



# Fast and Easy Guide to Getting Started In the Overages Business

# Legal Disclaimer

Every effort has been made to reflect the applicable laws as of the date of the publication of this book. However, this is a dynamic field of endeavor in which new laws are enacted, old laws revised and/or reinterpreted on a continuing basis and where statutes, rulings, and case law are constantly changing.

This course explains the “business” of the Overages Business. In this course we will teach you how to find out who is owed money, how to find them, how to communicate with them to close them and how to bring the deal to completion. You must bring the will to try something new, to invest your time, effort and resources into the business.

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Published by:

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## INTRODUCTION – READ THIS FIRST!

The purpose of this Guide is to help you get Started by telling you What States to work in, giving you some important tips to keep you from going down dead ends, and direction on how to most efficiently to become a member and take action join us here <http://RehabValuator.com/bob>

### IMPORTANT NOTE

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First, it is always fun to see success! At the end of this guide are lots of checks and little “blurbs” from Overages Finders **WE** have trained who have obtained funds for claimants. With 84 tax sales a day and 25,400 properties going to tax sale a day, this is an ever replenishing fountain of overages created daily. Think of a mountain stream, it just keeps flowing.

We have a written guide for you that explains the entire business from beginning to end – it is around 94 pages. It breaks down the business into its steps and explains the entire business.

Get your copy of that guide now! This is only available for members in our program you can join here <http://RehabValuator.com/bob>

**To get your copy go to the Overages Blueprint member site and go into the “Resources” tab - then select “12 Step Overages Manual” to download.**

The weblink (log in to the site first) is: **only available to members**

**Print the Guide out now!!!**

Rev 10 Join Here <http://RehabValuator.com/bob> or call our experienced  
Overages professionals Michelle, Mike or Christine **888-722-4682**

## A Few Steps to Get Going

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You need to learn the following to get the business going:

1. What States to work in (in Tip #3 of this guide)
2. Where to get the lists of people owed money due to overages (Tip #4 of this guide)
3. How to find the people who are owed money (Overages Business Manual and video training)
4. What to say in your marketing to the people owed money (again, see Overages Manual and Video/Webinar Training).
5. What paperwork to use (Overages Manual and Video/Webinar Training).
6. How to submit the claims for the money (Overages Manual and Video/Webinar Training).

This guide covers the first steps and gives you important information to keep you on track. The most important information we give you is what states to work in and who to contact for the lists.

## There is No Benefit to Working Your Own State!

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DO NOT automatically assume your state is the place to start working. If your state is in the list that appears below list you could work your local county first if you wish, if not then pick another place.

Many entrepreneurs make the mistake of taking on “busy work” such as running to the post office, running to the bank and doing other work that other people could do for you at low cost. Such

busywork can make you feel “busy” but it takes your time away from the critical tasks of orchestrating the efforts of others. The efforts of others can be leveraged and is how people do well without working constantly and how people get rich!

## Doing Deals, Not “Staying Busy”

To make a good business you need to work through other people and you need to avoid “running errands” which is what poor businesspeople do. Use the phone, email, post office and most of all the efforts of other people!

If you insist on doing the “errands” of the business you will be forced to work your local area. You will not be able to work in areas away from your locality. With that limitation in place you are unlikely to be working the best leads and will instead be very busy and not making nearly the money you can make. Resolve to act like a true businessperson and avoid errands and accomplish your work through the efforts of others.

I hope you now see that unless you live in a large county that has overages, you should likely explore other counties at least at the same time you’re working your own.

We firmly recommend you work only during times and in states where they do not limit what you can charge to help recover an overage. We set out the States and Timeframes in this guide (down below). If you run into a time limitation understand that there are plenty of other states to work in and plenty of overages to work – in fact new overages are being added across the USA every business day.

## Don't Fall For the "Finder's Fee" Myth

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*A very common mistake is to read that there are limitations on finder's fees and they then jump to the conclusion those limitations apply to overages from Tax Foreclosures.*

Usually the conclusion is faulty because people don't investigate thoroughly. They are reading about money left over from a lost bank account, or held by the state treasurer or that has been held for a long time and has been deemed "abandoned property."

If you do run into what you think is a limitation on your ability to collect a finder's fee in a state we do recommend, reach out to us in support and we will check into it. In most states there are NO finder's fee limits on recent Tax Foreclosure overages. You can see the time limits further on in this guide where we talk about the states we recommend.

It is true that often you need to work within specific timeframes. Once the initial timeframe is past you can be subject to limitations on what you can charge. We set those times out in this guide.

We have done the research for you to map out the timeframes and the States you can work in. The list below is that research distilled down to what you need to know.

### Where to Start

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Pick any of the states we recommend to work in.

We recommend working in one state and just going through all the counties in that State. That makes legal compliance easy (the compliance laws are state laws) and by the time you are finished

all the counties in a state there will be more overages available in the counties you finished months ago.

There are a few considerations to guide your decision about which state to work in and which county to start in.

To be clear, you can work in any county within a state. Counties with higher populations will likely have more overages just because they have more tax sales. Thus higher-population counties are likely to have more overages.

That being said, go and get lists from any county within these states and you are likely to find overages to work. New ones are added every time there is a tax sale so it is a pond that is being restocked all the time!

