

**Resources from *Fast Profits in Hard Times***

*10 Secret Strategies  
to Make You Rich  
in an Up or Down  
Economy*

**By JORDAN E. GOODMAN**

## ***Chapter 1: Profit from Unpaid Taxes***

### **Investing in Tax Lines and Deeds: Does Our State Sell Liens or Deeds?**

Here is a list of the twenty-one states (plus the District of Columbia) that sell tax liens, along with the statutory interest on these liens. I have noted which states use penalties—flat fees that, unlike interest, are not calculated over time. Also, please note these interest rates DO NOT take into account the possible impact of bid-down-the-rate or premium bidding, both of which can reduce the actual interest you earn.

<b>Alabama</b>	12%
<b>Arizona</b>	16%
<b>Colorado</b>	9% plus Federal Discount Rate, rounded to nearest full percent
<b>Florida</b>	18%
<b>Illinois</b>	18% penalty every six months
<b>Indiana</b>	10–25% (depending on length of default)
<b>Iowa</b>	24%
<b>Kentucky</b>	12%
<b>Maryland</b>	6–24%
<b>Mississippi</b>	18%
<b>Missouri</b>	10%
<b>Montana</b>	10% plus 2% penalty
<b>Nebraska</b>	14%
<b>New Hampshire</b>	18%
<b>New Jersey</b>	18%
<b>North Dakota</b>	9–12%
<b>Oklahoma</b>	8%
<b>South Carolina</b>	9–12%
<b>Vermont</b>	6–12%
<b>West Virginia</b>	12%
<b>Wyoming</b>	18% plus 3% penalty
<b>District of Columbia</b>	12%

## **Deed States**

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The following are deed states. Go to a tax foreclosure sale in these states and you will be bidding on the deed to the property itself.

**Alaska**

**Arkansas**

**California**

**Idaho**

**Kansas**

**Maine**

**Michigan**

**Minnesota**

**Nevada**

**New Mexico**

**New York (New York City sells tax liens, but not to the general public)**

**North Carolina**

**Ohio**

**Oregon**

**Utah**

**Virginia**

**Washington**

**Wisconsin**

## **Deed States with Redemption Periods**

The following states fall somewhere between lien and deed states. You are purchasing the deed to the property itself, as in a deed state, but the former homeowner still has a redemption period within which to buy it back. If this occurs, the redeeming property owner must pay interest to the deed holder. Here is a list of deed states with redemption periods, along with their interest rates for repayment.

<b>Connecticut</b>	18%
<b>Delaware</b>	15% penalty
<b>Georgia</b>	10–20% penalty (20% after the deed holder has served notice of intent to foreclose on the redemption period)
<b>Hawaii</b>	12%
<b>Louisiana</b>	12% plus 5% penalty
<b>Massachusetts</b>	16%
<b>Pennsylvania</b>	10%
<b>Tennessee</b>	10%
<b>Texas</b>	25% penalty every six months

## **Books and Web Sites**

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### ***Profit by Investing in Real Estate Tax Liens: Earn Safe, Secured, and Fixed Returns Every Time, 2nd Edition*, by Larry B. Loftis (Kaplan, 2007).**

Having bought liens or deeds in ten states, and attended auctions in another four, Larry is most likely the top national expert who writes on this form of investing. His book lays out the entire process for tax lien and deed investing, how to do your research, how to avoid risks, addresses legal issues (he's an attorney), provides a comprehensive list of all fifty states (illustrating how each state runs bidding, the interest rate, redemption period, and sale dates), and provides an appendix with sample county registration forms and rules.

### **Association for Optimum Achievement: [www.gettaxlien.com](http://www.gettaxlien.com)**

This company offers a complete course on tax liens and deeds, including a guidebook, action manual, nationwide directory of tax liens by county, and an audio CD course. The company offers an online listing of upcoming auctions, including contact information at each county.

### **Taxlienauthority: [www.taxlienauthority.com](http://www.taxlienauthority.com)**

This company offers a complete course about tax liens, including a reference guide on liens, deeds and forms, a DVD titled "Making It Big with Tax Liens," and an audio CD course. You can also find out more by calling 877-265-5580.

### **TaxSale.com: [www.taxsale.com](http://www.taxsale.com)**

This site is free to join and is an outstanding and reliable source for tax lien and deed information. It's an online community for both tax lien and deed investors and counties selling these products. Sign up to find information about sales near you and Internet sales across the country.

### **The National Association of Counties (NACo): [www.naco.org](http://www.naco.org)**

NACo's Web site is a convenient way to find contact information for most counties in the United States. From the home page, click on "About Counties" and then select "Find a County."

## ***Chapter 2: Build Wealth Fast with Below-Market-Value Real Estate***

### **Books, Web Sites, and Courses**

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***Buy Even Lower: The Regular People's Guide to Real Estate Riches* by Andy Heller and Scott Frank (Kaplan, 2006).**

A detailed overview of buying real estate below market value by pros who've spent decades doing just that, covering pre-foreclosure, foreclosure, and REO opportunities, as well as tax liens and deeds.

***The Complete Idiot's Guide to Buying Foreclosures* by Ted Beitler and Bobbi Dempsey (Alpha, 2005).**

Thoroughly covers foreclosures, pre-foreclosures, and REO sales, and also gives details on how to find and buy properties from government agencies.

**Robert Allen Institute: [www.robertallenworkshop.com](http://www.robertallenworkshop.com)**

Robert Allen's institute and instructors offer detailed information on every aspect of buying real estate below market value. It also offers enormous detail on how to structure a deal and how to buy real estate with little or no money down.

**J. G. Banks Institute: [www.jgbanksinstitute.com](http://www.jgbanksinstitute.com)**

Banks focuses on buying at probate, and this course is designed to teach you how to find and buy probate properties.

**National Real Estate Investors Association: [www.nationalreia.com](http://www.nationalreia.com)**

This is an affiliation of real estate investor groups and clubs. You can go through this site to find a real estate investment group in your area to network with experienced investors and learn which below-market-value techniques work best in your area.

**RealtyTrac: [www.realtytrac.com](http://www.realtytrac.com)**

A comprehensive site for finding foreclosure and FSBO (For Sale by Owner) listings in your area.

**REI Club: [www.reiclub.com](http://www.reiclub.com)**

A huge informational site, including more than 500 articles about every aspect of real estate investing, written by a wide range of experts, as well as online chat and message boards where you can connect with other real estate investors.

## ***Chapter 3: High Prices at the Pump? Cash In with Income Trusts and Master Limited Partnerships***

### **Newsletters / Web Sites**

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#### ***Carla Pasternak's & Paul Tracy's High-Yield Investing***

Published by:  
StreetAuthority, LLC  
P.O. Box 83217  
Gaithersburg, MD 20883-3217  
301-762-3336  
www.streetauthority.com

This newsletter focuses entirely on income-oriented investing, including both income trusts and MLPs. It's published monthly, and comes with mid-month updates, investment listings, and special reports. Full of good recommendations on which stocks or funds deserve your attention.

#### ***Roger Conrad's Canadian Edge Utility Forecaster***

Published by:  
KCI Communications, Inc.  
7600A Leesburg Pike  
West Building, Suite 300  
Falls Church, VA 22043  
800-832-2330  
www.kci-com.com

Canadian Edge covers Canadian income trusts, while Utility Forecaster is entirely devoted to the utility industry, including MLPs. Both can help you gain an education in energy investing, and both offer solid advice about what to buy now.

