Create a buzz, generate desire, enjoy the treatment acceptance.

Interested in speaking to Sally about your practice concerns? Email her at sallymck@mckenziemgmt.com.

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So why am I advising you to invest now? Quite simply, the downward numbers have created a buyer’s market.

Since real estate investing is not for the short-term, buying now, in the right areas, will allow you to fulfill both strategies – buy and hold, and buy low-sell high.

On the horizon, the news is positive. Experts, such as Doug Duncan, MBA’s chief economist, believe that the housing slowdown will have dissipated by mid-2007 with sales of both types of homes bouncing back by 5 percent in 2008 and by 1 percent in 2009.

Wise investors don’t jump in capriciously. Do your homework, talk to professionals in real estate and consider using companies who specialize in real estate portfolio development services. And any advisor should readily address how their plans align with your desire to strategically create wealth and realize future financial freedom for you and your family.

What’s on your mind?
Speaking of the future, in forthcoming issues of the Dental Tribune, I will share with you important issues to consider in real estate investing, such as IRC 1031 tax-deferred exchanges, IRAs and the benefits of using a specialist advisory company.

This column is intended to provide a forum for fellow clinicians to be successful in real estate. So I want to answer your questions about real estate investing in future issues. Please contact me at phanks@us-pds.com with your questions and suggestions.

Dr. Paul Hanks, president of Portfolio Development Services, began his professional career as an orthodontist. He became a real estate professional and California real estate broker, offering clinicians a trustworthy and safe way to invest in real estate. He can be reached at 949.608.7124 or his e-mail address at phanks@us-pds.com. The company’s Web site is www.portfoliodevelopmentservices.com.