## Exact Next Steps

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**Your next steps after reading this guide is to watch the first few training videos that cover requesting and receiving overage lists.**

**They are on the member site on the homepage in Part 1-2. You can click on the tab named “Videos” and you will see all the videos in one place.**



## TIP #1 – Work Tax Sale Overages



This is the easiest tip of all – just work tax sale overages – they're easier to work than other types of claims you might make – such as mortgage foreclosure overages.

Mortgage foreclosure overages are more complex because you sometimes have to file a petition with a court to get the money (not too expensive but an extra step). So we recommend starting (and perhaps staying with) tax foreclosure overages.

Also, do not try to work lost bank accounts and other property that appears on state treasurer's websites. Those are a waste of time. They are very often subject to finder's fee limits and a prospective customer for you can easily find them on the internet.

## TIP #2 – Finder Fee Limits DO NOT APPLY While the County Holds the Funds



You may come across information that says there are limits to what you can charge for helping recover an overage.

It is very common for people to stop analyzing the laws there, assume they cannot do the business and quit! Good for those of us who stick with it but since you are one of “our people” we do not want you to quit and miss out on this great business opportunity!

Finder’s fees limitations, if they exist at all on tax foreclosure overages, almost always apply ONLY after the funds have been with the county for an extended time period such that the state labels the funds “Abandoned” or “Lost” property.

We have done the research so you can know what to work on where there is NO limit on your fees. In Tip 3 we give you the information you need to work on the overages when there are No Limits on what you can charge.

## TIP #3 – Work THESE States – During These Times

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If you work the States listed below within the indicated timeframes you will not be subject to limits on your “Finders Fees.”

So do the smart thing – work these states – and remember that every month new overages are added around the country, so you can do this month, after month, after month!

### Timeframes when there are NO Finder's Fee Limitations by State

State Revealed In course join now!	Timeframe When No Finder Fee Limits Apply	Who to Get List From
State 1	Sales that have occurred within the past 6 months	City or Borough Tax Collector (they may both be holding overages so apply to both)
State 2	Sales that have occurred within the past 3 years	County Treasurer
State 3	Any Sale that has ever occurred – no time limit	Tax Collector
State 4	1 year after the tax foreclosure sale	County Treasurer or Collector of Taxes
State 5	Sales that occurred within the past 5 years. Not that lienholders (i.e. mortgages) are paid out from the overages before the former owner.	Tax Commissioner
State 6	Sales that have occurred within the past 1 year	County Tax Collector or Treasurer
State 7	Sales that occurred at least 60 days ago up to 3 years and 60 days ago	Treasurer
State 8	Sales that occurred within the past 1 year	Local tax collectors or Constables
State 9	Overages are created after tax lien is foreclosed and deed issued. This happens after a lien is sold and foreclosed upon. Lienholder can foreclose after holding the lien 6 months. Work overages that have been on hand and available at least 24 months but less than 3 years (dates will vary depending upon when the lien was foreclosed).	Local Tax Collector or Constable
State 10	Sales that occurred within the past 3 years	Local Tax Collector
State 11	Funds that have been on hand less than 2 years. Funds are "on hand" starting two years after the tax lien sale so you end up working overages from sales at least 2 years ago and no more than 4 years ago.	Treasurer
State 12	Overages that been on hand for 3 years or less (from Tax Deed sales)	Auditor or Treasurer
State 13	Sales that occurred within past 5 years, but overage must be at least	County treasurer

	two years old.	
State 14	At least 12 months but no more than 5 years from the time of the sale	Local tax collector
State 15	Any overages on hand from sales that occurred at least 24 months ago but no more than 5 years ago	County Treasurer
State 16	1 year from time of tax deed sale	County Treasurer
State 17	1 year from the time overage becomes available (Overages become available approximately 1 year after the tax sale)	County Tax Collector or Treasurer
State 18	1 Year from the date of the sale	County Treasurer or County Auditor

**We DO NOT Recommend working in any other states. We do not recommend these states because there is some challenge - they limit finder's fees from as soon as they hold the funds or there is some other issue.**

**Since you will make all these requests for lists without leaving home, it doesn't matter if you work your own state or one far away!**

## Your Next Step – Go Read the Manual

We have a written guide for you that explains the entire business from beginning to end – it is called the “Overages Finder Business Twelve Step Business Manual”

