



Boots in Business: Military Transition Guide



**For all Military Personnel that will ETS, EAS, EAOS
or Retire from the Military**

“This is a Must-Have, Start planning now, Don’t Wait, Planning Guide”

Ray Ferguson, LTC (Ret), Boots in Business Founder





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Additionally, the resources listed in our documents are for informational purposes only.

We do not endorse any specific service or provider. It is important to conduct your own research before making any decisions.

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Military Transition Guide Summary:

This summary provides an overview of documents from Boots in Business that address the challenges and opportunities faced by veterans transitioning from military service to civilian life.

Overall, Boots in Business offers a comprehensive set of resources to empower veterans as they transition from military service to civilian life. By addressing the psychological, emotional, educational, financial, and healthcare challenges veterans face, Boots in Business equips them with the tools and knowledge they need to build a successful and fulfilling future.

Our Boots in Business Military Transition Guide was created to help our Military transition well. We will constantly update this guide. If you have input or subjects that we should add, please email us at bootsinbusiness1@gmail.com.


What is Boots in Business: It is a resource for those transitioning out of the military and for those Military Entrepreneurs.



BOOTSINBUSINESS

**WHAT IS BOOTS
IN BUSINESS**

A resource for our
Military Entrepreneurs



www.bootsinbusiness.com



1. Transition well

Transitioning out of the military can be very challenging. Learn from our podcast guest how to make your entrance back into the civilian life, a little easier.

2. Start your own Business

Building your own business has its own unique set of challenges. Learn the pros and cons of entrepreneurship and host your own ribbon cutting.

3. Real Estate Investing 101

Learn how to invest responsibly in real estate while building your real estate knowledge to help you when you transition out of the military.

Boots in Business Podcast





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Let's get started.....

1. Psychological and Emotional Challenges of Leaving the Military



Military service is a defining experience, fostering a strong sense of purpose, belonging, pride, and identity. However, transitioning back to civilian life can be a psychological and emotional minefield for veterans. This document explores some of the most common challenges veterans face during reintegration and offers resources for support.

Military service is a defining experience. It fosters camaraderie, instills discipline, and demands sacrifice. However, transitioning back to civilian life can be a psychological and emotional minefield. This report explores the most common challenges veterans face as they shed their uniform and reintegrate into society.

Loss of Identity and Purpose

The military cultivates a strong sense of belonging and purpose. Veterans wear their identity on their sleeve, both literally and figuratively. Leaving the service can lead to a feeling of emptiness and a struggle to answer the question, "Who am I now?" This identity crisis can manifest as:

- **Loss of Direction:** Veterans accustomed to clear orders and objectives may struggle to navigate the ambiguity of civilian life. Setting short-term goals and exploring new interests can help establish a new sense of purpose.
- **Disconnection from Camaraderie:** The tight bonds forged in the military are difficult to replicate outside. Seeking out veteran social groups or mentorship programs can provide a sense of belonging in the civilian world.
- **Difficulty Adjusting to Civilian Hierarchy:** The rigid structure of the military can make adapting to a more flexible work environment challenging. Veterans may struggle with authority figures who lack the military's clear chain of command.

Mental Health Struggles

Exposure to combat, trauma, and prolonged stress can have a lasting psychological impact. Some common mental health challenges faced by veterans include:

- **Post-Traumatic Stress Disorder (PTSD):** Symptoms like flashbacks, nightmares, hypervigilance, and emotional numbness can significantly impact daily life. Seeking professional help from therapists specializing in PTSD is crucial.
- **Depression:** Feelings of hopelessness, isolation, and low self-esteem are common. Therapy, exercise, and connecting with loved ones can help manage depression.
- **Anxiety:** Combat veterans often experience heightened anxiety, making it difficult to relax and function in social situations. Techniques like mindfulness meditation and breathing exercises can be helpful.
- **Substance Abuse:** Some veterans find solace in self-medication with alcohol or drugs to cope with trauma and emotional pain. Treatment programs and support groups can help overcome addiction.

Understanding Military PTSD

Post-Traumatic Stress Disorder (PTSD) is a mental health condition triggered by a terrifying event – either experiencing it or witnessing it. Military personnel are at an increased risk of developing PTSD due to the nature of their service, which may involve exposure to combat, violence, and other traumatic situations. Symptoms of PTSD can significantly impact a veteran's daily life, causing emotional distress, relationship strain, and difficulty functioning at work or school.

Common Symptoms of Military PTSD:

- **Re-experiencing the trauma:** Flashbacks, nightmares, and intrusive thoughts can transport veterans back to the traumatic event.
- **Avoidance:** Veterans may avoid people, places, or situations that trigger memories of the trauma.
- **Hyperarousal:** Increased alertness, difficulty sleeping, and irritability are common signs of hyperarousal.
- **Negative thoughts and feelings:** Guilt, shame, depression, and difficulty concentrating are often associated with PTSD.

Strategies for Coping with Military PTSD

While there is no cure for PTSD, several effective treatments and coping mechanisms can help veterans manage their symptoms and improve their quality of life. Here are some key strategies:

- **Seek Professional Help:** A mental health professional specializing in PTSD treatment can develop a personalized treatment plan. This may include therapy techniques like Cognitive Processing Therapy (CPT) or Prolonged Exposure (PE), as well as medication to manage symptoms like anxiety and depression.
- **Join a Support Group:** Talking to other veterans who understand the challenges of PTSD can be incredibly validating and supportive. Support groups provide a safe space to share experiences and learn coping strategies from others who have been through similar situations.

- **Practice Self-Care:** Taking care of physical and mental health is crucial for managing PTSD symptoms. Regular exercise, healthy eating habits, and relaxation techniques like yoga or meditation can significantly improve well-being.
- **Connect with Loved Ones:** Strong social support networks are essential for healing. Talking openly with family and friends can help them understand your experience and provide emotional support.
- **Build a Routine:** Structure can provide stability and a sense of control. Creating a daily routine with work, hobbies, and social activities can fill the void left by the military's rigid schedule.
- **Develop Healthy Coping Mechanisms:** Avoid using alcohol or drugs to self-medicate. Focus on healthy coping mechanisms like exercise, spending time in nature, or pursuing creative hobbies.

Additional Resources for Veterans with PTSD

- **The VA National Center for PTSD:** This website offers a wealth of information on PTSD, including treatment options, a PTSD treatment finder, and resources specifically for veterans. Visit <https://www.ptsd.va.gov/>
- **The Veterans Crisis Line:** Call 988, then press 1. This line is available 24/7 and can connect veterans with trained responders who can provide confidential support and crisis intervention. You can also text 838255 or chat online at <https://www.veteranscrisisline.net/get-help-now/call/>
- **Military OneSource:** This confidential service provides resources and support for military service members and their families on various issues, including mental health. Call 800-342-9647 or visit <https://www.militaryonesource.mil/>.

Remember: Healing from PTSD takes time and effort. Be patient with yourself, celebrate your progress, and don't hesitate to seek help when needed. There is no shame in asking for support. Many resources are available to help veterans with PTSD live fulfilling and meaningful lives.

Family and Social Reintegration

Returning veterans may find it difficult to reconnect with family and friends who have not shared their experiences.