#### **Canadian Association of Income Trust Investors (CAITI): [www.caiti.info](http://www.caiti.info) (Association)**

Several advocacy groups sprang up in the aftermath of Canada's move to tax income trusts. Needless to say, their main objective was to change or mitigate the new taxation law. CAITI is an association for investors and, though it was brand-new as this book went to press, it is planning to provide a wide variety of services for investors, beyond legislative advocacy. For instance, CAITI says it will provide access to a resource library for its members. It's inexpensive to join, and worth taking a look.

## **Top 20 Income Trusts**

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Here (in alphabetical order) are my top 20 selections for Canadian income trusts that have performed well over the years:

**A&W Revenue Royalties Income Fund** is a limited-purpose trust. It invests solely in A&W Trade Marks Inc., which owns the A&W trademarks and licenses A&W Food Services of Canada Inc. to franchise and operate A&W restaurants.

(TSE symbol T.AW.UN)  
300-171 West Esplanade  
North Vancouver, BC V7M 3K9  
Canada  
604-988-2141  
[www.awincomefund.ca](http://www.awincomefund.ca)

**Acadian Timber Income Fund** is an open-end, limited-purpose trust that is a supplier of primary forest products in eastern Canada and the northeastern United States.

(TSE symbol T.ADN.UN)  
Suite 2050  
Royal Centre  
1055 West Georgia Street  
Vancouver, BC V6E 3R5  
Canada  
416-956-5154  
[www.acadiantimber.com](http://www.acadiantimber.com)

**Advantage Energy Income Fund** is an open-end oil and gas royalty trust whose principal business is to indirectly acquire and hold interests in petroleum and natural gas properties and related assets throughout Canada.

(NYSE symbol AAV)  
Petro-Canada Centre  
West Tower  
3100 150-6 Avenue SW  
Calgary, AB T2P 3Y7  
Canada  
403-261-8810  
[www.advantageincome.com](http://www.advantageincome.com)

**ARC Energy Trust** is an oil and gas royalty trust that invests in all types of energy-business-related assets, including petroleum and natural-gas-related assets, and gathering, processing, and transportation assets.

(TSE symbol T.AET.UN)  
2100, 440-2nd Avenue SW  
Calgary, AB T2P 5E9  
Canada  
[www.arcenergytrust.com](http://www.arcenergytrust.com)

**Baytex Energy Trust** is an open-end investment trust with heavy and light crude oil and natural gas operations.

(NYSE symbol BTE)

Suite 2200

205-5th Avenue SW

Calgary, AB T2P 2V7

Canada

403-269-4282

[www.baytex.ab.ca](http://www.baytex.ab.ca)

**Canetic Resources Trust** is a royalty trust engaged in the development and acquisition of oil and natural gas reserves in Western Canada.

(NYSE symbol CNE)

1900, 255-5th Avenue SW

Calgary, AB T2P 3G6

Canada

403-539-6300

[www.canetictrust.com](http://www.canetictrust.com)

**Canexus Income Fund** is an open-end trust that produces sodium chlorate and chlor-alkali products in several plants located in Canada and one in Brazil, largely for the pulp and paper and water treatment industries.

(TSE symbol T.CUS.UN)

801-7th Avenue SW

Calgary, AB T2P 3P7

Canada

403-571-7300

[www.canexus.ca](http://www.canexus.ca)

**Cargojet Income Fund** is a provider of time-sensitive overnight air cargo service with a co-load network that constitutes approximately 50 percent of Canada's domestic overnight air cargo capacity.

(TSE symbol T.CJT.UN)

350 Britannia Road East

Units 5 & 6

Mississauga, ON L4Z 1X9

Canada

905-501-7373

[www.cargojet.com](http://www.cargojet.com)

**Cineplex Galaxy Income Fund** is an unincorporated, open-end, limited-purpose trust that operates movie theaters throughout Canada.

(TSE symbol: T.CGX.UN)

1303 Yonge Street

2nd Floor

Toronto, ON M4T 2Y9

Canada

416-323-6600

[www.cineplex.com](http://www.cineplex.com)

**Enerplus Resources Fund** is an open-end investment trust producing oil and gas.

(NYSE symbol ERF)

The Dome Tower

Suite 3000

333-7th Avenue SW

Calgary, AB T2P 2Z1

Canada

403-298-2200

[www.enerplus.com](http://www.enerplus.com)

**Fording Canadian Coal Trust** is an open-end mutual fund trust that mines and produces coal from its mines in Canada and the United States.

(NYSE symbol FDG)

205-9th Avenue SE

Suite 1000

Calgary, AB T2G 0R3

Canada

403-260-9800

[www.fording.ca](http://www.fording.ca)

**Harvest Energy Trust** is an integrated energy trust with operations in the production, refining, and marketing of petroleum and natural gas.

(NYSE symbol HTE)

Suite 2100

330-5th Avenue SW

Calgary, AB T2P 0L4

Canada

403-265-1178

[www.harvestenergy.ca](http://www.harvestenergy.ca)

**The Keg Royalties Income Fund** is an unincorporated open-end limited--purpose trust that owns the trademarks, trade names, operating procedures and systems, and other intellectual property (collectively, the Keg Rights) used in connection with the operation of Keg steakhouse restaurants and bars.

(TSE symbol T.KEG.UN)

10100 Shellbridge Way

Richmond, BC V6X 2W7

Canada

604-821-6416

[www.kegincomefund.com](http://www.kegincomefund.com)

**Pengrowth Energy Trust** is an energy trust producing oil coalbed methane and natural gas.

(NYSE symbol PGH)

Petro-Canada Centre

East Tower

2900, 240-4th Avenue SW

Calgary, AB T2P 4H4

Canada

416-362-8191

[www.pengrowth.com](http://www.pengrowth.com)

**Penn West Energy Trust** is an open-end investment trust that acquires and develops petroleum and natural gas properties in Canada.

(NYSE symbol PWE)

Suite 2200

425 First Street SW

Calgary, AB T2P 3L8

Canada

403-777-2500

[www.pennwest.com](http://www.pennwest.com)

**Provident Energy Trust** is an open-end investment trust created to hold all types of petroleum and natural-gas- and energy-related assets, including facilities of any kind, oil sands interests, electricity or power generating assets, and pipeline, gathering, processing, and transportation assets in Canada and the United States.

(NYSE symbol PVX)

800 112-4th Avenue SW

Calgary, AB T2P 0H3

Canada

403-296-2233

[www.providentenergy.com](http://www.providentenergy.com)

**TimberWest Forest Corporation** operates in the solid wood segment of the forest industry, engaged primarily in the harvesting and sale of logs.

(TSE symbol T.TWF.UN)

Suite 2300

1055 West Georgia

Vancouver, BC V6E 3P3

Canada

604-654-4600

[www.timberwest.com](http://www.timberwest.com)

**Total Energy Services Fund** is an income trust that provides drilling and production services for oil and gas wells in Canada.

(TSE symbol T.TOT.UN)

520-5th Avenue SW

Suite 2410

Calgary, AB T2P 3R7

Canada

403-216-3939

[www.totalenergy.ca](http://www.totalenergy.ca)

**Vermilion Energy Trust** is actively engaged in the business of oil and natural gas development, acquisition, and production in Canada, France, the Netherlands, and Australia.