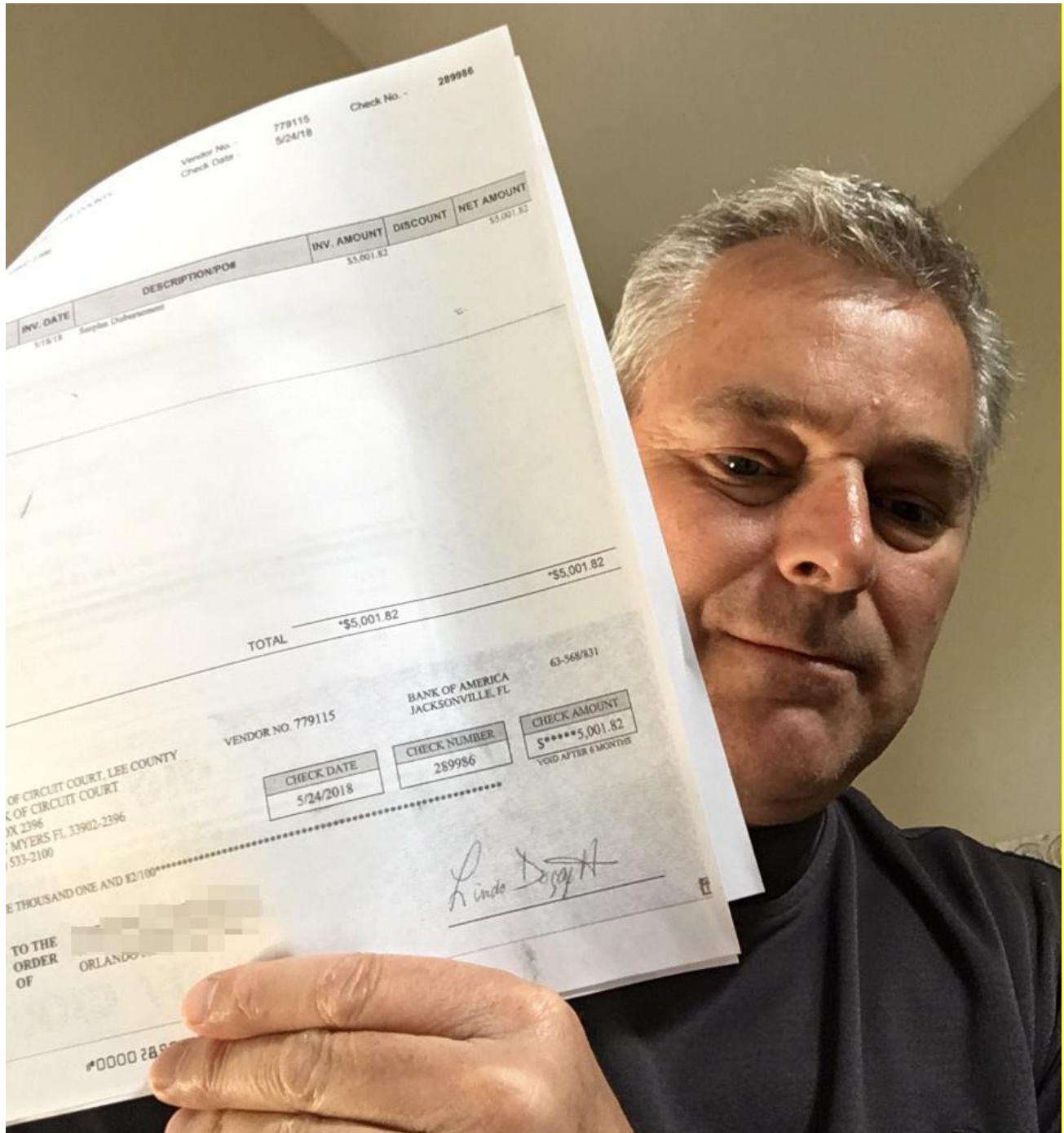
It breaks down the business into its steps and explains the entire business. It is around 94 pages.

The next step is to read that manual!

**To get your copy go to the Overages Blueprint member site and go into the “Resources” tab - then select “12 Step Overages Manual” to download.**

The weblink (log in to the site first) is: Available to members only join us here <http://RehabValuator.com/bob>

Here are just a few checks for you that show what is possible with focused effort! We cannot guarantee that you will be successful and we do not know what “average” success rates are. It is best to assume that these are exceptional people who actually work at the business like a business and thus are successful.