- **Communication Challenges:** Veterans may struggle to express the emotional toll of their service. Patience, open communication, and seeking support from organizations like the National Military Family Association can help bridge the gap.
- **Relationship Strain:** Deployment can put a significant strain on marriages and partnerships. Relationship counseling and support groups can help couples navigate these challenges.
- **Social Isolation:** Veterans may feel isolated from friends who haven't served. Joining local veteran organizations or participating in community activities can help build a new social network.

Coping Mechanisms and Resources

Successfully transitioning out of the military requires proactive strategies. Some helpful approaches include:

- **Seeking Professional Help:** Mental health professionals specializing in military service can provide invaluable support. The VA offers comprehensive mental health services, and many non-profit organizations cater to veterans' needs.
- **Building a Support Network:** Connecting with other veterans who understand the challenges of reintegration can be incredibly helpful. Veteran support groups, mentorship programs, and online communities can provide a safe space to share experiences and find encouragement.
- **Practicing Self-Care:** Taking care of physical and mental health is crucial. Regular exercise, healthy eating habits, and relaxation techniques like yoga or meditation can significantly improve well-being.
- **Building a New Routine:** Structure can provide stability. Creating a daily routine with work, hobbies, and social activities can fill the void left by the military's rigid schedule.

Finding Help

Transitioning out of the military can be a challenging time, but veterans don't have to go through it alone. Here are some resources that can help:

- **The Department of Veterans Affairs (VA):** The VA offers a wide range of mental health services including therapy, counseling, and medication management. Call the VA Crisis Line at 1-800-273-8255 (press 1) or visit <https://www.veteranscrisisline.net/get-help-now/call/> for immediate support.
- **National Center for PTSD:** This website offers information about PTSD and other mental health conditions related to military service, as well as resources for finding treatment: <https://www.ptsd.va.gov/>
- **Veteran Service Organizations:** Organizations like the American Legion (<https://www.legion.org/>) and the Veterans of Foreign Wars (<https://www.vfw.org/>) provide support groups, advocacy, and resources for veterans.

Here are the key phone numbers and websites for a military person experiencing psychological or emotional issues:

Immediate Crisis:

- **Veterans Crisis Line:** Call 988, then press 1. This line is available 24/7 and connects veterans with trained responders who can provide confidential support and crisis intervention. You can also text 838255 or chat online at <https://www.veteranscrisisline.net/get-help-now/call/>.
- **National Suicide Prevention Lifeline:** Call 988. This line is available 24/7 and can connect anyone in distress with a trained counselor.

General Support:

- **Military OneSource:** Call 800-342-9647 (confidential) or visit <https://www.militaryonesource.mil/>. Military OneSource offers a variety of resources and confidential support for military service members and their families on a wide range of issues, including mental health.
- **The VA National Center for PTSD:** Visit <https://www.ptsd.va.gov/> for information and resources on PTSD, including a PTSD treatment finder.
- **The National Alliance on Mental Illness (NAMI):** Visit <https://www.nami.org/> or call 1-800-950-NAMI (6264) for information and support on mental health conditions.

Additional Resources:

- **The DoD Warrior Care Program:** <https://warriorcare.dodlive.mil/> This program provides comprehensive care coordination for service members, veterans, and their families wounded in the line of duty.
- **The VA MentalHealth.gov website:** <https://www.samhsa.gov/mental-health> This website provides information and resources on a variety of mental health conditions, including treatment options and support groups.

2. From Battlefield to Boardroom: A Guide to Landing Your Civilian Dream Job After Military Service



Introduction

Transitioning from the structured world of the military to the civilian workforce can be daunting. Veterans possess a unique skillset, honed through rigorous training and real-world experience. However, translating those skills into civilian terms and navigating the job market requires additional guidance. This comprehensive guide empowers veterans to leverage their strengths and secure fulfilling civilian careers.

Understanding Your Value Proposition

Military service equips individuals with invaluable skills highly sought after by civilian employers. Here's how to identify and translate your military experience:

- **Technical Skills:** Identify specific technical skills like IT proficiency, vehicle maintenance, or engineering expertise. Research civilian job descriptions in similar fields to understand the required skillset and tailor your resume accordingly.
- **Leadership and Management:** Military experience fosters exceptional leadership, decision-making, and problem-solving skills. Highlight instances where you led teams, delegated tasks, and devised strategies to overcome challenges.
- **Communication and Teamwork:** The military emphasizes clear communication and teamwork. Showcase your ability to collaborate effectively in diverse environments. Quantify your achievements by outlining successful team projects or communication initiatives.
- **Adaptability and Resilience:** The military demands adaptability and resilience. Demonstrate your ability to learn new skills quickly, troubleshoot problems, and thrive under pressure in your resume and job interviews.
- **Discipline and Work Ethic:** The military instills unwavering discipline and a strong work ethic. Emphasize your commitment to deadlines, attention to detail, and ability to work independently or within a team structure.

Resume & Cover Letter Strategies

- **Military Skills Translation Tool:** Utilize the Department of Labor's online tool (<https://www.dol.gov/agencies/eta/research/publications/pilot-study-translating-military-skills-civilian-employment>) to translate military skills and experience into civilian terminology for resumes and job applications.
- **Action Verbs:** Use strong action verbs to highlight your accomplishments. Instead of "responsible for," use verbs like "managed," "spearheaded," or "implemented."
- **Quantify Your Achievements:** Quantify your accomplishments whenever possible. Did you manage a team responsible for a \$1 million project? Reduced training time by 20%? Measurable achievements add credibility to your resume.
- **Tailor Your Resume:** Avoid a one-size-fits-all approach. Tailor your resume and cover letter for each specific job application. Highlight the skills and experiences most relevant to the position.
- **Focus on Achievements:** While your military rank is significant, focus on outlining your achievements within the role instead of solely relying on your rank to demonstrate your capabilities.

Job Search Resources for Veterans

- **VA's Employment Resources:** The Department of Veterans Affairs (VA) offers a plethora of resources to help veterans find jobs. Visit <https://www.va.gov/jobs/> for career counseling, resume writing assistance, and job search workshops.
- **VA GI Bill Support:** Veterans can utilize their GI Bill benefits for education and training programs that lead to civilian certifications or degrees, enhancing their job prospects. Explore options at <https://www.benefits.va.gov/gibill/>.
- **DoD SkillBridge Program:** Active-duty service members within 180 days of separation can participate in SkillBridge programs offered by the Department of Defense (DoD). These programs allow for apprenticeships and training opportunities with civilian

companies, providing a smooth transition into the workforce. Learn more at <https://skillbridge.osd.mil/>.

- **Veteran Service Organizations (VSOs):** Numerous Veteran Service Organizations (VSOs) provide job search assistance, career fairs, and networking opportunities specifically for veterans. Explore organizations like the American Legion (<https://www.legion.org/>), Veterans of Foreign Wars (<https://www.vfw.org/>), or Iraq and Afghanistan Veterans of America (<https://iava.org/>).
- **Military OneSource:** This confidential service provides resources and support for transitioning military members and their families on various issues, including employment. Call 800-342-9647 or visit <https://www.militaryonesource.mil/>.

