
- 5. Successful investors grab every educational opportunity.** Association meetings, seminars, even “free workshops” clearly meant to sell expensive programs -- they attend (and glean information from) every one of them.
- 6. Successful investors are willing to sacrifice NOW to do what they want to later.**
- 7. Successful investors DO IT.** Whether they have 7 kids, or an 80 hour a week job, or are scared to death, or live in a market where nothing sells for less than \$400,000, they still work the process-no excuses. And that’s why they succeed.

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