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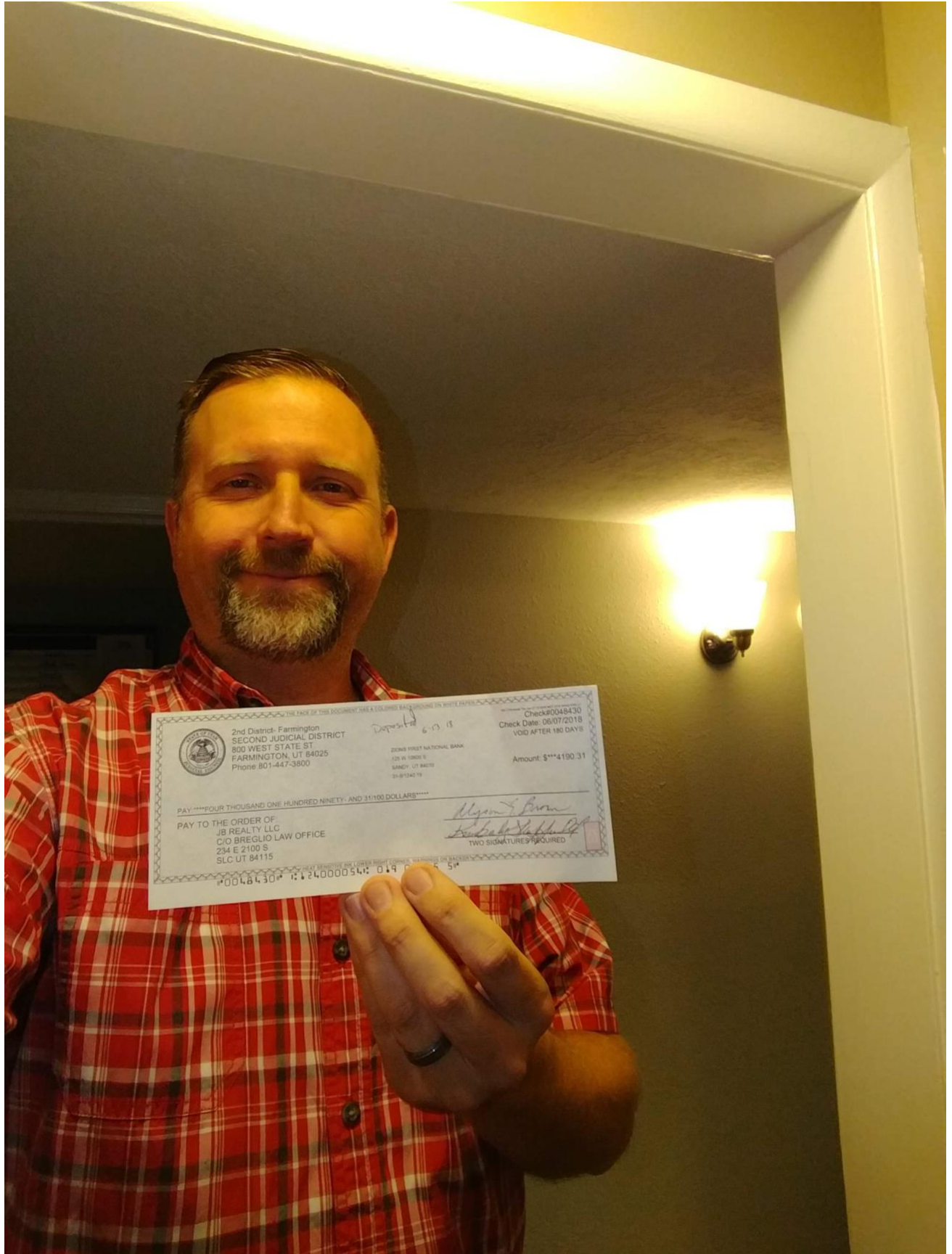
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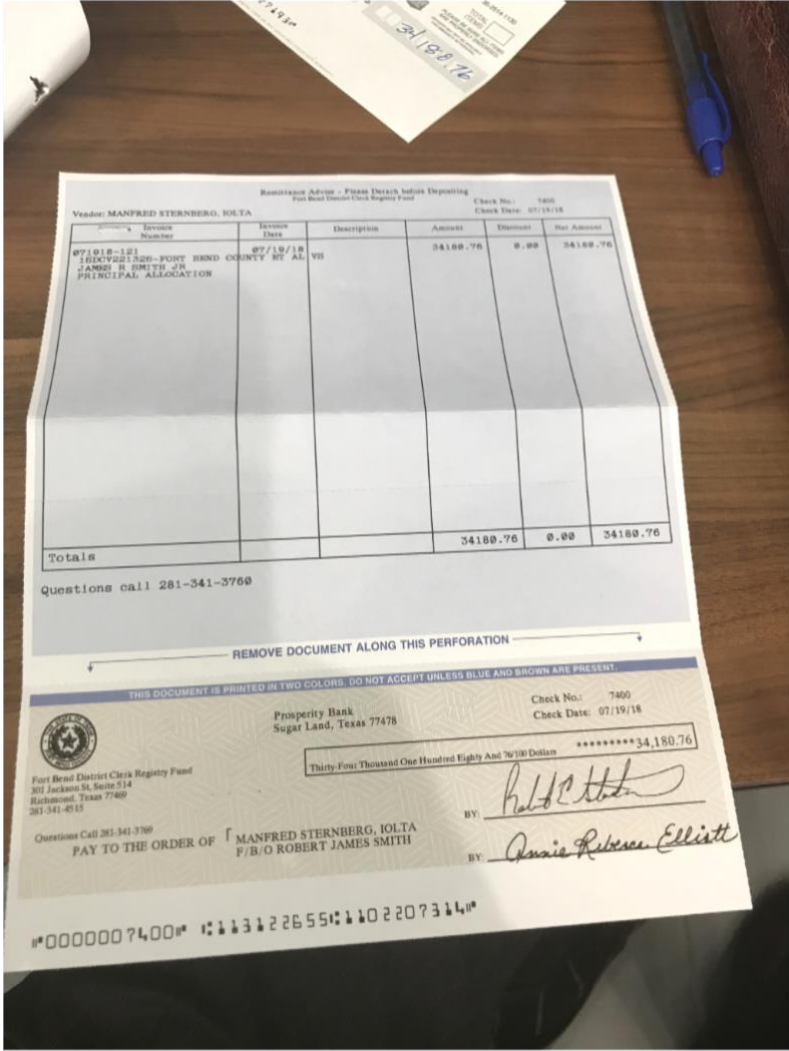
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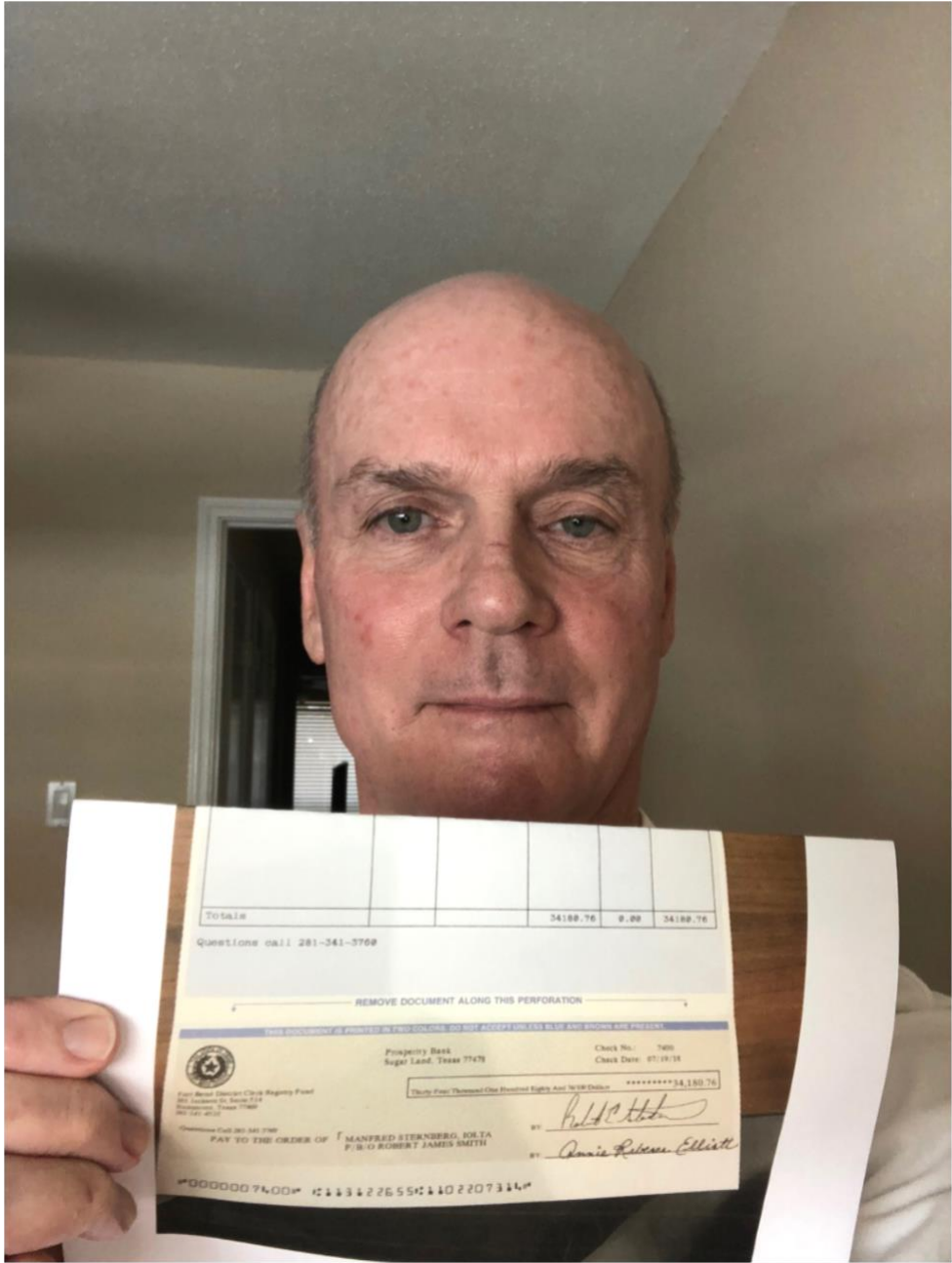