Building Your Network

- **LinkedIn Profile:** Create a strong LinkedIn profile highlighting your military experience and translating your skills into civilian terms. Utilize keywords relevant to your target job titles.
- **Veteran Job Boards:** Several online job boards cater specifically to veterans. Utilize platforms like Indeed (<https://www.indeed.jobs/>), Glassdoor (<https://www.glassdoor.com/index.htm>), or VeteranJobs.com to find job postings seeking veterans' unique skillsets

Understanding the DoD SkillBridge Program: [DOD SkillBridge Program \(osd.mil\)](https://www.skillbridge.osd.mil/)

The SkillBridge program is designed to provide transitioning service members with real-world job experiences and training, easing the shift from military to civilian employment. The program partners with various industries and employers to offer training opportunities that align with the skills and experiences of service members.

Benefits of the SkillBridge Program

Participating in the SkillBridge program offers numerous benefits for transitioning service members:

- **Real-World Experience:** Gain practical, hands-on experience in a civilian work environment.
- **Career Exploration:** Explore different career paths and industries to find the best fit.
- **Skill Development:** Enhance and develop new skills relevant to civilian careers.
- **Networking Opportunities:** Build professional networks with potential employers and industry professionals.
- **Smooth Transition:** Eases the transition from military to civilian life by providing a structured environment for skill development.

Eligibility and Participation

To participate in the SkillBridge program, service members must meet certain eligibility criteria and follow a specific application process.

Eligibility Criteria

- **Service Status:** Must be an active-duty service member.
- **Timeframe:** Within 180 days of separating from service.
- **Command Approval:** Must receive approval from the chain of command.
- **Good Standing:** Must be in good standing with the military.

Application Process

- **Research Opportunities:** Explore available SkillBridge opportunities on the SkillBridge website.
- **Command Approval:** Discuss your interest in the program with your command and obtain approval.
- **Apply to Programs:** Submit applications to the SkillBridge opportunities that interest you.
- **Coordinate Logistics:** Work with your command and the SkillBridge provider to coordinate the details of your participation.

3. Navigating Your Education Journey: A Guide to Using Military Educational Benefits



Leaving the military marks a significant life transition. Fortunately, veterans have access to a robust set of educational benefits that can empower them to pursue academic goals and enhance their civilian career prospects. This comprehensive guide explores the major educational benefits offered by the Department of Veterans Affairs (VA) and provides resources to navigate the application and utilization process.

Understanding Your Options:

Veterans have several educational benefit options depending on their service history and discharge status. Here's a breakdown of the most prominent programs:

- **The Post-9/11 GI Bill (Chapter 33):** This is the most widely used education benefit, providing financial assistance for undergraduate and graduate degrees, on-the-job training, flight training, and apprenticeships. Eligibility is based on service length after September 10th, 2001. You can find detailed information and eligibility requirements at <https://www.va.gov/education/about-gi-bill-benefits/post-9-11/>.
- **Montgomery GI Bill – Active Duty (MGIB-AD) (Chapter 30):** This program offers financial aid for college, vocational/technical training, or flight training. Eligibility requires a minimum of two years of active duty service and a high school diploma or equivalent. Learn more about MGIB-AD at <https://www.va.gov/education/about-gi-bill-benefits/montgomery-active-duty/>.
- **Montgomery GI Bill – Selected Reserve (MGIB-SR) (Chapter 1606):** This benefit offers education assistance to qualified members of the National Guard and Reserves who serve at least six years. Explore eligibility details at <https://www.va.gov/education/about-gi-bill-benefits/montgomery-selected-reserve/>

Maximizing Your Benefits:

- **Transferring Benefits:** Eligible veterans can transfer unused portions of their Post-9/11 GI Bill benefits to a dependent spouse or child. Explore the transfer process at <https://www.va.gov/education/transfer-post-9-11-gi-bill-benefits/>.
- **Yellow Ribbon Program:** This program helps veterans with Post-9/11 GI Bill benefits pay for out-of-state or private school tuition exceeding the established in-state rate. Learn more at <https://www.va.gov/education/about-gi-bill-benefits/post-9-11/yellow-ribbon-program/>.
- **VA Vocational Rehabilitation and Employment (VR&E):** This program assists veterans with service-connected disabilities in pursuing vocational or educational training to re-enter the workforce. Explore VR&E details at <https://www.benefits.va.gov/vocrehab/>.

The Application Process:

- **eBenefits Website:** The VA eBenefits website (<https://www.ebenefits.va.gov/>) serves as a central hub for managing your education benefits. Here, you can apply for benefits, track your eligibility and usage, and access educational resources.
- **VA Regional Processing Offices:** Each region has a VA processing office that handles applications and inquiries. Locate your regional office through the VA website at <https://www.va.gov/find-locations/>.
- **VA Contact Center:** The VA Contact Center can answer questions and provide guidance on the application process. Call 1-888-GI-Bill-1 (1-888-442-4621) or visit https://www.benefits.va.gov/gibill/contact_us.asp.

Additional Resources and Support:

- **Military OneSource:** This confidential service provides resources and support for transitioning military members and their families, including education benefits counseling. Contact them at 800-342-9647 or visit <https://www.militaryonesource.mil/>.
- **VA GI Bill Hotline:** Call 1-888-GI-Bill-1 (1-888-442-4621) for inquiries related to the Post-9/11 GI Bill.
- **Veteran Service Organizations (VSOs):** Several organizations like the American Legion (<https://www.legion.org/divisions>), Veterans of Foreign Wars (<https://www.vfw.org/>), and Iraq and Afghanistan Veterans of America (<https://iava.org/>) offer educational guidance and scholarship opportunities for veterans.

Considerations for Choosing a Program

- **Identify Your Goals:** Determine your desired career path and choose an educational program that aligns with your long-term aspirations.
- **Research Schools and Programs:** Research accredited schools and programs that accept VA educational benefits. Consider factors like program cost, location, and online learning options if applicable.

4. Building a Secure Future: Financial Preparedness for Transitioning Military Personnel



Leaving the military marks a significant life change with financial implications. While military service offers stability and benefits, transitioning veterans face new financial realities. This comprehensive guide explores key strategies for achieving financial preparedness before and after leaving the military.

Planning for Transition:

- **Develop a Budget:** Start by creating a detailed budget that outlines your current income and expenses. Factor in housing costs, utilities, groceries, transportation, and potential childcare expenses, which may not have been significant during your service. Utilize budgeting tools offered by Military OneSource [Support for Military Personnel & Families | Military OneSource](#) or the National Endowment for Financial Education.

- **Estimate Civilian Salary:** Research average salaries in your target civilian career field to understand your potential income post-service. Utilize resources like the Bureau of Labor Statistics (<https://www.bls.gov/ooh/>) or salary comparison tools offered by Indeed (<https://www.indeed.com/career>) or Glassdoor (<https://www.glassdoor.com/index.htm>). This will help determine if adjustments need to be made to your spending habits.
- **Pay Down Debt:** Focus on paying down high-interest debt like credit cards before leaving the service. Explore debt consolidation options or repayment plans offered by military lenders if needed. You can find resources through Military OneSource.
- **Build an Emergency Fund:** Aim to save at least 3-6 months' worth of living expenses in an emergency fund to cover unexpected costs. This will provide a financial safety net while transitioning to civilian life and finding employment.

Maximizing Military Benefits:

- **Understand Your Benefits:** Educate yourself on the financial benefits available to veterans, such as VA disability compensation, housing assistance, and educational benefits. You can find a comprehensive list of benefits at the VA website [VA.gov Home | Veterans Affairs](#)
- **Transition Assistance Program (TAP):** Participate in the mandatory Transition Assistance Program (TAP) offered by the Department of Defense (DoD). TAP workshops equip service members with essential skills for financial planning, resume writing, and job searching.
- **Military Saves:** Military Saves (<https://militarysaves.org/>) is a Department of Defense program offering financial education resources and tools specifically tailored to military families. Utilize their resources for personalized financial planning guidance.

