

# John Schaub and Peter Fortunato

**Advanced Strategies & Tactics for Buying, Selling, Financing, and Exchanging**  
**April 25 & 26, 2015 Class time 9am - 5pm both days.**  
**Networking and brainstorming Saturday after class**

Tampa Airport Holiday Inn, Westshore 700 North Westshore Blvd, Tampa, FL 813-289-8200  
Free Airport Shuttle Room block: Capital Protection Services \$99 Single/Double

## Buying

How many do you need? Why? Getting there faster  
Different houses, different benefits + different times  
Cash flow vs capital gains - Activity + Net Income  
Controlling the benefits that you need today  
Distributing Benefits and Responsibilities  
Lease Options  
Short sales  
Buying bad title for a profit  
Using Partial Interest – Title vs Partnerships

## Selling

Strategies for when the financing falls through  
Owner financing with Dodd Frank and Safe Act  
Discounting the financing  
Bifurcating financing to create more saleable notes  
Section 121 (see publication 523)

## Financing

Subject to, Portfolio Loans, Pretender Lenders  
Owner financing  
Single payment notes – Performance based notes  
When paying interest is cheaper than 0%  
Equity participation – Equity financing  
Options  
Installment sales (see publication 537)

## Exchanging

Present Position vs Potential Position  
When it's better to pay the taxes and buy  
Tax deferred  
Just for a profit  
Exchanging as financing  
Non real estate, notes, options  
Overtrading to generate cash today

## Putting it all together:

The best tactics & strategies for going forward pursuing your estate building and business goals.

## Registration fees: register before April 15th

- \$495 one registrant - \$795 for two registering together before April 15
- After April 14<sup>th</sup> the seminar fee is \$595 per person

**Tampa REIA**

**Register Online Now! → [johnschaub.com](http://johnschaub.com)**

Or to Register by mail Please complete this registration and mail it to

Proserve Corporation, 2677 South Tamiami Trail #4, Sarasota, FL 34239

Card # \_\_\_\_\_ Expires: \_\_\_\_\_ CVV #: \_\_\_\_\_

Registrant(s): \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_