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ATTORNEY AT LAW  
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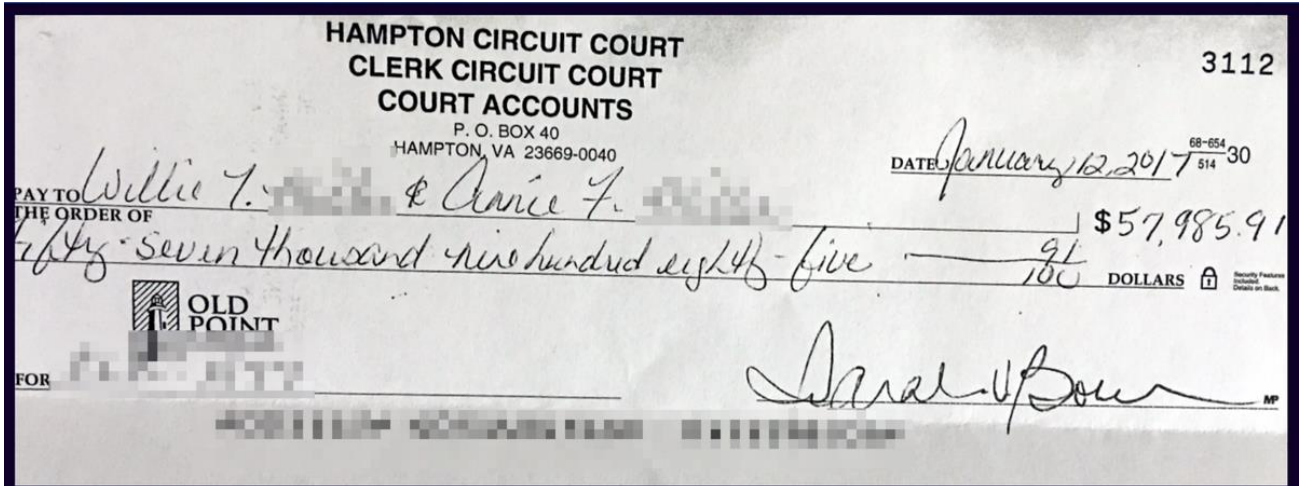
Exactly ONE THOUS. DOLLARS AND NO CENTS \*\*\*\*\* DOLLARS