Building Financial Literacy:

- **Financial Counseling:** Military OneSource offers free and confidential financial counseling services to active duty service members, veterans, and their families.
- **Financial Education Resources:** The National Endowment for Financial Education (<https://www.mymoney.gov/>) provides a wealth of resources on various financial topics like budgeting, saving, and investing.

Investing for the Future:

- **Thrift Savings Plan (TSP):** The Thrift Savings Plan (TSP) is a tax-advantaged retirement savings plan similar to a civilian 401(k) offered to service members. Consider contributing the maximum allowed amount per paycheck and exploring investment options within the TSP.
- **Learn About Investing:** Educate yourself on investment options like IRAs and mutual funds. Consider seeking professional financial advice to develop a long-term investment strategy aligned with your financial goals.

10 Reasons Why Military Personnel Should Use the Thrift Savings Plan (TSP)

The Thrift Savings Plan (TSP) is a powerful retirement savings tool specifically designed for military service members. It offers numerous advantages that make it an excellent choice for building a secure financial future. Here are ten compelling reasons why military personnel should strongly consider utilizing the TSP:

1. **Employer Matching:** The Department of Defense matches your contributions up to a generous 4% of your basic pay, essentially giving you free money to boost your retirement savings.
2. **Tax Advantages:** Contributions to a Traditional TSP reduce your taxable income for the year, lowering your tax burden. Earnings within the TSP also grow tax-deferred, meaning you don't pay taxes on them until you withdraw the money in retirement.
3. **Low Fees:** The TSP boasts some of the lowest fees in the investment industry. This allows your savings to grow at a faster pace compared to plans with higher fees.
4. **Portability:** Unlike some employer-sponsored retirement plans, your TSP account stays with you throughout your military career, even if you move between branches of service. You can also easily roll your TSP funds into another retirement plan when you leave the military.
5. **Variety of Investment Options:** The TSP offers a range of investment options, allowing you to tailor your portfolio to your risk tolerance and retirement timeline. You can choose from index funds that track the market or bond funds for a more conservative approach.
6. **Automatic Contributions:** Set up automatic contributions to your TSP. This ensures you're saving consistently and taking advantage of the employer match, even if you don't actively monitor your contributions.
7. **Compound Interest:** The power of compound interest allows your money to grow exponentially over time. Starting early with the TSP maximizes the benefit of compound interest and helps you accumulate a significant retirement nest egg.
8. **Catch-up Contributions:** The TSP allows catch-up contributions for those aged 50 or older. This allows you to contribute additional funds each year to accelerate your retirement savings.
9. **Financial Security:** Having a healthy retirement savings plan like the TSP provides peace of mind. You'll have greater financial security in retirement and won't be solely reliant on Social Security.
10. **Long-term Planning:** Military service can be demanding, and planning for retirement might seem distant. However, starting early with the TSP ensures you're on track to achieve your long-term financial goals and enjoy a comfortable retirement.

Additional Tips:

- **Beware of Predatory Lending Practices:** Unfortunately, some lenders target transitioning military personnel with high-interest loans or predatory financial products. Research lenders thoroughly before committing to any financial product.
- **Shop Around for Insurance:** Compare insurance rates before renewing or purchasing new insurance policies like car insurance or renters' insurance after leaving the military.
- **Maintain a Good Credit Score:** A good credit score is crucial for securing favorable interest rates on loans and mortgages. Maintain good credit habits by paying bills on time and keeping credit card balances low.

Remember: Financial preparedness is an ongoing process. By planning ahead, utilizing available resources, and developing sound financial habits, transitioning veterans can build a secure financial future and achieve their long-term goals.

5. Navigating Healthcare with the VA: A Guide for Veterans



Transitioning from military service to civilian life comes with numerous adjustments, including securing healthcare. The Department of Veterans Affairs (VA) offers comprehensive healthcare services to veterans, ensuring their well-being after serving our country. This detailed guide explores how veterans can leverage the VA healthcare system effectively.

Eligibility and Enrollment

Understanding your eligibility and enrollment process is crucial:

- **Eligibility:** Generally, veterans who served at least 24 months of active duty or were discharged for a service-connected disability qualify for VA healthcare. National Guard and Reserve members who served on active duty for a minimum of 12 months or were discharged for a service-connected disability may also be eligible. Explore detailed eligibility requirements at <https://www.va.gov/health-care/>.
- **Enrollment:** Enroll in VA healthcare online at <https://www.va.gov/health-care/how-to-apply/>. You can also call 1-877-222-8387 to speak with a VA representative or visit your nearest VA medical center for assistance.

Benefits and Services Provided

The VA healthcare system offers a wide range of services:

- **Comprehensive Medical Care:** This includes primary care, preventive care, specialty care (cardiology, oncology, etc.), mental health services, and urgent care.
- **Prescriptions:** The VA provides veterans with access to a broad range of medications at affordable costs.
- **Dental Care:** The VA offers routine and urgent dental care for veterans enrolled in the VA healthcare system.
- **Prosthetics and Rehabilitation:** The VA provides prosthetic devices, rehabilitation services, and other support for veterans with service-connected disabilities.

- **Women's Health Services:** The VA offers comprehensive women's health services, including preventative care, pregnancy care, and gynecological services.

Maximizing Your VA Healthcare Experience

- **VA Website:** The VA website (<https://www.va.gov/health/>) serves as a valuable resource for veterans seeking information on healthcare services, eligibility requirements, facility locations, and patient resources.
- **Patient Portal:** Create a secure patient portal account on the VA website. This allows you to manage appointments, access medical records, communicate with healthcare providers, and refill prescriptions online.
- **Choice Program:** The VA Choice Program allows veterans to access healthcare services from authorized community providers if wait times for VA services are excessive or if specific services aren't available at a nearby VA facility. Learn more at <https://news.va.gov/press-room/va-launches-new-health-care-options-under-mission-act/>.
- **VA Community Care:** Veterans with complex medical needs may be eligible for VA Community Care, which allows them to receive care from specialized providers outside the VA system.

Additional Resources and Support

- **VA Help Line:** Call 1-800-MYVA411 (1-800-698-2411) for assistance with accessing VA healthcare services.
- **Veterans Service Organizations (VSOs):** Several VSOs, like the American Legion (<https://www.legion.org/>), Veterans of Foreign Wars (<https://www.vfw.org/>), and Iraq and Afghanistan Veterans of America (<https://iava.org/>), offer support and guidance on navigating the VA healthcare system.
- **Military OneSource:** This confidential service provides resources and support for transitioning military members and their families, including information on VA healthcare. Contact them at 800-342-9647 or visit <https://www.militaryonesource.mil/>.

Important Considerations

- **Wait Times:** Be aware that wait times for appointments at VA facilities can vary depending on location and specialty. Utilize the VA Choice program or community care options if wait times are excessive.
- **Choice of Providers:** You have the right to choose your primary care provider within the VA healthcare system. Explore your options and find a provider who aligns with your needs and preferences.
- **Advocacy:** Don't hesitate to advocate for yourself if you experience challenges accessing VA healthcare. Contact the VA Patient Advocate at 1-800-PATIENT (1-800-728-4368) or visit <https://www.va.gov/health/patientadvocate/> for assistance.