(TSE symbol T.VET.UN)

2800, 24th Avenue SW

Calgary, AB T2P 0J4

Canada

403-269-4884

[www.vermilionresources.com](http://www.vermilionresources.com)

**Yellow Pages Income Fund** is a telephone directories publisher and the owner of the Yellow Pages, Pages Jaunes, and Walking Fingers & Design trademarks and is the official publisher of Bell Canada's directories.

(TSE symbol T.YLO.UN)

16 Place du Commerce

Iles des Soeurs

Verdun, QC H3E 2A5

Canada

514-934-2611

[www.ypg.com](http://www.ypg.com)

## **Master Limited Partners**

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Interested in investing in MLPs? Here are some that have performed well over time:

### **AmeriGas Partners LP (APU)**

460 North Gulph Road  
King of Prussia, PA 19406  
610-337-7000  
[www.amerigas.com](http://www.amerigas.com)

The nation's largest propane company, serving over 1.3 million residential, commercial, industrial, agricultural, and motor fuel propane customers in nearly fifty states.

### **Atlas Pipeline Partners, L.P. (APL)**

311 Rouser Road  
Moon Township, PA 15108  
412-262-2830  
[www.atlaspipelinepartners.com](http://www.atlaspipelinepartners.com)

Owns and operates natural gas pipeline gathering systems in eastern Ohio, western New York, and western Pennsylvania.

### **Boardwalk Pipeline Partners, LP (BWP)**

3800 Frederica Street  
Owensboro, KY 42301  
270-926-8686  
[www.boardwalkpipelines.com](http://www.boardwalkpipelines.com)

Engages in interstate transportation and storage of natural gas in the United States. Owns and operates two interstate pipeline systems with approximately 13,400 miles of pipeline.

### **Buckeye Partners LP (BPL)**

9999 Hamilton Boulevard  
Breinigsville, PA 18031  
610-904-4000  
[www.buckeye.com](http://www.buckeye.com)

One of the largest independent refined petroleum products pipeline systems in the United States by volume, with approximately 5,400 miles of pipeline. Also owns and operates forty-nine refined petroleum products terminals in Illinois, Indiana, Massachusetts, Michigan, Missouri, New York, Ohio, Pennsylvania, and Wisconsin. Operates and maintains approximately 2,500 miles of pipeline under agreements with major oil and chemical companies.

**Copano Energy LLC (CPNO)**

2727 Allen Parkway

Suite 1200

Houston, TX 77019

713-621-9547

[www.copanoenergy.com](http://www.copanoenergy.com)

Provides midstream natural gas services in the United States, including natural gas gathering and related compression and dehydration services, and natural gas processing in central and eastern Oklahoma and Texas' Gulf Coast. Operates approximately 5,000 miles of natural gas gathering and transmission pipelines, as well as five natural gas processing plants.

**Enbridge Energy Partners LP (EEP)**

1100 Louisiana Street

Houston, TX 77002

713-821-2000

[www.enbridgepartners.com](http://www.enbridgepartners.com)

Provides crude oil and liquid petroleum gathering, transportation, and storage services in the United States. It also offers natural gas gathering, treating, marketing, transportation, and processing services.

**Energy Transfer Partners LP (ETP)**

2838 Woodside Street

Dallas, TX 75204

214-981-0700

[www.energytransfer.com](http://www.energytransfer.com)

Operates natural gas midstream, and transportation and storage businesses. The company owns and operates natural gas pipeline systems, and processing and treating plants through which it gathers, compresses, treats, blends, processes, and markets natural gas. It also transports natural gas from various natural gas producing areas through connections with other pipeline systems. In addition, the company operates natural gas storage facilities; and engages in the wholesale and retail of propane.

**Enterprise Products Partners LP (EPD)**

1100 Louisiana Street

10th Floor

Houston, TX 77002

713-381-6500

[www.epplp.com](http://www.epplp.com)

Provides services to producers and consumers of natural gas, natural gas liquids (NGL), crude oil, and petrochemicals in North America.

**Ferrellgas Partners LP (FGP)**

7500 College Boulevard  
Suite 1000  
Overland Park, KS 66210  
913-661-1500  
[www.ferrellgas.com](http://www.ferrellgas.com)

Distributes propane and related equipment and supplies primarily in the United States. The company's propane is used in residential and commercial buildings, space heating, water heating, cooking agricultural applications, irrigation, weed control, among other uses. The company also operates common carrier services, wholesale marketing of propane appliances and propane, and sells refined fuels and carbon dioxide.

**Inergy LP (NRGP)**

2 Brush Creek Boulevard  
Suite 200  
Kansas City, MO 64112  
816-842-8181  
[www.inergypropane.com](http://www.inergypropane.com)

Provides retail and wholesale propane supply, marketing, and distribution in the United States. It markets propane products under various regional brand names, including, among others: Arrow Gas, Blue Flame, Bradley Propane, Burnwell Gas, Country Gas, Dowdle Gas, Gaylord Gas, Hancock Gas, Highland Propane, Hoosier Propane, Independent Propane, Maingas, McCracken, Modern Gas, Moulton Gas Service, Northwest Energy, Ohio Gas, Pearl Gas, Pro Gas, Pulver Gas, United Propane, and Tru-Gas.

**Linn Energy, LLC (LINE)**

JPMorgan Chase Tower  
600 Travis  
Houston, TX 77002  
United States  
713-223-0880  
[www.linnenergy.com](http://www.linnenergy.com)

Engages in the development and acquisition of gas and oil properties in the United States. The company has oil and gas reserves in West Virginia, Pennsylvania, New York, Virginia, California, Oklahoma, and Texas.

**Magellan Midstream Partners LP (MMP)**

One Williams Center  
Tulsa, OK 74172  
918-574-7000  
[www.magellanlp.com](http://www.magellanlp.com)

Engages in transportation, storage, and distribution of refined petroleum products in the United States. Pipeline system transports petroleum products and liquefied petroleum gases from the Gulf Coast refining region of Texas through the Midwest to Colorado, North Dakota, Minnesota, and Illinois. The company owns and operates marine terminals, which are storage and distribution facilities that handle refined petroleum products, blendstocks, ethanol, heavy oils, feedstocks, crude oils, and condensates, as well as inland terminals that deliver refined petroleum products transported on common carrier interstate pipelines. The company's ammonia pipeline system transports ammonia from production facilities in Texas and Oklahoma to terminals in the Midwest.

**NuStar Energy LP (NS)**

(Formerly Valero LP)  
One Valero Way  
San Antonio, TX 78249  
United States  
210-345-2000  
[www.valerolp.com](http://www.valerolp.com)

Engages in crude oil and refined product transportation, terminaling, and storage in the United States, the Netherland Antilles, Canada, Mexico, the Netherlands, and the United Kingdom.

**Oneok Partners LP (OKS)**

100 West Fifth Street  
Tulsa, OK 74103-4298  
918-588-7000  
[www.oneokpartners.com](http://www.oneokpartners.com)

Engages in the ownership and management of natural gas gathering, processing, storage, and interstate and intrastate pipeline assets, as well as natural gas liquids (NGLs) gathering and distribution pipelines, and storage and fractionators in the United States.

**Rio Vista Energy Partners LP (RVEP)**

820 Gessner Road

Suite 1285

Houston, TX 77024

713-467-8235

[www.riovistaenergy.com](http://www.riovistaenergy.com)

Engages in the purchase, transportation, and sale of liquefied petroleum gas (LPG). It owns and operates LPG terminal facilities in Brownsville, Texas, and in Matamoros, Tamaulipas, Mexico, as well as approximately twenty-three miles of pipelines, which connect the Brownsville Terminal Facility to the Matamoros Terminal Facility. The company primarily markets its LPG in the northeastern region of Mexico.