DISTRICT CLERK GENERAL ACCOUNT VOID AFTER 90 DAYS

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This check was maybe the easiest claim ever. The check was cut approximately 60 days after the case was filed and arrived even before we could be notified that the funds were released!

This course has really helped me elevate my real estate investing business and allows me to invest more vigorously. I'm now hiring a team to compile lists and vet potential claimants.

My goal is to sign 5 claimants a month!

- Cassandra M.

CLAYTON COUNTY TAX COMMISSIONER

ESCROW ACCOUNT  
ADMIN ANNEX 3, 2ND FLOOR  
121 S. MCDONOUGH ST.  
JONESBORO, GA 30236-3651

178

Date 11/14/17

64 106

To  
order

\$21,824.10

\$21,824.10

Durbin's



ACH RT 061000104

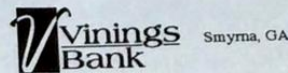
*Handwritten signature: J. H. Jersey*

"This client had some credit issues but we helped him get some personal liens paid off. Then we where able to get the check and the client used the money to purchase a much needed new car. It truly was a blessing."

- Christopher H.

ORIGINAL DOCUMENT HAS A MICROPRINTED BORDER - SEE REVERSE SIDE FOR COMPLETE SECURITY FEATURES

CARLA JACKSON  
COBB COUNTY TAX COMMISSIONER  
PROPERTY TAX DIVISION - EXCESS FUNDS  
P.O. BOX 649  
MARIETTA, GA 30061-0649



01  
64  
DATE 5/15/2017

\*\* The Estate of [REDACTED]

\$ 29,467.75

\* Twenty-nine thousand four hundred sixty-seven dollars and 75/100\*\*

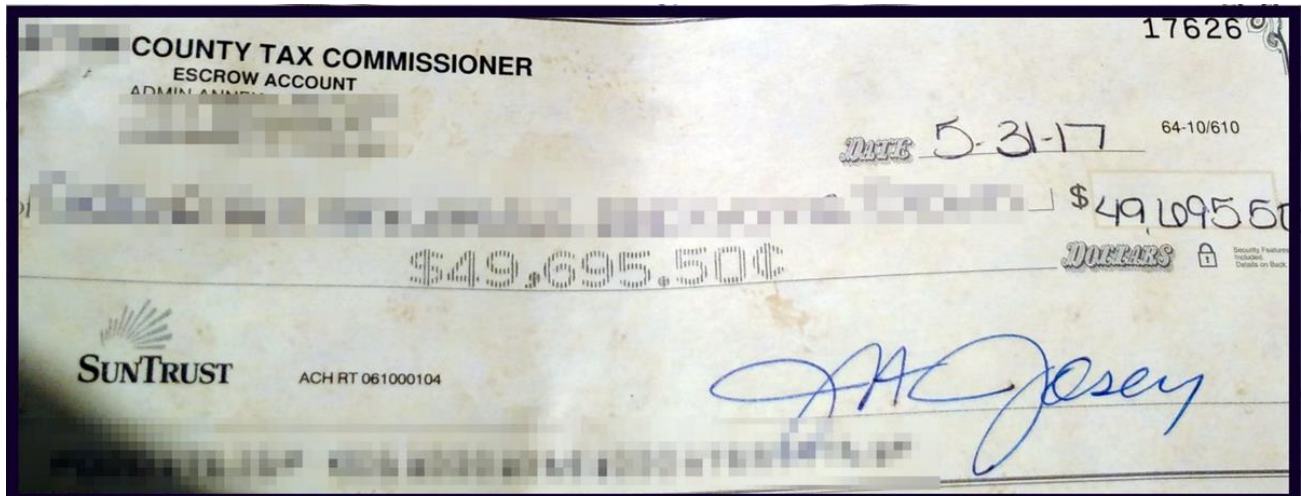
CARLA JACKSON, TAX COMMISSIONER  
TWO SIGNATURES REQUIRED



*[Handwritten signature]*  
*[Handwritten signature]*

This client responded to one of our post cards. The property was his deceased mother's home, so we had to do the probate and then we got the deal done. The client really just wanted to purchase a head stone for his mother's grave. I understand that he got her a nice one, may she rest in peace.

- Christopher H.



This one was our biggest check yet. The client's son was living in the property but did not pay the taxes. We also just closed a flip deal on this property for \$2,500.00, so we made about \$23,000.00 off this deal.

Amazing!!!!

