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R.E. Investors' Mentor program provides help

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As a participant in the Real Estate Investor's Mentor Program created by East Coast Investment Solutions, Kevin Sullivan, anticipates he will realize his goal of building a successful real estate investing business even in today's volatile market.

"I've known for a while that a real estate investment business was my goal, but Joe provided that 'kick in the pants' I needed to get me really moving," said Sullivan, in reference to Joseph Roche, founder of ECIS.

Roche, a Mass. licensed Realtor created The ECIS Rapid Success Real Estate Investor's Mentor Program to offer one-on-one mentoring with a professional real estate investor and all of the tools necessary for success from ad copy to systems, spreadsheets, and contracts. The comprehensive pilot program was launched this year and the first participants, including Sullivan, are working in various real estate markets across Mass., Southern N.H., and Northern R. I.

"The ECIS Rapid Success Real Estate Investor's Mentor Program allows me to exchange ideas with a pro and also provides me with the education and literature I need to get my business off the ground," said Sullivan, who presently is employed with a real estate brokerage and plans to one day maintain his own real estate investment operation in the Metro West area, including Middlesex and Worcester counties.

Of particular assistance is a weekly telephone conversation with Roche, an element of the Mentor Program that Sullivan finds "of most importance."

"The weekly exchange of ideas is one of the places where this program really shines," said Sullivan. "I would recommend the program to anyone interested a career in real estate investing."

The Mentor Program allows participants to work with an experienced real estate investor on understanding the real estate market, team building, marketing, auctions, rehabbing properties, financing, property management and private lending options. Roche walks the participants through a property acquisition and distribution from beginning to end.

"Finding solutions for every type of individual situation is rewarding work and we have been so successful that I am reaching out to others who are interested in investing in the real estate market," said Roche. "In growing my business I learned more each day and now I am in a position to share that knowledge and give the right individuals all of the tools they need to be successful. For all the bad things you hear about real estate in the news, there are systematic ways for people to build a great career investing in real estate."