**Suburban Propane Partners LP (SPH)**

240 Route 10 West

Whippany, NJ 07981

973-887-5300

[www.suburbanpropane.com](http://www.suburbanpropane.com)

Engages in distribution and marketing of propane, fuel oil, and refined fuels, as well as the marketing of natural gas and electricity in deregulated markets. The partnership serves approximately 1 million residential, commercial, industrial, and agricultural customers through approximately 300 locations in thirty states located primarily in the East and West Coast regions of the United States.

**Teekay LNG Partners LP (TGP)**

Bayside Executive Park

West Bay Street & Blake Road

P.O. Box AP-59212

Nassau, The Bahamas

242-502-8820

[www.teekaylng.com](http://www.teekaylng.com)

Provides marine transportation services for liquefied natural gas (LNG), liquefied petroleum gas (LPG), and crude oil worldwide. It transports various LPGs, including propane, butane, and ethane; petrochemical gases, such as ethylene, propylene, and butadiene; and ammonia. Owns and operates seven LNG carriers, one LPG carrier, and eight Suezmax-class crude oil tankers.

**Terra Nitrogen Co. LP (TNH)**

Terra Centre  
P.O. Box 6000  
600 Fourth Street  
Sioux City, IA 51102-6000  
712-277-1340  
[www.terrannitrogen.com](http://www.terrannitrogen.com)

Engages in the production and distribution of nitrogen fertilizer products for use in agricultural and industrial markets. Its nitrogen products include anhydrous ammonia, a form of nitrogen fertilizer and the feedstock for the production of other nitrogen fertilizers, such as urea ammonium nitrate solutions (UAN). Terra also produces UAN by combining urea solution and ammonium nitrate solution. It sells its products primarily in the Central and Southern Plains and Corn Belt regions of the United States.

**US Shipping Partners LP (USS)**

399 Thornall Street  
8th Floor  
Edison, NJ 08837  
732-635-1500  
[www.usslp.com](http://www.usslp.com)

Provides long-haul marine transportation services to oil and gas companies, primarily for refined petroleum products in the United States. It also engages in the coastwise transportation of petrochemical and commodity chemical products. Fleet consists of ten tank vessels, including six integrated tug barge units, one product tanker, and three chemical parcel tankers.

## **Master Limited Partnership Mutual Funds**

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Want to minimize risk with your MLP investment? Then check out MLP mutual funds. These closed-end funds trade stability and diversification for slightly lower yields than single MLPs sometimes offer—but with baseline yields so high, they're still an attractive investment. Here are four funds to consider:

### **Energy Income And Growth Fund (FEN)**

First Trust Portfolios L.P.  
1001 Warrenville Road  
Suite 300  
Lisle, IL 60532  
800-621-1675

[www.ftportfolios.com](http://www.ftportfolios.com) (search ticker FEN)

One of several First Trust funds, this fund's investment objective is to seek a high level of after-tax total return with an emphasis on current distributions paid to shareholders, generally on a quarterly basis.

### **Fiduciary/Claymore MLP Opportunity Fund (FMO)**

Claymore Advisors, LLC  
2455 Corporate West Drive  
Lisle, IL 60532  
888-991-0091

[www.fiduciaryclaymore.com](http://www.fiduciaryclaymore.com)

Under normal market conditions, this fund invests at least 80 percent of its managed assets in MLPs, and at least 65 percent in equity securities of MLP entities, primarily in the energy, natural resources, and real estate sectors.

### **Kayne Anderson MLP Investment Company (KYN)**

1800 Avenue of the Stars  
2nd Floor  
Los Angeles, CA 90067  
877-MLP-FUND

[www.kaynemlp.com](http://www.kaynemlp.com)

Invests at least 85 percent of total assets (including borrowings) in energy-related master limited partnerships and their affiliates.

### **Tortoise Energy Infrastructure Corp. (TYG)**

Tortoise Capital Advisors, L.L.C.  
10801 Mastin Boulevard, Suite 222  
Overland Park, KS 66210  
866-362-9331

[www.tortoiseadvisors.com/tyg.cfm](http://www.tortoiseadvisors.com/tyg.cfm)

One of several investment companies managed by Tortoise Capital Advisors, Tortoise Energy Infrastructure is designed to provide an efficient vehicle to invest in a portfolio of publicly traded master limited partnerships and their affiliates in the energy infrastructure sector.

## **Chapter 4: Many Happy Returns Earn Fast Profits with High-Yield Equities**

### **Books, Web Sites, and Newsletters**

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***The 25% Cash Machine: Double Digit Income Investing*** by Bryan Perry  
(Wiley, 2007).

Bryan Perry is an expert with many years' experience in income investing. In this comprehensive book he lays out a plan for building fast profits with double-digit income investing, as well as an approach to building a very strong portfolio using a combination of income and growth.

### ***High-Yield Investing***

Published by: StreetAuthority.com

P.O. Box 323

Williamsport, PA 17703-9966

(800) 796-8025

support@streetauthority.com

Carla Pasternak and Paul Tracy's High-Yield Investing is the single best source for information on every type of high-yield investment. Pasternak's thorough research brings not only useful information on the principles behind high-yield investing, but also specific stocks, mutual funds, trusts, and so on that deserve serious consideration. For those interested in a dividend capture strategy, Pasternak also publishes a monthly list of companies that have announced plans to pay substantial dividends.

### ***The 25% Cash Machine***

In addition to the book, Bryan Perry provides a monthly newsletter with information about high-yield investing, as well as a blog, an online archive of past articles, and special reports. These are all a service of the ChangeWave investing information site.

ChangeWave

2420A Gehman Lane

Lancaster, PA 17602

888-225-9373

[www.changewave.com/cashmachine](http://www.changewave.com/cashmachine)

### **Closed-End Fund Association: [www.closed-endfunds.com](http://www.closed-endfunds.com)**

If you're interested in buying into closed-end funds as a way to earn high yields, this site is a great place to start. It offers a listing of hundreds of high-yield funds along with their return rates, net asset values, and other useful information. The site is not just limited to high-yield funds—this is a great place to start your research into any type of closed-end fund.

***The Investor's Guide to Closed-End Funds***

This newsletter from closed-end experts Thomas J. Herzfeld Advisors is available both as a print publication and online.

Thomas J. Herzfeld Advisors, Inc.

PO Box 161465

Miami, FL 33116

305-271-1900

[www.herzfeldresearch.com](http://www.herzfeldresearch.com)

***Roger Conrad's Utility Forecaster*** (for utilities)

7600A Leesburg Pike

West Building

Suite 300

Falls Church, VA 22043

(703) 394-4931

[www.utilityforecaster.com](http://www.utilityforecaster.com)

If you're interested in investing in utilities, then this newsletter is a worthwhile investment, full of information about every type of utility investment, in the United States and abroad. Roger Conrad knows this traditionally high-yield industry like no one else.

**National Association of Real Estate Investment Trusts (NAREIT): [www.nareit.com](http://www.nareit.com)**

*For REIT investing*

Similar to the Closed-End Fund Association site, only for REITs, this Web site offers listings of REITs, their ticker symbols, and basic information, as well as general information and topical articles on REIT investing.