Conclusion

The VA healthcare system is a valuable resource for veterans, offering comprehensive medical care, dental care, mental health services, and more. By understanding your eligibility, enrolling in the system, and utilizing available resources, you can leverage the VA to ensure your well-being.

6. Securing Your Dream Home: A Guide to Using the VA Home Loan for Veterans



Owning a home is a significant life goal for many Americans. Veterans have a distinct advantage with the VA Home Loan program offered by the Department of Veterans Affairs (VA). This comprehensive guide empowers veterans to navigate the VA home loan process effectively and achieve their homeownership aspirations.

Understanding the VA Home Loan Program:

The VA Home Loan program is a government-backed mortgage program with several unique benefits specifically designed to assist veterans in purchasing homes. Here are some key features:

- **No Down Payment Required:** In most cases, veterans can finance 100% of the appraised value of the home with a VA loan, eliminating the need for a down payment. This significantly reduces the upfront financial burden of purchasing a home.
- **Competitive Interest Rates:** VA loans typically offer competitive interest rates compared to conventional mortgages. This translates to lower monthly payments and significant savings over the life of the loan.
- **Flexible Qualifying Requirements:** VA loan eligibility requirements are generally more flexible than conventional mortgages. This can be beneficial for veterans who may have limited credit history or lower credit scores.
- **Funding Fee:** Although there's no down payment requirement, there is a VA funding fee associated with the loan. This fee can be financed into the mortgage or paid upfront. The fee amount varies depending on your down payment, service history, and loan type. Find the VA funding fee calculator at <https://www.veteransunited.com/education/tools/funding-fee-calculator/>.

- **Closing Costs:** While VA loans eliminate the down payment requirement, closing costs are still associated with purchasing a home. These costs typically range from 2-5% of the loan amount and can include origination fees, appraisal fees, and title insurance. Explore VA resources to estimate closing costs at <https://www.va.gov/housing-assistance/home-loans/funding-fee-and-closing-costs/>.

Eligibility Requirements:

- **Military Service:** Generally, veterans who served at least 24 months of active duty or were discharged for a service-connected disability are eligible. National Guard and Reserve members who served on active duty for a minimum of 12 months or were discharged for a service-connected disability may also be eligible. Explore detailed eligibility requirements at <https://www.va.gov/housing-assistance/home-loans/eligibility/>.
- **Minimum Credit Score:** While VA loan requirements are more lenient than conventional loans, a minimum credit score is still necessary. The specific score requirement varies by lender, but generally falls within the 620-640 range.
- **Certificate of Eligibility (COE):** Obtain a Certificate of Eligibility (COE) from the VA to verify your eligibility for a VA loan. You can apply online at <https://www.ebenefits.va.gov/ebenefits/coe>.

Finding the Right VA Lender:

- **Shop Around:** Compare rates and terms offered by different lenders, including traditional banks, credit unions, and mortgage brokers specializing in VA loans. Utilize online resources like the VA Loan Comparison Tool at <https://www.benefits.va.gov/homeloans/> to compare lenders.
- **Veteran-Friendly Lenders:** Seek out lenders with experience working with veterans and VA loans. These lenders are familiar with the program intricacies and can provide more streamlined assistance.
- **Pre-Qualification:** Pre-qualify for a VA loan to understand your borrowing power and determine the price range of homes you can afford. Pre-qualification strengthens your offer when purchasing a home.

The Home Buying Process with a VA Loan:

- **Find a Real Estate Agent:** A qualified real estate agent experienced with VA loans can guide you through the home buying process, negotiate offers, and ensure a smooth transaction.
- **Home Inspection:** Always schedule a thorough home inspection before finalizing a purchase agreement. This helps identify any potential issues with the property and allows you to negotiate repairs if necessary.
- **Appraisal:** The VA requires an appraisal to determine the property's fair market value. Ensure the appraisal is conducted by a VA-approved appraiser.
- **Closing Process:** Review the loan documents thoroughly during the closing process. Ask your lender questions if anything is unclear.

Additional Tips:

- **Use your Entitlement:** The VA entitlement is a lifetime benefit that can be used repeatedly, though it may be reduced with each use. Explore VA resources for details on entitlement at <https://www.va.gov/housing-assistance/home-loans/loan-limits/>.
- **Consider Grant Programs:** Several state and local government programs offer grants or down payment assistance programs for veterans purchasing homes. Research available programs in your area.
- **VA Streamline Refinance:** The VA Streamline Refinance allows veterans with existing VA loans to refinance to a lower interest rate without a full appraisal.

7. From Battlefield to Boardroom: How Veterans Can Become Thriving Entrepreneurs



Military service cultivates a unique skillset that translates remarkably well to the world of entrepreneurship. Veterans possess discipline, leadership, resilience, and problem-solving abilities – all valuable assets for building a successful business. This guide explores how veterans can leverage their military experience and translate it into entrepreneurial success.

Identifying Your Entrepreneurial Spark

- **Passion and Purpose:** Entrepreneurship requires unwavering dedication. Identify your passions and interests. Is there a product or service you're passionate about offering?
- **Problem-solving Skills:** Military training hones your ability to identify and solve complex problems. Identify a market gap or a need you can address through your business idea.
- **Leadership and Initiative:** Veterans lead teams and take initiative. Leverage these strengths to build a strong work ethic and inspire your future team.

Translating Military Skills into Entrepreneurial Advantages

- **Discipline and Work Ethic:** Military service instills a strong work ethic and the ability to manage time effectively. This discipline is crucial for the long hours and dedication required in building a business.
- **Leadership and Team Building:** Veterans possess exceptional leadership skills. Translate this into building a strong team with diverse skillsets to complement your own.

- **Adaptability and Resilience:** The military demands adaptability and resilience. Use these strengths to navigate challenges and pivot your business strategy as needed.
- **Communication and Negotiation:** Military training emphasizes clear communication and negotiation skills. These are essential for building relationships with clients, investors, and suppliers.
- **Organization and Planning:** Military operations rely on meticulous planning and organization. Apply these skills to develop a robust business plan, manage finances, and oversee day-to-day operations.

Building Your Entrepreneurial Foundation

- **Business Plan Development:** Develop a comprehensive business plan that outlines your business concept, target market, competitive analysis, financial projections, and marketing strategy. Consider utilizing resources like SCORE (<https://www.score.org/>) or Small Business Administration (SBA) www.sba.gov for planning assistance.
- **Market Research:** Conduct thorough market research to understand your target audience, their needs, and existing competitors in your space. Refine your strategy based on your research findings.
- **Funding Options:** Explore various funding options for your business. Consider options like personal savings, veteran-specific grants from organizations like the SBA, crowdfunding platforms, or angel investors. Veterans Business United can also be a helpful resource.
- **Networking and Mentorship:** Build a strong network of advisors, mentors, and other entrepreneurs. Seek guidance from experienced individuals who can offer valuable insights and support. Veterans service organizations like the American Legion (<https://www.legion.org/>) or Veterans of Foreign Wars (<https://www.vfw.org/>) may have entrepreneurial resources and mentorship programs.
- **Legal and Regulatory Compliance:** Consult with an attorney and accountant to ensure your business complies with all legal and regulatory requirements.

