



Tax lien investing is not a new investment strategy. It's been around for centuries and practiced by some of the largest banks and institutional investors. It's not something practiced by typical financial planners, so most people don't know about it, and certainly don't know how to participate and make money using this tried-and-true, safe, and wildly lucrative strategy.

This document is brief on purpose. Here we will outline the steps an investor must take to invest in a tax lien certificate. There is nuance, of course, and mistakes can be made. Money can be lost. This document is not all encompassing, but meant to be an introduction. For all encompassing education, we offer programs and workshops, so if you're interested in diving in, just let us know!

A. GET EDUCATED

Before you invest, you need to know how it works, what pitfalls to avoid, and what opportunities to exploit.

B. DETERMINE INVESTMENT CRITERIA

How much money do you have to invest? How much experience do you have in real estate investing?

C. DECIDE WHICH STRATEGY TO PURSUE

Will you focus on tax lien certificates, tax deed properties, or the redemption deed opportunity?

D. PICK A STATE TO INVEST IN

About half of the states sell tax lien certificates and half sell tax deed properties. Knowing which state sells which, whether remote investing is possible, and possible state-mandated returns are all important questions. View the State Reference Guide in the Members' Portal to view information about each state.

E. PICK A COUNTY TO INVEST IN

If you can invest in your own backyard, that is always preferred, but that is not always possible. How large is the county? Is there opportunity in the county? Is it competitive? We discuss this in greater detail at the workshop and in the training material.

F. LOCATE THE LIST OF AVAILABLE TAX LIENS

Some lists are available on the county website and some are only available physically through the county. The Marketplace compiles and provides lists of upcoming auction lists, lists of tax liens after the auction, and even Secondary Market tax liens.

G. PERFORM DUE DILIGENCE

Using your Investment Criteria, narrow the list of potential investments to a more manageable list of investments.

H. MAKE AN INVESTMENT

Depending on the purchase format, make your investment through the auction, through the county website, or by contacting the county.

I. TRACK YOUR INVESTMENT

Don't forget to keep track of your investments! We've included a simple investment tracker in the Intro Kit, but members can also track their investments in the Marketplace.

J. DO IT AGAIN

Just that! Start at the beginning and make another investment!