**National Association of Development Companies: [www.nadco.org](http://www.nadco.org)**

*For Business Development Corporation (BDC) investing*

This Web site is for the benefit of the association, and also to allow small business owners seeking funding an easy way to find an appropriate company. It offers a list of BDCs by state, though little or no investment information.

## **Chapter 5: DRIPing Your Way to Wealth**

### **Books and Newsletters**

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***All About DRIPs and DSPs*** by George C. Fisher (McGraw-Hill, 2001).

One of the very few books to focus on DRIPs and direct investing, this book offers a good grounding in the topic, explains in detail how DRIPs work, and provides a list of sixteen DRIPs that (at the time it was written) had shown a ten-year annual return rate of 20 percent and increasing dividends.

***Buying Stocks Without a Broker and No-Load Stocks*** by Charles B. Carlson (McGraw-Hill, 1996).

These are classic books about DRIPs and DIPs by the editor of The DRIP Investor newsletter. Carlson provides a directory of DRIP plans and model portfolios of DRIPs, and he explains how to buy stocks directly from issuing companies without fees.

### ***The Moneypaper***

www.moneypaper.com  
(800) 388-9993

The Moneypaper covers more than just DRIPs, but it is considered the premier source for learning about DRIP investing. The Moneypaper is affiliated with Temper of the Times, which, through Temper Enrollment Service, helps people enroll in DRIPs and provides an online database of DRIP offerings.

### ***Drip Investor***

7412 Calumet Avenue  
Hammond, IN 46324  
219-852-3200  
www.dripinvestor.com

This newsletter, edited by investment expert Chuck Carlson, offers information on a wide variety of DRIPs, and also offers an online archive of past issues, commentary on many DRIPs and industries, and online message boards where subscribers can trade information.

### **Web Sites / Services**

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#### **DirectInvesting.com: [www.directinvesting.com](http://www.directinvesting.com)**

This site is affiliated with The Moneypaper and provides basic information about DRIPs. The real draw, though, is the database of DRIP companies, searchable by many different criteria, ranging from industry, to the rate of dividends paid, to what kind of fees they charge. You can also use this site to access Temper Enrollment Service, which will enroll you in any of 1,300 DRIPs, for a \$50 fee (\$25 for Moneypaper subscribers).

Temper also offers its own mutual fund, named MP63, which invests in Temper's index of DRIP stocks, taking advantage of dividend reinvestment and offering diversification at the same time. (The name MP63 came about because there are 63 companies in the index.)

**King Investors: [www.kinginvestors.citymax.com](http://www.kinginvestors.citymax.com)**

P.O. Box 619

104 Evans Street

La Crosse, Virginia 23950

866-831-5817

Offers a direct stock purchase plan enrollment service to facilitate direct investing, dividend reinvestment, and optional stock purchases.

**ShareBuilder: [www.sharebuilder.com](http://www.sharebuilder.com)**

This is another site for DRIP investing. It also provides what some call a “pseudo-DRIP”—dividend reinvestment plan created by brokerages and other financial companies to mimic a traditional DRIP, providing dividend reinvestment and automatic purchases for companies that don’t offer DRIPs themselves.

**The DriP Investing Resource Center: [www.dripinvesting.org](http://www.dripinvesting.org)**

This is a great place to learn a lot about DRIP investing. The site is a clearinghouse for DRIP expertise, with links to dozens of articles as well as message boards for discussing DRIP investing and strategies for figuring out how much to invest in each.

## **Discount DRIP List**

This list of twenty-six companies with discount dividend reinvestment plans was compiled courtesy of *The Moneypaper's* DRIP site, [www.directinvesting.com](http://www.directinvesting.com). I've listed DRIPs that offer discounts on direct purchases, dividend reinvestments, or both, because I believe these discounts make particularly attractive investments. But subscribers to the site can search a number of different ways—for DRIPs with historic yield rates of three percent or more, for instance, or by industry.

In addition to providing the address, ticker symbol, phone number, and Web site for these companies, I've also included some basic information on each company's reinvestment plan. For instance, most plans (all except one in this list) require you to own only one share, registered in your own name, before you can join the plan, but some also allow investors who aren't shareholders to join the plan with a minimum direct investment. Some provide an automatic investment option, allowing for automatic deductions (usually once a month) from your bank account.

All plans have a minimum investment requirement, and all in this list offer discounts on direct purchases or reinvestments, usually both. At least, some of the time. You will note that a few plans show discount amounts in a range whose low end is zero, such as 0–5 percent. This means the company *may* offer a discount on purchases or reinvestments at certain times or under certain circumstances. Please review the company's DRIP prospectus (usually available through its Web site) for details on these types of discounts.

### **Access National Corp.**

(NASDAQ Symbol: ANCX)

1800 Robert Fulton Drive

Suite 300

Reston, VA 20191

703-871-2100

[www.accessnationalbank.com](http://www.accessnationalbank.com)

Industry: Banking

Shares to Qualify for DRIP: 1

Minimum Investment: \$150

Auto Investment Available

Discount on Cash: 0–5 percent

Discount on Dividend: 0–5 percent

**Anthracite Capital**

(NYSE Symbol: AHR)

345 Park Avenue

New York, NY 10154

212-810-3333

[ahr.blackrock.com](http://ahr.blackrock.com)

Industry: REIT (Real Estate Investment Trust)

Shares to Qualify for DRIP: 1 (or \$250 direct investment)

Minimum Investment: \$100

Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: 2 percent

**Anworth Mortgage Asset Corp.**

(NYSE Symbol: ANH)

1299 Ocean Avenue

Suite 250

Santa Monica, CA 90401

310-255-4493

[www.anworth.com](http://www.anworth.com)

Industry: REIT

Shares to Qualify for DRIP: 1 (or \$1,000 direct investment)

Minimum Investment: \$50

Auto Investment Available

Discount on Cash: 0–5 percent

Discount on Dividend: 5 percent

**Archstone-Smith**

(NYSE Symbol: ASN)

7670 South Chester Street

Suite 100

Englewood, CO 80112

800-982-9293

[www.archstonecommunities.com](http://www.archstonecommunities.com)

Industry: REIT

Shares to Qualify for DRIP: 1

Minimum Investment: \$200

Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: none

**BRT Realty Trust**

(NYSE Symbol: BRT)  
60 Cutter Mill Road  
Great Neck, NY 11021  
516-466-3100  
www.brtherealty.com  
Industry: REIT

Shares to Qualify for DRIP: 1  
Minimum Investment: \$100  
No Auto Investment Available  
Discount on Cash: 2 percent  
Discount on Dividend: 2 percent

**CapitalSource, Inc.**

(NYSE Symbol: CSE)  
4445 Willard Avenue  
12th Floor  
Chevy Chase, MD 20815  
800-370-9431  
www.capitalsource.com  
Industry: Financial Services

Shares to Qualify for DRIP: 1 (or \$100 direct investment)  
Minimum Investment: \$100  
Auto Investment Available  
Discount on Cash: 2 percent  
Discount on Dividend: 2 percent

**Colonial Properties Trust**

(NYSE Symbol: CLP)  
2101 6th Avenue North  
Suite 750  
Birmingham, AL 35203  
800-645-3917  
www.colonialprop.com  
Industry: REIT

Shares to Qualify for Drip: 1 (or \$200 direct investment)  
Minimum Investment: \$25  
Auto Investment Available  
Discount on Cash: 3 percent  
Discount on Dividend: 3 percent