Launching Your Business

- **Business Structure:** Choose the appropriate business structure, such as sole proprietorship, partnership, LLC, or corporation. Each structure offers varying advantages and tax implications.
- **Licenses and Permits:** Research necessary licenses and permits required to operate your business in your location.
- **Marketing and Branding:** Develop a well-defined marketing strategy to reach your target audience. Consider website development, social media marketing, or community outreach programs.
- **Financial Management:** Establish a robust accounting system to track income, expenses, and profitability. Develop a budget and financial projections to ensure your business operates within its means.

Additional Resources and Support

- **SCORE:** This non-profit organization offers free and confidential business mentoring and workshops for entrepreneurs.
- **Small Business Administration (SBA):** The SBA provides a wealth of resources, including business plan templates, financing options, and workshops for aspiring entrepreneurs. They also offer resources specifically for veterans.
- **Veterans Business United:** This organization advocates for veteran-owned businesses and provides resources and mentorship programs.
- **Service Corps of Retired Executives (SCORE):** SCORE connects veterans with experienced business professionals who can offer valuable mentorship and guidance.

Below are some of the slides from the **Boots in Business: Entrepreneurship Course**. <https://www.bootsinbusiness.com/courses>

50+ videos to help you get started on the path to starting your business the right way. Here are some of the slides we use.



Different types of Business Formations



- **Limited Liability Company (LLC):**
 - Provides limited liability protection to owners (members).
 - More flexible than a corporation in terms of management and taxation.
 - Can be single-member or multi-member.
- **Taxation:**
 - Can choose to be taxed as a sole proprietorship, partnership, S corporation, or C corporation.

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How to start your LLC – Protect Yourself



- Check your domain name on websites like **Godaddy.com** or **Domain.com**
- Go to your state SCC website
- Choose a Registered Agent
- Prepare Articles of Organization (Typically Secretary of State Website)
- Create an Operating Agreement
- Obtain an Employer Identification Number (EIN)
- Open a Business Bank Account
- Get your Business License

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Learn how to do a S.W.O.T Analysis on a potential business



Strengths

- Everyone loves Ice Cream
- Great family business
- Get to mentor high school students
- Can't really mess up ice cream, much easier than normal food items
- 5 year contract

Weakness

- Buildout Costs
- % rent fees on Ft Gregg Adams store
- % for Food truck
- Additional 2% fee for use of Boppers name until 2024

Opportunity

- Changing name to GI Scoops in 2024
- Focus more on military bases and set goal of 1-2 new stores in 2024
- Considering building out more food trucks in 2024 and leasing them out
- Chance to establish a Foundation to give back to the military family

Threats

- Rising food costs
- Rising labor costs
- Ice cream is a comfort item and not sure how well it will do in a recession
- Having high schoolers is great, but when Soldiers have a 4-day weekend, we have a shortage of staff

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Marketing 101



• Roofing Company Marketing

- Website – Constant improvements, fresh & relevant before & after photos
- Follow marketing trends that are working and make changes
- Google Ads / Google Reviews / Google My Business
- Social Media – Lots of time creating videos and pushing content (Jab, Jab, Jab, Right Hook – Gary Vaynerchuk)
- Always asking customers “How did you hear about us”
- Chamber / BNI Groups / Networking
- Working on being the **BEST KNOWN** Roofers in our area
- Yard signs, flyers & sponsoring events in our area
- **Constantly working on our Customer Service**

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KNOW your NUMBERS or FAIL



• Ice Cream Example (Shake that is \$6.75)

- **Supply Costs:**
- Ice Cream: 3 scoops @ .55 cents each = \$1.65
- Milk: 5 ounces @ .031 per oz = .16 cents
- Cup: 20 ounce cup with dome top = .28 cents
- Straw: 10” straw - .02 cents
- Napkins: 1-2 napkins per shake = .02 cent
- **Direct Supply costs: \$2.13 or 32% of \$6.75**
- **Indirect costs (Gas, delivery fees, office supplies) = .15 cents**
- **Overall Supply costs: \$2.13 + .15 = \$2.28 or 34%**



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Conclusion

Military service equips individuals with an exceptional skillset that translates remarkably well to the exciting world of entrepreneurship. By identifying your passion, leveraging your military

skills, and utilizing available resources, veterans can build thriving businesses and become successful entrepreneurs. Remember, the journey requires dedication and perseverance, but the potential rewards of building your own venture and leaving a lasting impact can be highly fulfilling

8. Launching Your Dream: A Comprehensive Guide to Starting Your Own Business



The allure of entrepreneurship – being your own boss, building something from the ground up, and reaping the rewards of your hard work – is undeniable. However, transitioning from dream to reality requires careful planning, execution, and unwavering dedication. This comprehensive guide empowers aspiring entrepreneurs with a roadmap to navigate the exciting, yet challenging, journey of starting their own business.

Cultivating Your Business Idea:

- **Identifying Your Passion:** Entrepreneurship demands unwavering dedication. What are you passionate about? Does a specific product or service ignite your enthusiasm? Aligning your business with your passion fuels the intrinsic motivation crucial for long-term success.
- **Problem-Solving Focus:** Successful businesses address a market need. Identify a problem you can solve or a gap in the market you can fill with your unique product or service. Conduct market research to validate your idea and understand your target audience.
- **Competitive Analysis:** Research your competition thoroughly. Analyze their strengths and weaknesses to identify opportunities to differentiate your business and offer a compelling value proposition.

Building a Solid Foundation:

- **Business Plan Development:** A well-crafted business plan serves as your roadmap to success. It outlines your business concept, target market, marketing strategy, financial projections, and operational plan. Resources from the Small Business Administration (SBA) (<https://www.sba.gov/>) and SCORE (<https://www.score.org/>) can provide valuable assistance in crafting your business plan.

- **Market Research:** Investing time in thorough market research is paramount. Understand your target audience, their needs, and their pain points. Analyze existing competition to identify potential opportunities and develop strategies to differentiate your business.

Setting Up Your Business:

- **Choose a Business Structure:** Select the appropriate legal structure for your business, such as a sole proprietorship, partnership, limited liability company (LLC), or corporation. Each structure has distinct legal and tax implications. Consult with an attorney to determine the most suitable structure for your business needs.
- **Register Your Business:** Register your business name with the appropriate state government agency. Depending on your location and business structure, you may also need to obtain licenses and permits to operate legally.
- **Secure Funding:** Carefully consider your funding needs. Explore various funding options such as personal savings, loans, grants, crowdfunding, or angel investors. Develop a solid financial plan to attract potential investors and secure necessary funding.

Building Your Brand and Reaching Your Audience:

- **Develop a Compelling Brand Identity:** Your brand encompasses your company's name, logo, mission statement, and overall image. Create a brand identity that resonates with your target audience and reflects your company's values.
- **Craft a Strategic Marketing Plan:** Develop a comprehensive marketing strategy to reach your target audience and generate interest in your product or service. Consider utilizing a combination of online marketing techniques (social media, website development, search engine optimization) and offline strategies (local advertising, networking events).
- **Build a Strong Online Presence:** In today's digital age, a well-designed and informative website is crucial. Utilize social media platforms to connect with your target audience, build brand awareness, and promote your offerings.