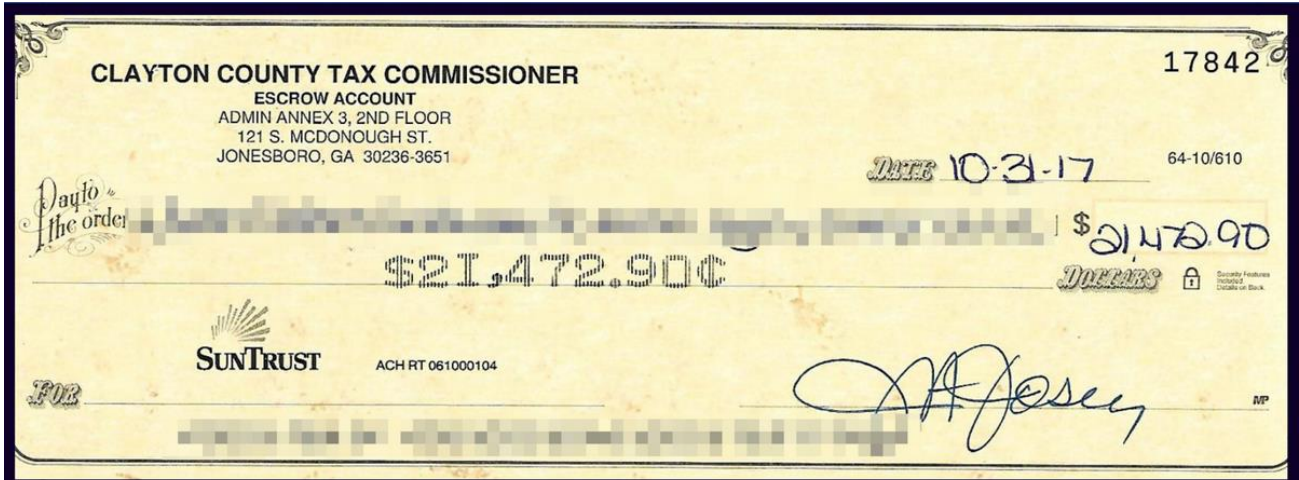
- Christopher H.



"The overages business that we are learning from Bob Diamond is giving us the freedom to not worry about how our rental properties are cash-flowing. We can plan for an exit strategy for the rentals, and focus on flipping houses and continue full steam ahead on this wonderful and exciting business. This business gives us great joy to help others reclaim the money that rightfully belongs to them. Our clients thank us over and over and we are heroes to them. I can't imagine a better feeling for the results of a business. This is helping our dreams come true. Thank you!"

- David D.





I am so grateful for the guidance that you and the firm have provided during the process of this claim. It has taught me a lot about the real “business” of processing overage claims and presented challenges that will help me to communicate effectively to the counties I deal with.

- Kim H.



**LINDA L. FRALEY**  
CLERMONT COUNTY AUDITOR  
101 EAST MAIN STREET  
BATAVIA, OH 45103  
513.732.7150  
www.clermontauditor.org

Controlled Disbursement  
Account  
Milford, Ohio

Vendor  
Number  
4974

Check  
Date  
02/22/2017

Check  
Number  
01159703

56-1  
42

VOID 90 DAYS FROM DATE OF ISSUE

**\$5,607.94**

ay \*\*\*\* Five Thousand Six Hundred Seven Dollars and 94 cents \*\*\*\*

To The  
Order Of

To the Treasurer of Clermont County payable warrant



*Linda L. Fraley*  
Clermont County Auditor

Wow, what an easy transaction! This lady had heard from other asset locators but she decided to work with me because of the professional manner with which I approached her. Thanks Bob, for stressing how important credibility is; the business cards, the letterhead, and toll free numbers just to name a few.

- Susan Z.

WARNING - THIS CHECK IS PROTECTED BY SPECIAL SECURITY FEATURES



ANITA LOPEZ  
Lucas County Auditor  
One Government Center, Suite 600  
Toledo, Ohio 43604-2255

WARRANT  
NUMBER [REDACTED]

DATE 01/09/2018

$\frac{73 - 27}{421}$

WARRANT VOID 60  
DAYS FROM DATE

To: The Treasurer of Lucas County

Payable Through  
FIFTH THIRD BANK

Pay

NINE THOUSAND TWO HUNDRED FORTY-EIGHT AND 80 / 100 DOLLAR

WARRANT AMOUNT

9,248.80

To The  
Order Of

[REDACTED]