**Education Realty Trust Inc.**

(NYSE Symbol: EDR)

530 Oak Court Drive

Suite 300

Memphis, TN 38117

[www.educationrealty.com](http://www.educationrealty.com)

Industry: Student Housing REIT

Shares to Qualify for DRIP: 1 (or \$300 direct investment)

Minimum Investment: \$300

Auto Investment Available

Discount on Cash: 1.5 percent

Discount on Dividend: 1.5 percent

**Equity Lifestyle Properties, Inc.**

(NYSE Symbol: ELS)

2 North Riverside Plaza

Suite 800

Chicago, IL 60606

800-247-5279

[www.mhchomes.com](http://www.mhchomes.com)

Industry: REIT

Shares to Qualify for DRIP: 1 (or \$100 direct investment)

Minimum Investment: \$250

No Auto Investment Available

Discount on Cash: 0–5 percent

Discount on Dividend: none

**First National Community Bancorp Inc.**

(OTC Symbol: FNCB)

102 East Drinker Street

Dunmore, PA 18512-2491

570-348-6438

[www.fnbc.com](http://www.fnbc.com)

Industry: Bank Holding Company

Shares to Qualify for DRIP: 1

Minimum Investment: \$100

No Auto Investment Available

Discount on Cash: 5 percent

Discount on Dividend: 5 percent

**Health Care Property Investors, Inc.**

(NYSE Symbol: HCP)  
3760 Kilroy Airport Way  
Suite 300  
Long Beach, CA 90806  
888-604-1990  
www.hcpi.com  
Industry: REIT

Shares to Qualify for DRIP: 1 (or \$750 direct investment)  
Minimum Investment: \$100  
Auto Investment Available  
Discount on Cash: 0–5 percent  
Discount on Dividend: 0–5 percent

**Health Care REIT**

(NYSE Symbol: HCN)  
1 SeaGate  
Suite 1500  
Box 1475  
Toledo, OH 43603-1475  
419-247-2800  
Industry: REIT

Shares to Qualify for DRIP: 1 (or \$1,000 direct investment)  
Minimum Investment: \$50  
No Auto Investment Available  
Discount on Cash: 4 percent  
Discount on Dividend: 4 percent

**Marathon Oil Corporation**

(NYSE Symbol: MRO)  
5555 San Felipe Road  
Houston, TX 77253  
713-296-1996  
www.marathon.com  
Industry: Oil & Gas

Shares to Qualify for DRIP: 1 (or \$500 direct investment)  
Minimum Investment: \$50  
Auto Investment Available  
Discount on Cash: 0–3 percent  
Discount on Dividend: 0–3 percent

**Monmouth REIT**

(NASDAQ Symbol: MNRTA)

3499 Rt. 9 North

Suite 3-C

Freehold, NJ 07728

732-577-9996

[www.mreic.com](http://www.mreic.com)

Industry: REIT

Shares to Qualify for DRIP: 1

Minimum Investment: \$500

No Auto Investment Available

Discount on Cash: 5 percent

Discount on Dividend: 5 percent

**Nationwide Health Properties Inc.**

(NYSE Symbol: NHP)

610 Newport Center Drive

Suite 1150

Newport Beach, CA 92660

949-718-4407

[www.nhp-reit.com](http://www.nhp-reit.com)

Shares to Qualify for DRIP: 1 (or \$750 direct investment)

Minimum Investment: \$100

Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: 2 percent

**OceanFirst Financial Corp.**

(NASDAQ Symbol: OCFC)

975 Hooper Avenue

Toms River, NJ 08754-2009

732-240-4500

[www.oceanfirst.com](http://www.oceanfirst.com)

Industry: Bank Holding Company

Shares to Qualify for DRIP: 1

Minimum Investment: \$100

No Auto Investment Available

Discount on Cash: 3 percent

Discount on Dividend: 3 percent

**Parkway Properties Inc.**

(NYSE Symbol: PKY)

1 Jackson Place

Suite 1000

188 East Capitol Street

Jackson, MS 39225

601-948-4091

[www.pky.com](http://www.pky.com)

Industry: REIT

Shares to Qualify for DRIP: 1 (or \$100 direct investment)

Minimum Investment: \$100

Auto Investment Available: Yes

Discount on Cash: 3 percent

Discount on Dividend: 3 percent

**Pennsylvania Commerce Bancorp, Inc.**

(NASDAQ Symbol: COBH)

100 Senate Avenue

Box 8599

Camp Hill, PA 17011-8599

717-975-5630

[www.commercepc.com](http://www.commercepc.com)

Industry: Bank Holding Company

Shares to Qualify for DRIP: 1

Minimum Investment: \$100

No Auto Investment Available

Discount on Cash: 3 percent

Discount on Dividend: 3 percent

**Pulaski Financial Corp.**

(NASDAQ Symbol: PULB)

12300 Olive Boulevard

St. Louis, MO 63141-6434

314-878-2210

[www.pulaskibankstl.com](http://www.pulaskibankstl.com)

Industry: Banking

Shares to Qualify for DRIP: 5

Minimum Investment: \$250

Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: 2 percent

**Redwood Trust, Inc.**

(NASDAQ Symbol: RWT)

One Belvedere Place

Suite 300

Mill Valley, CA 94941

415-389-7373

[www.redwoodtrust.com](http://www.redwoodtrust.com)

Industry: REIT

Shares to Qualify for DRIP: 1 (or \$100 direct investment)

Auto Investment Available

Discount on Cash: 0–2 percent

Discount on Dividend: no

**SL Green Realty Corp.**

(NYSE Symbol: SLG)

420 Lexington Avenue

New York, NY 10170

212-216-1601

[www.slgreen.com](http://www.slgreen.com)

Industry: REIT

Shares to Qualify for DRIP: 1

Minimum Investment: \$250

No Auto Investment Available

Discount on Cash: 3 percent

Discount on Dividend: 3 percent

**South Jersey Industries, Inc.**

(NYSE Symbol: SJI)

One South Jersey Plaza

Folsom, NJ 08037

609-561-9000 x 4321

[www.sjindustries.com](http://www.sjindustries.com)

Industry: Utility-Gas

Shares to Qualify for DRIP: 1 (or \$100 direct investment)

Minimum Investment: \$25

No Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: 2 percent

**Sovran Self Storage, Inc.**

(NYSE Symbol: SSS)

6467 Main Street

Buffalo, NY 14221

716-633-1850

[www.sovranss.com](http://www.sovranss.com)

Industry: REIT

Shares to Qualify for DRIP: 1 (or \$100 direct investment)

Minimum Investment: \$100

No Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: 2 percent

**State Bancorp, Inc.**

(NASDAQ Symbol: STBC)

699 Hillside Avenue

New Hyde Park, NY 11040

516-437-1000

[www.statebankofli.com](http://www.statebankofli.com)

Industry: Bank Holding Company

Shares to Qualify for DRIP: 1

Minimum Investment: \$100

No Auto Investment Available

Discount on Cash: 5 percent

Discount on Dividend: 5 percent

**Thornburg Mortgage, Inc.**

(NYSE Symbol: TMA)

150 Washington Avenue

Suite 302

Santa Fe, NM 87501

505-989-1900

[www.thornburg.com](http://www.thornburg.com)

Industry: REIT

Shares to Qualify for DRIP: 1 (or \$500 direct investment)

Minimum Investment: \$100

Auto Investment Available

Discount on Cash: 0–5 percent

Discount on Dividend: 0–5 percent

**Ventas Inc.**

(NYSE Symbol: VTR)

10350 Ormsby Park Place

Suite 300

Louisville, KY 40223

502-357-9000

[www.ventasreit.com](http://www.ventasreit.com)

Industry: Health Care REIT

Shares to Qualify for DRIP: 1 (or \$250 direct investment)

Minimum Investment: \$250

No Auto Investment Available

Discount on Cash: 2 percent

Discount on Dividend: 2 percent

Source: [www.directinvesting.com](http://www.directinvesting.com)

## **Chapter 6: Bonds and More Bonds** **Chapter 7: Hedging Your Bets with Options**

### **Resources / Books**

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**Thomas J. Herzfeld Advisors** is a leading source of comprehensive information about closed-end funds. The firm publishes the monthly *Investor's Guide to Closed-End Funds*, which has complete details on all closed-end bond funds.