Ensuring Financial Stability:

- **Establish a Robust Accounting System:** Implement a system to track income, expenses, and profitability. Maintaining accurate financial records is essential for monitoring your business health and making informed decisions.
- **Develop a Budget and Financial Projections:** Create a realistic budget outlining your revenue streams and projected expenses. This helps you manage your cash flow effectively and ensures your business operates within its means.
- **Seek Professional Guidance:** Consider consulting with an accountant or financial advisor for assistance with bookkeeping, tax planning, and developing financial projections.

Building Your Team:

- **Identify Skill Gaps:** As your business grows, consider the skills and expertise needed to maintain operations and achieve your goals.
- **Recruit the Right Talent:** Recruit qualified individuals who possess the skills and experience to complement your own and propel your business forward.
- **Foster a Positive Work Environment:** Create a culture that values collaboration, innovation, and employee well-being.

Launching and Growing Your Business:

- **Soft Launch (Optional):** Consider a soft launch to test your product or service with a limited audience before a full-scale market launch.
- **Grand Opening (Optional):** A grand opening event can generate excitement and attract new customers. However, this may not be necessary for all businesses.
- **Continual Learning and Adaptation:** The business landscape is constantly evolving. Embrace a growth mindset, stay informed of industry trends, and be prepared to adapt your strategies as needed. Network with other entrepreneurs, attend industry events, and seek out opportunities for continuous learning.

9. From Service to Real Estate Investing: A Guide to Real Estate Investing for Military Personnel



Military service instills valuable skills – discipline, leadership, strategic thinking – that translate remarkably well to the world of real estate investing. This comprehensive guide empowers military personnel to leverage their unique situation and build a strong foundation for real estate investment success.

Why Real Estate Investing is Ideal for Military:

- **Passive Income:** Rental properties offer a steady stream of passive income, supplementing your military salary and potentially providing financial security in the future.
- **Tangible Asset:** Real estate is a tangible asset that appreciates in value over time, offering a hedge against inflation and the potential for long-term wealth creation.

- **Location Flexibility:** With VA loans, you can invest in properties near your current base, knowing they can be rented out if you're redeployed.
- **VA Loan Benefits:** The VA loan program offers significant benefits for veterans, including no down payment requirements, competitive interest rates, and flexible qualifying guidelines.

Before You Begin:

- **Assess Your Investment Goals:** Do you seek steady rental income, capital appreciation, or a combination of both? Your goals will influence your investment strategy and property selection.
- **Evaluate Your Risk Tolerance:** Real estate involves inherent risks like vacancies, repairs, and market fluctuations. Be honest about your comfort level with risk and choose a strategy that aligns with it.
- **Understand VA Loan Eligibility:** Familiarize yourself with VA loan requirements, including minimum service time, entitlement limits, and property eligibility criteria. Resources like the VA website (<https://www.benefits.va.gov/homeloans/>) and the National Association of Realtors (NAR) Military Relocation Specialist Certification (<https://www.nar.realtor/education/designations-and-certifications/military-relocation-professional-mrp>) can help.

Building Your Real Estate Investment Knowledge:

- **Military Real Estate Investing Resources:** Utilize resources specifically geared towards military investors. Organizations like the Military Real Estate Investor Association (<https://nationalreia.org/>) offer educational materials, workshops, and mentorship programs.
- **Books and Online Courses:** Invest in quality real estate investing books and online courses to gain foundational knowledge on property selection, financing, property management, and market analysis. www.bootsinbusiness.com is one resource to examine.
- **Connect with Mentors:** Seek guidance from experienced real estate investors, preferably those with experience in the military community. Their insights can be invaluable for navigating the intricacies of the market.

Military-Specific Investment Strategies:

- **House Hacking (Optional):** Consider house hacking, where you purchase a multi-unit property and live in one unit while renting out the others. This allows you to experience property ownership while offsetting costs with rental income.
- **VA Loan and Interest Rate Buydown:** Combine the VA loan's zero-down payment benefit with an interest rate buydown program to reduce your monthly mortgage payment and improve cash flow.
- **Remote Property Management:** Leverage technology and property management companies to manage your investment property remotely, ensuring smooth operations even if you're stationed elsewhere.

The Real Estate Investment Process for Military:

- **Market Research:** Research potential investment markets near your current base or in areas with strong military presence. Analyze rental rates, vacancy rates, property values, and overall market trends. Consider the impact of military installations and redeployment cycles.
- **VA-Approved Lenders:** Work with a lender experienced with VA loans for investment properties. They can guide you through the loan application process and ensure you meet all eligibility requirements.
- **Deployment Considerations:** Be prepared for deployments. Consider hiring a property manager or enlisting a trusted friend or family member to oversee your property while you're away.
- **Tax Implications:** Understand the tax implications of real estate ownership. Consult with a tax advisor to ensure you're maximizing deductions and filing correctly.

Financing Your Real Estate Investments:

- **VA Loan:** The VA loan program offers significant advantages for veterans, including:
 - **Zero Down Payment:** You can finance 100% of the appraised value of the property, eliminating the need for a down payment.
 - **Competitive Interest Rates:** VA loans typically offer lower interest rates compared to conventional mortgages, resulting in lower monthly payments and increased profitability.
 - **Flexible Qualifying Guidelines:** The VA considers factors like your military service history and stable income when evaluating loan eligibility, making it easier to qualify compared to traditional mortgage requirements.
- **Additional Financing Options:** Explore other financing options like FHA loans (requiring a minimum 3.5% down payment) or conventional mortgages (requiring a down payment of at least 20%) depending on your financial situation and investment goals.

10 Tips for Military with Rental Properties Deploying Abroad:

Military service often involves deployments, which can present challenges for service members who own rental properties. Here are 10 tips to ensure your rental property runs smoothly while you're away:

1. **Find a Reliable Property Manager:** A qualified property manager can handle tenant communication, rent collection, maintenance requests, and overall property oversight. Look for someone experienced with military rentals and familiar with your local market.
2. **Create a Detailed Management Agreement:** Outline clear expectations for both you and the property manager. This agreement should detail responsibilities, communication protocols, emergency procedures, and financial arrangements (fees, payment methods, etc.).
3. **Conduct Thorough Tenant Screening:** Select responsible tenants who are comfortable with a landlord potentially deployed overseas. Verify employment, rental history, and

creditworthiness. Consider offering slightly longer leases for increased stability during your absence.

4. **Empower a Point of Contact:** Designate a trusted friend, family member, or neighbor as your point of contact for both the property manager and the tenant. This person can handle minor issues or emergencies if needed.
5. **Maintain Open Communication:** Communicate clearly with your property manager and tenant before deployment. Inform them of your deployment timeline, contact information while abroad, and preferred communication methods.
6. **Prepare a Maintenance Plan:** Schedule routine maintenance checks (e.g., HVAC, plumbing) before deployment to minimize the risk of emergencies. Provide the property manager with a list of preferred vendors for repairs.
7. **Establish an Emergency Fund:** Allocate a dedicated emergency fund for unexpected repairs or maintenance issues that may arise during your deployment. This reduces financial stress and ensures prompt solutions.
8. **Review Insurance Coverage:** Ensure your rental property insurance is up-to-date and covers potential issues like fire, vandalism, or natural disasters. Consider adding coverage for loss of rent due to tenant vacancy.
9. **Leverage Technology:** Utilize online tools for rent collection, maintenance requests, and communication with your property manager and tenant. This simplifies remote management and keeps everyone informed.
10. **Stay Informed:** Maintain regular communication with your property manager and point of contact. Request updates and address any concerns promptly.