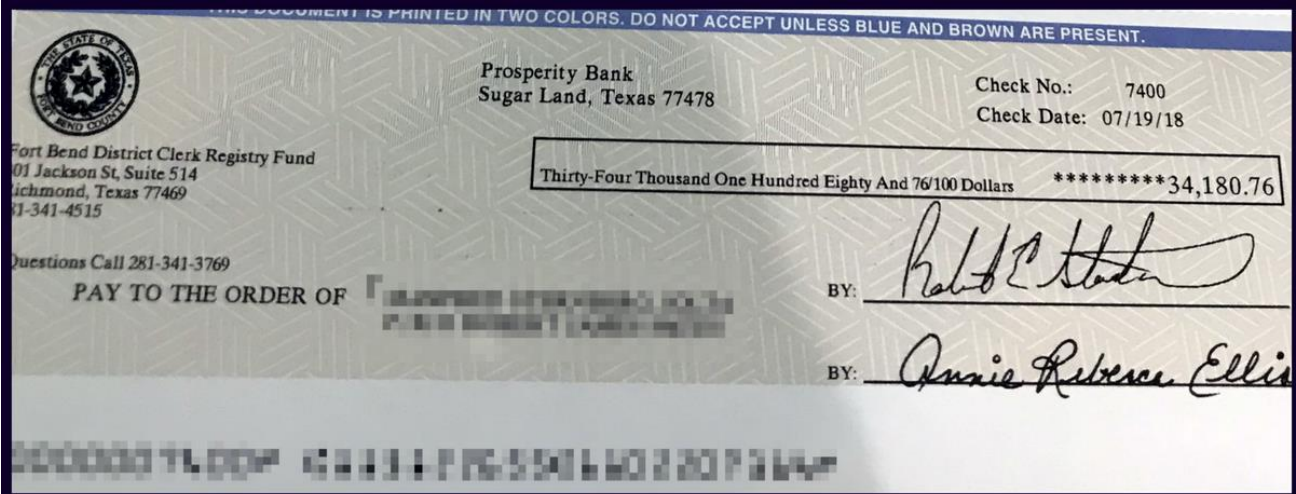
*Anita Lopez*  
Lucas County Auditor

DM

SECURE FEATURES INCLUDE INVISIBLE FIBERS · MICROPRINTING · VOID FEATURE PANTOGRAPH · ENDORSEMENT BACKER · BROWNSTAIN CHEMICAL REACTANT.

[REDACTED]

This was my first check from the Overages Blueprint Business. I have received two checks since I started. I enjoy helping people and being able to get them their money back, and I still have another payment on the way. I have made close to \$6,000 in 3 months since I joined the program. Thank you for this business opportunity. It was well worth it.  
- Charmaine B.



“This overage was especially challenging with the claimant's name being "Smith."

However, with your training, I was able to locate the correct "Smith," making it a "win-win" for all parties.

I love doing overages!

”  
- Patrick Q.

THE ORIGINAL DOCUMENT HAS A WATERMARK IN THE PAPER, HOLD TO LIGHT TO SEE THE CHAIN LINK PATTERN WHEN CHECKING THE ENDORSEMENTS

County Auditor's Form #7001  
Harris County, Texas (4/17)

**ORLANDO SANCHEZ**  
**TREASURER OF HARRIS COUNTY, TEXAS**  
FEE OFFICER  
1001 Preston Avenue  
Houston, Texas 77002

CADENCE BANK  
01-829822

No. [REDACTED]

Date: 05/01/2018

DIST. CLERK

**PAY: FORTY EIGHT Thousand TWO Hundred TWELVE Dollars  
and SEVENTY SEVEN Cents**

\$48,212.77

[REDACTED]

VOID ONLY  
WHEN  
COUNTERSIGNED

*[Signature]*  
HARRIS COUNTY TREASURER Sign

*[Signature]*  
HARRIS COUNTY AUDITOR Sign

HOUSTON TX 77056

When I contacted the Church's President, he was a bit skeptical at first, but when he understood that I was not asking for any upfront fees and would advance any upfront expenses, he agreed to sign up - which as you can see, was successful!

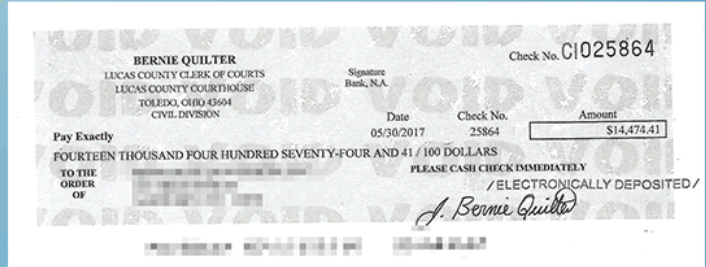
Thank you again for your Excess Overage program, it is definitely a "win-win" for all parties involved.

- Patrick Q.

The overages business that we are learning from Bob Diamondis giving us the freedom to not worry about how our 10 rental properties are cash-flowing. We can plan for an exit strategy for the rentals, and focus on flipping houses in Chicago and continue full steam ahead on this wonderful and exciting business. The overages business gives us great joy to help others claim the money that rightfully belongs to them. Our clients thank us over and over and we are heroes to them. I can't imagine a better feeling for the results of a business. This is helping our dreams come true.

# \$14,474.41

DAVID D.



This was another husband and wife deal. I never got a chance to speak with the wife but the husband got any paper work we needed from her. This deal took 2 years to close but endurance is the key and the checks were delivered.

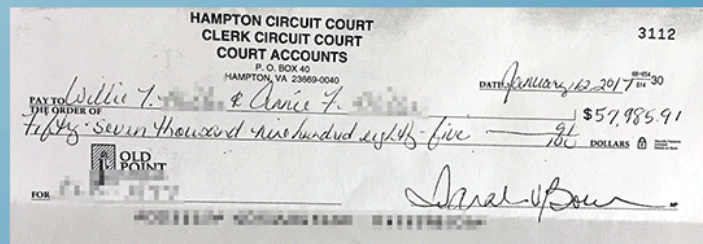
**\$6,384.62**



**CHRISTOPHER H.**

This check was maybe the easiest claim ever. The check was cut approximately 60 days after the case was filed and arrived even before we could be notified that the funds were released! This course really helped me elevate my real estate investing business and allows me to invest more vigorously. I'm now hiring a team to compile lists and vet potential claimants. My goal is to sign 5 claimants a month!

**\$57,985.91**



**CASSANDRA M.**