PO Box 161465

Miami, Florida 33116 305-271-1900

[www.herzfeld.com](http://www.herzfeld.com)

### **Websites:**

- [www.bondtrac.com](http://www.bondtrac.com)
- [www.emuni.com](http://www.emuni.com) (information about municipal bonds)

***Options as a Strategic Investment***, 4th edition, by Lawrence G. McMillan, (FT Prentice Hall, 2001). A well-regarded advanced discussion of option strategies.

***Options Made Easy***, 2nd edition, by Guy Cohen (FT Prentice Hall, 2005). A clear and easy-to-understand guide to profitable trading enhanced by effective diagrams.

***The New Options Market***, 4th edition, by Max Ansbacher (Wiley, 2000). The “bible of options books,” includes illustrations and Web site suggestions.

***Getting Started in Options***, 6th edition, by Michael C. Thomsett (Wiley 2005). An excellent primer.

***Options Trading for the Conservative Investor***, by Michael C. Thomsett, (FT Prentice Hall, 2005). Focuses on conservative options strategies. Highly recommended. Magazine/Newsletter

***Futures & Options Trader Magazine*** ([www.futuresandoptionstrader.com](http://www.futuresandoptionstrader.com))

Investor Web Sites Offering Educational, Stock Screening, and Other Options-Related Tools and Services.

InvesTools ([www.investools.com](http://www.investools.com))

GainsKeeper ([www.gainskeeper.com](http://www.gainskeeper.com))

Investors Edge ([www.investorsedge.com](http://www.investorsedge.com))

### **Options Industry Council**

1 North Wacker Drive

Suite 500

Chicago, IL 60606

(312) 463-6193

[www.888options.com](http://www.888options.com)

Educates the investing public and brokers about exchange-traded options.

## **Chapter 8: Money Makes the World Go Round: Earning Fast Profits from Foreign Exchange**

### **Books**

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***Getting Started in Currency Trading: Winning in Today's Hottest Marketplace*** by Michael Duane Archer and James Lauren Bickford (Wiley, 2005).

This is a good book that gives you an overview of the currency markets and how they work, and a start toward developing your own currency trading strategies.

***Foreign Exchange: A Practical Guide to the FX Markets*** by Tim Weithers (Wiley Finance, 2006).

Weithers uses his many years of experience as an economics professor and international bank executive to help you navigate the Forex market successfully. He explains the basic elements of the foreign exchange market, including major currencies, bid-ask spreads, and the importance of interest rates. He helps you look beyond the noise of news reports when you are trading and avoid some of the most common mistakes made by investors.

***Forex Conquered: High Probability Systems and Strategies for Active Traders*** by John L. Person (Wiley Trading, 2007).

Person has thirty years of experience in foreign exchange, and in this book he explains how to develop a winning trading system. He describes such technical trading tools as candlestick charting, Elliot wave theory, and Fibonacci price indicators to help you make profitable trades.

***Forex Revolution: An Insider's Guide to the Real World of Foreign Exchange Trading*** by Peter Rosenstreich (Financial Times Prentice Hall Books, 2005).

Longtime trader Rosenstreich offers students and investors a complete, practical guide to Forex trading, including risks and pitfalls. He describes fundamental and technical trading strategies and tells you how to employ the discipline needed to make these strategies effective. He explains all of the different Forex investment possibilities, including currency futures, options, and swaps.

***The Complete Idiot's Guide to Foreign Currency Trading*** by Gary Tilkin and Lita Epstein (Alpha, 2007).

The concise, easy-to-follow guide by foreign exchange expert Tilkin and journalist Epstein explains the Forex market and provides tips on successful trading strategies. An interactive instructional CD is included, which allows readers to log on to the Global foreign Trading Web site and learn the process of currency trading with virtual trading.

***The 10 Essentials of Forex Trading*** by Jared Martinez (McGraw-Hill, 2007).

Trading expert Martinez reveals his forecasting methods and trading strategies so you can profitably relate market movements to trading patterns.

Software/Courses

**Forex.com** offers free practice accounts, mini-lots, and a user-friendly, easy-to-follow interface. It's a good way to get a handle on how Forex trading actually works.

44 Wall Street

New York, New York 10005

877-367-3946

### **4X Made Easy**

15601 Dallas Parkway

Addison, Texas 75001

888-304-8881

[www.4x.wizetrade.com](http://www.4x.wizetrade.com)

In addition to providing an interface, 4X Made Easy software and training combined help you follow a trend trading strategy—short-, medium-, or long-term—with a system that makes it easy to spot trends and know when to get out. Ongoing streaming video over the Internet lets you connect with the experts, as well as other traders like yourself, to learn how to make the most of your account.

### **PremiereTrade Forex**

Suite 1020, 220

East Central Parkway

Altamonte Springs, FL 32701

800-821-7325 or 800-785-7423

[www.premieretradeforex.com](http://www.premieretradeforex.com)

PremiereTrade is a gateway to the spot Forex market and provides education and support for traders, including ongoing financial market reports and a daily radio show about the Forex market. The company offers the FXDD Trader platform to give you direct access to the Forex market.

## **Chapter 9: Tapping into Cash Flow**

### **Books**

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***Cash in on Cash Flow: How to Make Full Time Income with Part Time Effort in America's Hottest New Business*** by Laurence J. Pino (Simon & Schuster, 1998).

Pino, the father of the cash flow industry, explains how to tap into the multiple opportunities available in the cash flow business in this classic work. He gives detail on profiting from structured insurance settlements, lotteries, real estate notes, and much more.

***Factoring Fundamentals: How You Can Make Large Returns in Small Receivables*** by Jeff Callender (Soundview Funding Corp., 2003).

Factoring (buying cash flow from invoices and accounts receivable) is only one aspect of the cash flow business, but if you think it might be right for you, this book can help you get started. It provides a detailed introduction on the benefits and risks of factoring, and how small investors can get started.

***Winning the Cash Flow War: Your Ultimate Survival Guide to Making Money and Keeping It*** by Fred Rewey (Wiley, 2005).

Rewey, the president of the American Cash Flow Association, offers a practical guide to turning the corner from paying everyone all the time to getting paid instead. He discusses all the major ways to get involved in the cash flow business for maximum profit.

### **Web Sites, Courses, and Newsletters**

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#### **American Cash Flow Institute/American Cash Flow Association**

American Cash Flow Corporation  
255 South Orange Avenue  
Suite 600  
Orlando, FL 32801  
800-253-1294  
[www.americancashflow.com](http://www.americancashflow.com)

This is the Web site for the American Cash Flow Institute and Association.