By following these tips, military personnel with rental properties can experience greater peace of mind and ensure their investment remains well-maintained and generates income even during deployments.

Below are some of the slides from the **Boots in Business: Real Estate Investment Course**. <https://www.bootsinbusiness.com/courses>

These are the 12 Modules and over 50 videos in our Boots in Business Course to help you along the way.



Boot Camp – Real Estate Investment Program



Module 1: **The Basics you need to get started**

Module 2: **Real Estate Investment for Military Personnel**

Module 3: **Start RECON of investment properties near you**

Module 4: **Basics of Inspecting an Investment Property**

Module 5: **How to Market for Real Estate Deals**

Module 6: **Meet my Power Team**

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Boot Camp – Real Estate Investment Program



Module 7: **Military Investment Strategies**

Module 8: **How to fund your investments**

Module 9: **Learn about the numbers on our investment properties**

Module 10: **Advance Tips**

Module 11: **Capstone – Actual property walk-thru**

Module 12: **Interviews from our Real Estate Meetings**

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Military / Real Estate Strategy #1- We go into depth on how to use your BAH and the BRRRR (Buy, Rehab, Rent, and Refinance) Strategy to get started in real estate investing



Military / Real Estate Strategy #1



- PCS - Rent a house/apartment when you move to a new base – This buys you time to **evaluate what you can do as an investor**
- Sign up for **only a 1-year lease** with an **option to renew the lease** – This builds you a **safety net** in case you don't find an investment house to purchase and rehab
- Learn your job and see **how much time you can invest** in this strategy
- **Network** and search for an investment house to purchase
- Purchase the home using the **BRRRR Strategy** or your own resources
- **OPTION: Once the house is rehabbed, the option is yours to move into the house, rent it out or sell it**
- If you move in, convert the home when you PCS to a rental unit or sell

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Military / Real Estate Strategy #2- Learn the basics of wholesaling while you are in the military and start understanding real estate investing is a “Win-Win” Strategy.



Military / Real Estate Strategy #2 - Wholesaling



• Steps for wholesaling:

1. Find a property that is a good deal and one buyers would like to purchase
2. **Do a thorough analysis of the numbers and of Comps in the area (Realtor)**
3. Put the property under contract, you set the terms inspections, closing, etc (**Company name and/or assigns**) ex. **Johnson Properties LLC and/or assigns**
4. Define a 15 to 30 day inspection period within your contract
5. Bring in your inspector, **get a full assessment of the property**
6. **Get permission to show the property to other investors (You do the work)**
7. **Disclose the property inspection results that you have**
8. Add in your **“Assignment Fee”** over and above the original contract price in an Assignment Contract to the potential buyer
9. Get the Assignment Contract signed and send to your closing attorney or Title Company – **stay in contact with seller/new buyer/title company**
10. Once the final buyer of the property buys the house, **you receive your check**

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Here we walk you through how to use a home inspection as leverage to get a better deal on your home.



Basics of buying a house Using **Inspections** to your **benefit**

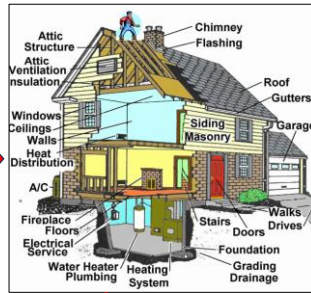


Real Estate Contract



\$250,000

Inspections



\$45,000

\$350K Comps

Negotiate a better deal



\$205K to \$225K

\$50K to \$70K Profit

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Want to know more about real estate investing, check out our courses at:
<https://www.bootsinbusiness.com/courses>

10. Securing Your Future: A Guide to Saving Money During Military Retirement



Introduction

Military service is a noble calling, demanding dedication, sacrifice, and a commitment to protecting our nation. As you approach retirement, it's crucial to consider your financial well-being. This guide equips you with valuable strategies to maximize your retirement savings and ensure financial security for years to come.

Understanding Your Military Retirement Benefits

- **Military Retirement Pay:** The cornerstone of military retirement, calculated based on your rank, years of service, and base pay.
- **Thrift Savings Plan (TSP):** Your tax-advantaged retirement savings account, with government matching contributions.
- **Disability Compensation:** If you have a service-connected disability, you may qualify for monthly payments from the VA.
- **Veterans Health Administration (VA):** Provides comprehensive healthcare services to eligible veterans.

Maximizing Your TSP Contributions

- **Start Early:** The power of compound interest can significantly grow your retirement savings over time. Aim for the maximum contribution allowed annually.
- **Take Advantage of Matching:** The government contributes a percentage of your contributions, essentially free money for your retirement.
- **Investment Options:** Choose a TSP investment mix that aligns with your risk tolerance and retirement goals. Consider seeking financial planning guidance for personalized recommendations (Disclaimer: Boots in Business is not a financial advisor).
- **Automatic Contributions:** Set up automatic payroll deductions to ensure consistent and disciplined saving.

Living Below Your Means During Active Duty

- **Develop a Budget:** Track your income and expenses to identify areas where you can cut back. Tools like Mint or Personal Capital can help manage your finances effectively.
- **Prioritize Needs Over Wants:** Distinguish between essential expenses and luxuries. Allocate funds for housing, food, transportation, and utilities. Limit discretionary spending on dining out, entertainment, and impulse purchases.
- **Minimize Debt:** High-interest debt can significantly impact your financial security. Develop a plan to pay off credit cards and other loans as quickly as possible.
- **Explore Military Discounts:** Take advantage of discounts offered by retailers, groceries, and entertainment venues for significant savings.
- **Shop Around for Insurance:** Compare rates for auto, home, and life insurance policies to find the best coverage at the most affordable cost.

Preparing for Transition Costs

- **Develop a Post-Retirement Budget:** Project your expected income from retirement pay, pensions, and Social Security. Estimate your living expenses, accounting for potential healthcare costs and potential relocation.
- **Plan for Moving Expenses:** If you plan to relocate after retirement, factor in moving costs, including transportation, packing supplies, and potential housing deposits.
- **Consider Downsizing:** Explore selling your current home and purchasing a smaller, more affordable one to reduce housing costs.

Strategies for Stretching Your Retirement Dollars

- **Delay Social Security:** Consider delaying claiming Social Security benefits to maximize your monthly payout. You can receive higher monthly payments by waiting until full retirement age or beyond.
- **Utilize VA Healthcare:** VA healthcare can significantly reduce healthcare costs in retirement. Explore the services offered by the VA and establish care with a VA provider.
- **Maintain a Healthy Lifestyle:** Eating a healthy diet, exercising regularly, and avoiding risky behaviors can help you stay healthy and minimize potential medical expenses.
- **Continue Earning Income:** Consider a part-time job, freelance work, or starting a small business to supplement your retirement income.
- **Explore Roth IRAs:** Consider converting traditional IRAs to Roth IRAs for tax-free withdrawals in retirement. Consult with a tax advisor for specific guidance (Disclaimer: Boots in Business is not a tax advisor).

Conclusion

Military retirement is a well-deserved time to enjoy the fruits of your service. By planning and implementing the strategies outlined in this guide, you can ensure financial security and peace of mind throughout your retirement years.

Thank you for taking a look at the Boots in Business Military Transition Guide. Please pass this along to others that are getting ready to transition out of the military.

If you have any suggestions or updates for us, please send details to bootsinbusiness1@gmail.com

