

# Chapter One:

## Today's Most Risk-Resistant Business Structures

*“When I’m talking to a contractor, examining a site, or planning a new development, no detail is too small to consider. I even try to sign as many checks as possible. For me, there’s nothing worse than a computer signing checks. When you sign a check yourself, you’re seeing what’s really going on inside your business, and if people see your signature at the bottom of the check, they know you’re watching them, and they screw you less because they have proof that you care about the details.*

*I learned how to think like a billionaire by watching my father, Fred Trump. He was the greatest man I’ll ever know, and the biggest influence on my life.”*

— From *Think like a Billionaire* by Donald J. Trump with Meredith McIver (Random House, 2004).

What is the most risk-free business structure for you as you build your real estate empire? Should you be a sole proprietor and simply treat your investment properties as personal possessions? Should you take a partner and divide the risk with another individual? Or should you incorporate from day one and minimize your risk even further?

Those are important questions. Try to answer them as early as possible in your real estate career so you can avoid costly mistakes later on.