

Tax Liens/Tax Deeds Quickstart Guide

Create a Fortune Investing in Tax Liens/Tax Deeds with a Self-Directed IRA

You can invest in almost anything with a truly self-directed IRA, including tax liens/tax deeds. Equity Trust Company allows you to take advantage of the wealth creating benefits of self-directed IRAs (tax-free profits and large tax deductions) investing in what you know. Since 1974 Equity Trust's self-directed IRA experts have assisted investors in creating tax-free wealth on all of their deals, while securing their financial future.

Speak with an Equity Trust Professional Today

Equity Trust Tax Lien/Tax Deed Success

"Opening my tax lien self-directed IRA has been the best thing I've done with IRA funds. I've made more money in tax liens in two years than I've made investing in mutual funds in five years!"

*~ Marianne V. Beck
Boca Raton, Florida*

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How it Works:

1. Open and Fund IRA

- Contribute to the account
- Rollover/transfer funds from custodian

2. Research Tax Lien Purchasing Options

- Tax lien vs. tax deed states
- Tax lien servicing agents
- Certain counties will not allow multiple investors under same tax ID number-call Equity Trust for other investment options

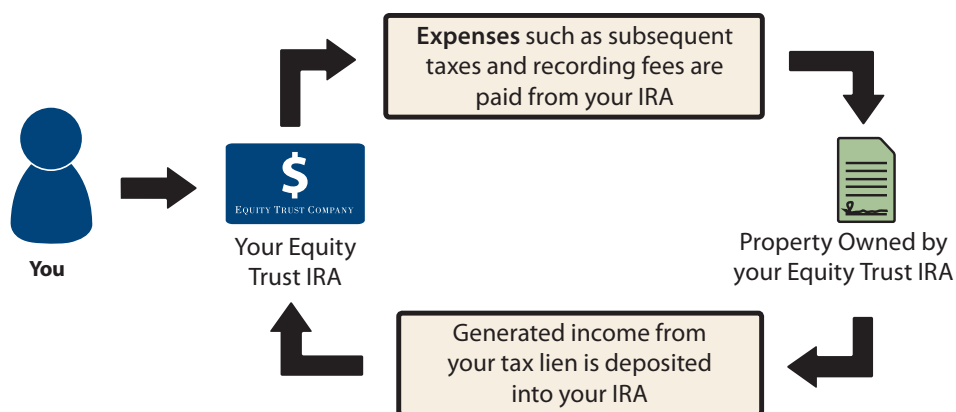
3. Find an Auction to Attend

4. Complete and Submit Tax Lien Direction of Investment Form

- To request funds for auction
- Make sure documentation is titled to the IRA

5. Attend Auction or Have Your Tax Lien Agent Attend

After the Investment is Complete...



Investing in Tax Liens/Tax Deeds **FAQ's**

Q: How can I purchase tax liens/tax deeds with a self-directed IRA?

A: All you need is available funds in your self-directed IRA.

Q: What is the difference between a tax lien and a tax deed?

A: A tax lien is a lien imposed on property by law to secure payment of taxes. Tax liens may be imposed for delinquent taxes owned on real property or personal property, as well as a result of failure to pay income taxes or other taxes.

A tax deed sale is the forced sale conducted by a governmental agency of real estate for nonpayment of taxes. It is one of the two methodologies used by governmental agencies to collect delinquent taxes owed on real estate.

Q: What questions should I ask before I invest in tax liens/tax deeds since each county has different rules?

A: • *Does the county allow more than one bid per Tax ID?* If no, the client would need to set up an entity in his/her IRA.

• *Does the county require guaranteed funds?* If yes, make sure this is indicated on the direction of investment form.

• *Do they refund overages?* If no, you will need to ask the county how soon exact funds are needed. You would then request exact funds from their account.

• *Who should I make the check payable to? Do they need a W-9 (taxpayer Identification Number and Certification) from Equity Trust Company?* If yes, Equity Trust can fax the W-9 to the client or send it with the check.

Q: What is the rate of return on the investment?

A: The rate of return on your investments will be based on your knowledge and expertise in tax liens, not on the fluctuation of the stock market.

Q: Is it necessary to create an entity to invest in a tax lien?

A: With Equity Trust Company's simple investment procedures, it is not always necessary to create an entity.