

Make Sure You Have a System That Will Work for You Every Time

In the beginning, the Roman Army was like all the other contemporary armies, but it became world-conquering because of the systems they developed for every aspect of military life and waging battle.

Other armies stopped for the night and their commanders figured out how to set up camp. The Romans had a process for that, so they set up camp the same way every time. Roman camps always had effective fortifications, a secure water supply, and sentries assigned to guard duty. Roman soldiers were drilled in how to respond to a surprise attack, so everyone knew what to do.

Roman soldiers weren't any braver or stronger than other soldiers. Their leaders weren't smarter than the leaders of other armies. Developing "best practices" made it possible for Roman soldiers to do great things. Those "recipes for action" that the army used repeatedly made it possible for the Romans to implement whatever strategies they chose. Tech geeks speak about algorithms; real estate investors call them processes or systems.

A process or investing system is a series of steps designed to achieve a specific outcome. Effective, repeatable processes, combined with knowing what you want and understanding the market, are the core of an effective strategy. I've developed processes for every phase of the wealth escalator, though I customize the details for every client.

You don't need to conquer the world, but repeatable processes will help you achieve your legacy wealth goals. Having an effective process is critical if you intend to build your legacy wealth. In this chapter, you'll learn how strong processes make it possible to develop winning strategies, just like they did for the Roman Army. I'll also introduce you to the two things you must know to create an effective wealth-building strategy and keep it fresh.

A process facilitates communication and accountability. My clients and I know our roles and what to expect of each other. I'm responsible for the technical research that identifies properties that meet their basic requirements. My clients are responsible for reviewing the properties. Together, we decide which properties to pursue and the offer price for each.

A process functions like a checklist. We always complete all the steps to obtain the best results.

A process focuses your attention on the most important things. Psychologists have a concept called "cognitive load" that refers to the amount of thinking your brain does. Using the same process means we're not re-inventing the wheel, but simply working with known tools. We focus our mental resources on selecting the wealth building properties.

Americans want to build wealth, but few people really know how. Terry Moore, CCIM shows clients low-risk ways to invest in rental property, so they can enjoy financial security. Terry is an award-winning broker and author of *Building Legacy Wealth*.

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The process really does make it better. For most people, making any large purchase is not playing on a level field. Think about buying a car. The car dealer knows more about cars than you do, especially the car they're trying to sell to you. And, very likely, they have much more experience and skill at negotiating. My process gives our clients a huge edge over clients with only mediocre representation.

Legacy wealth doesn't usually accrue in one investment. It takes several escrows over many years. Effective processes help you and your broker *routinely* make smart decisions based on what's possible. The more you work together, the more you learn about each other, and the better your decisions should become. That understanding gives you an immense edge over less informed, but maybe more affluent buyers.

First-time buyers usually think about only one deal. The first purchase is smaller than what they'll do later, and it doesn't automatically dawn on them that this is something they're going to repeat for decades. Done well, income property investing will do more for their financial future than their day job.

Since you're reading this book, you think about the long term. That's good. That will help you choose a broker who has a strong process that can improve with every transaction. Clarifying your values and goals, deepening your market understanding, and embracing investing realities will boost your investment success, effectively and with lower risk.

Excerpted from the chapter, "Make Sure You Have a System That Will Work for You Every Time" in [*Building Legacy Wealth*](#) by Terry Moore, CCIM

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