Membership in the association is available to graduates of the institute's three-day (or home study) course. ACFA is the first and largest association for the cash flow industry, and holds an annual cash flow convention, where funding sources exhibit offering cash for brokered deals.

#### ***Dash Point Financial Services, Inc.***

PO Box 25591  
Federal Way, WA 98093-2591  
253-925-1948  
[www.dashpointfinancial.com](http://www.dashpointfinancial.com)

Dash Point is owned by Jeff Callender, and specializes in factoring for very small businesses, and it might be a very good fit if you are interested in factoring and know or can meet many small business owners in your community.

***Pinnacle Investing***

575 West Chandler Boulevard

Suite 220

Chandler, AZ 85225

888-736-5353

[www.pinnacle-investments.com](http://www.pinnacle-investments.com)

Pinnacle investments focuses on buying and selling mortgage notes, and in training consultants in this lucrative market. The firm is run by Troy Fullwood, and in addition to working with consultants on deals, also offers Troy's Power of Paper course, which regularly sells out in cities across the country and even abroad.

Pinnacle also publishes *Straight Talk*, a free e-mail newsletter for real estate investors, at [www.straighttalkforrealestateinvestors.com](http://www.straighttalkforrealestateinvestors.com).

***NoteWorthy Newsletter***

[www.noteworthyusa.com](http://www.noteworthyusa.com) or (800) 487-1864

Like ACFA, NoteWorthy offers classes, books, an annual convention, and an active Web site. You can sign up for individual courses, as well as the *NoteWorthy Newsletter*.

***The Paper Source Journal***

[www.papersourceonline.com](http://www.papersourceonline.com) or (800) 487-1864

This journal offers a print and online listing of companies that buy notes and funding sources, as well as books and e-books, and home study courses to help brokers get started in the cash flow industry.

## **Chapter 10: Profit by Doing Nothing**

### **Passive Income Strategy Resources: Vending Machines**

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**Cash Locations: A Step-by-Step Guide to Securing the Best Money--Making Locations for Your Vending Machine** by Ronnie Talent (BooksOnStuff downloadable PDF file from Amazon.com, 2005).

Talent reveals a methodology to identify and secure the best locations for your vending machines. He describes how to “piggyback” locations, so when you get one machine placed, it can lead to several more lucrative locations. He also explains how to expand your vending machine company to include different types of vending equipment.

**Entrepreneur Magazine’s Start Up: Start Your Own Vending Business** by Anne Rawland Gabriel (Entrepreneur Press, 2003).

This is a good guide for people starting out in the vending business, and covers such issues as whether to buy new or used machines, which types of products sell best, where to get supplies, and how to get the best placements for your machines.

**Vending Success Secrets—How Anyone Can Grow Rich in America’s Best Cash Business!** by Bill Way (Freedom Technology Press, 2000).

Way is an expert in the vending business, and this book guides you on all the do’s and don’ts to create your own successful vending business.

### **Locaters**

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#### **VendingGuy.com**

www.vendingguy.com  
604-839-2980

This is David Gileo’s business, which specializes in finding locations for vending machines, freeing machine owners to concentrate on servicing existing accounts.

#### **Your Vending Machine Locator**

717 Lizzie Street  
Taylor, TX 76574  
512-352-7694

This is something of a pay-as-you-go locator that will find locations on a week-by-week basis, only collecting money for locations once they’re found and awaiting your machine.

### **Association**

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National Automatic Merchandising Association  
www.vending.org  
20 North Wacker Drive  
Suite 3500  
Chicago, IL 60606  
Phone: (312) 346-0370  
Fax: (312) 704-4140

This organization covers every aspect of the vending industry and offers education, publications, and regular conferences and other events

## **Resources: ATM and Point-of-Sale Machines**

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### **Money Express**

www.monexgroup.com  
71 Silton Road, Unit 3  
Woodbridge, Ontario L4L 7Z8  
Canada  
(866) 286-7787

### **ATMmarketplace.com**

www.atmmarketplace.com

This Web site for industry insiders covers every aspect of the ATM industry, including how to operate an ATM successfully, a comparison guide for different brands of machines, and current news affecting banking and ATMs. There's also a classified section for buying (or selling) machines.

## **Resources: Investing in Timeshares**

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***The Everything Family Guide to Timeshares: Buy Smart, Avoid Pitfalls, and Enjoy Your Vacations to the Max!*** by Kim Kavin (Adams Media, 2005).

This book offers readers detailed information on negotiating a timeshare contract, as well as how to exchange timeshares for other vacation travel.

### **Timeshare User's Group**

www.tug2.net

This is a great place to learn everything about the timeshare industry—much of it from timeshare owners themselves. There are helpful articles on buying and selling timeshares, and everything in between. There are also classified listings for buying, selling, renting, or exchanging timeshares.

### **RedWeek.com**

www.redweek.com

Huge listings of timeshares for sale, resale, rental, or exchange, along with user reviews of resorts.

### **Vacation Timeshares and Rentals**

www.vacationtimesharerentals.com

Online marketplace for those who want to sell, buy, or rent timeshares.

### **Rii® Stroman Timeshare Reseller**

www.stroman.com

Real Estate broker specializing in reselling timeshares, and one of the largest selections of timeshares for sale in the industry.

## **Resources: Investing in Payday Loan Stores**

*To learn more about investing in payday loan bonds, and other Freedom Investment Club offerings, contact:*

### **Freedom Investment Club**

www.ficinvestors.com  
555 West Hastings Street  
P.O. Box 12091  
Vancouver, BC V6B 4N5  
Canada  
(877) 258-2342 ext. 2054

*To learn more about the payday loan industry:*

### **Community Financial Services Association of America**

www.cfsa.net  
515 King Street  
Suite 300  
Alexandria, VA 22314  
(703) 684-1029

## **Profiting from Internet Advertising: Affiliate Programs**

### **Google AdSense**

www.google.com/adsense

The first and largest of the ad-based affiliate programs, AdSense is easily accessible to anyone, and perhaps the easiest program to use. It's a good starting place if you want to test out your Web site's earning potential.

### **Yahoo! Affiliate Program**

[http://advertising.yahoo.com/affiliate\\_programs/](http://advertising.yahoo.com/affiliate_programs/)

Yahoo! is Google's chief competitor, and in its affiliate program, you provide links to its product across your Web site and earn commissions when users click through.

### **PPCProfitMachine**

www.ppcprofitmachine.com

PPCProfitMachine integrates ad feeds from several pay-per-click advertisers and feeds them to your site in order of highest-paying commissions—and creates search-engine-friendly content on your site, making it easier for users to find you in the first place.

### **Amazon Associates**

<http://affiliate-program.amazon.com/gp/associates/join>

Perhaps the oldest affiliate program on the Internet, Amazon Associates works when users click through the associates' link and buy products from Amazon. Amazon pays the site owner a commission of up to 10 percent.

**eBay Affiliate Program**

<http://affiliates.ebay.com>

Similar to Amazon's program, eBay will pay you for every "active" user that comes to its site through yours, and will also pay you commissions on products users buy after arriving from your site.

**Associate Programs**

[www.associateprograms.com](http://www.associateprograms.com)

This site offers a wealth of information on everything you need to know about online affiliate programs, including special guides and articles aimed at beginners and listings of affiliate programs.