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To Join or Not to Join a Real Estate Investing Club by [Simon Macharia](#)

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As a real estate investor, you have probably noticed there is a real estate investor group or club near where you live. If you live in a bigger city, you may find several such groups around you.

Sometimes you have to pay for membership, or it may be free to join.

What's the use of these real estate investing clubs? Should you become a member? This article looks at the benefits of being a member of real estate investing clubs.

1) Networking

Most real estate investors work alone, and they rarely get the opportunity to interact with other investors. When you join a real estate investing club, you meet like minded people that share the same dream as you do.

You get to learn what works in your local market, which title companies work with, which contractors to use, and so on.

You get to learn who does what, and build a valuable contact list of professionals you will need for your business.

2) Finding deals

If you are looking to buy houses, you will always find real estate investors that are selling houses at bargain prices, especially if you buy wholesale deals. Sometimes they could have rental houses for sale or other bargain deals.

You may find this as a valuable resource that can benefit you for years.

3) Selling your properties

Most real estate investors are looking for houses to buy. In real estate investing clubs, you find people that can buy your properties especially if you have wholesale deals.

Most of these real estate investors have cash in hand and form a valuable addition to your buyers list. Whenever you have a new property for sale, you simply email this to your buyers list, and chances are you will find a buyer fast.

Whenever you attend these meetings, your networking with other investors can form a valuable resource for quickly selling your houses.

4) Finding money

Most of these meetings are funded by sponsored by service providers who finance most activities. part of these sponsors could be lenders that are friendly to real estate investors.

It is not uncommon to find several lenders, including hard money lenders sponsoring such meetings.

You can also find partners or private money investors in these meetings.

5) Learning

Learning is the number one reason these clubs are created. A speaker will usually be invited to talk about a specific topic. Each speaker is an expert in his field and their topics vary from speaker to speaker.

Most of them also have products they market to real estate investors. The proceeds they get from these products help to finance their trip and expenses.

Instead of focusing on the sales pitch, focus on the message and you get something valuable for your business. I have found this to be true almost every time I sit down to listen even though I consider myself a seasoned investor.

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