



# #PROFIT

## A Lesson On Negotiations

BY JIMMY NAPIER



The one negotiation technique I use the most is so simple. Let me explain by using an example that happened in the last thirty days. I need to tell you the whole story so here goes.

An individual has just been released from prison. While incarcerated, he learned that the more “stuff” you have, the more stressful your life becomes. I don’t know if he learned that in a class or from other inmates, but it seemed very appropriate for him. He had an old truck that he used before he left five years ago and he called to sell it to me. Some parts were missing and it looked really ugly.

I have learned to think of most everything as INVENTORY that I buy. I mean to emphasize that word INVENTORY. If I can’t sell it at a profit, I don’t need more “stuff” around to make my life more stressful. Can you tell that I was a “don’t want” for this truck? That is among the better lessons I ever learned in negotiation. If you ever lose your control and become a want, you might as

well write the check and buy the item. The negotiation will end when the other party learns that you really want what they are selling. Back to the story!

He wanted me to make him an offer. I really didn’t want to do that. He then wanted to crank the truck for me. I didn’t want to do that either. I felt that I had the advantage with the appearance of the truck, why give him a positive? At that point in the negotiation, he could only talk about the ugly truck. If we cranked it, he might get something positive like how good the motor runs. I was working on setting the level of expectation. My attitude was simple. I was buying scrap iron and not a good running truck.

He finally gives me a price and I don’t respond. I now have the negotiation ready to have the way I like to do business explanation done. Let me give it to you. The way I like to do business is really simple. The seller always knows how bad they need to sell and therefore the absolute bottom dollar they would be willing to take for the truck. Then he said why don’t you just make me an offer? I don’t

*continued on page 6 ▶*

### MAIN MEETING

Thursday, June 12th

6:00pm – 9:00pm

DoubleTree Tampa Bay

3050 N. Rocky Point Dr. West, Tampa, FL

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Tampa REIA is very excited to announce that the legendary Jimmy Napier will be our special guest speaker on Thursday, June 12th. Jimmy will be teaching one of the subjects he is most famous for... Negotiating Like a Pro! Join us at the meeting and don't miss this opportunity to learn from a living legend and master negotiator!

See <http://TampaREIA.com> for more information.

# Main Monthly Meeting

June 12th at 6PM

## Learn to Negotiate Like a Pro with Jimmy Napier

Tampa REIA is very excited to announce that Jimmy Napier will be our special guest speaker this month on Thursday, June 12th at 6PM at the Doubletree Suites Tampa Bay located at 3050 North Rocky Point Dr West in Tampa, FL.

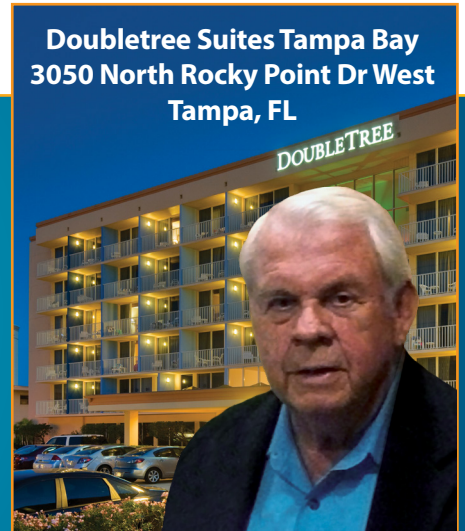
Jimmy is a real estate investing legend known for his skill in negotiation. Jimmy's talks are always fun and interesting. He delivers great information through his stories and real world examples.

Thousands of seasoned investors have followed him for decades. They come to hear his unique presentation of knowledge and advice so they can continue to grow their business in response to changing times.

That is why so many investors were saddened when he retired from teaching a few years ago. There was a big void to investors who never thought they would be able to hear Jimmy again. His advice was so important, so unique, and so very logical.

But luckily for us, Jimmy couldn't stay away from teaching people for very long. He's been back for a little while, so don't miss your chance to learn from a living legend while you can.

And be sure to bring your real estate investing questions. Jimmy loves to answer your questions and to assist you in any way he can.



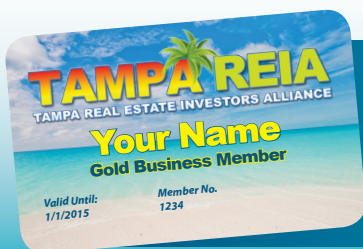
Doubletree Suites Tampa Bay  
3050 North Rocky Point Dr West  
Tampa, FL

John Schaub

### MEETING AGENDA\*

- 6:00 pm: Meet & Greet, Networking
- 6:30 pm: Introductions, Haves & Wants
- 7:00 pm: Announcements
- 7:30 pm: Negotiate Like a Pro with Jimmy Napier
- 9:30 pm: Late Night Networking at Whiskey Joes

\*Please Note: Meeting agenda is subject to change.



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# Negotiation

## Jimmy Napier



Learn from the legendary master negotiator **Jimmy Napier** on what you need to do and know to be a better negotiator! A full two day seminar based on his best ideas on how to negotiate any deal. Each one of his strategies will **make you money and increase your negotiation power**. Learn his many techniques and how to apply them in your life whether buying real estate, mortgages, any business or just a car.

Jimmy's Negotiation class will be held June 14 & 15, 2014 at the Holiday Inn Tampa Westshore, 700 North Westshore Blvd., Tampa, Florida. The two-day weekend session is just ~~\$397~~ **\$297**

*"Great information from a real estate legend – highly recommend!" ~ Debbie D., Florida*

...

*"I wish I had known Jimmy thirty years ago and I hope I can teach my grandson this information as efficiently." ~ Mac R., Florida*

...

*"I highly recommend this training to **all investors**." ~ Dustin G., Georgia*

**June 14 & 15** ..... **Tampa, FL**

### Legends of Real Estate (and the bag boy)

Join **Dyches Boddiford, Peter Fortunato, Jimmy Napier, John Schaub, Clyde Wilson** and **Gary Johnston** for a once in a lifetime event. Three amazing days of great information that will improve your investments. These national experts will cover critical topics that every investor needs to learn from how to structure your entities to how to structure better real estate deals.

Only \$597 per person. (Early bird registration - \$497)

**Sept. 26 – 28** ..... **Las Vegas, NV**

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- 3) MAIL CHECK AND COMPLETED FORM TO: Knew Hope Corporation, PO Box 220, Star, ID 83669



# Pete Fortunato's Real Estate Acquisition Techniques



**June 21-22, 2014 - Atlanta Saturday & Sunday (9am – 5pm)**  
**Hilton Garden Inn – Atlanta Airport Millenium Center**  
**2031 Sullivan Road, College Park, GA 30337 – (800) 787-0624**

Pete will present two days of lecture and discussion, with case studies, regarding Why & How to acquire benefits using real estate. Questions and Debate always encouraged! Get involved - this class is for you.

**Pete clearly and patiently describes cases including:**

- \* Capitalism and Freedom
- \* Non-Institutional Financing
- \* The Subjectivity of Value
- \* Maximizing Income
- \* Discomfort = Opportunity
- \* Good Deals are Created (not found)
- \* From Promises to Property
- \* Involving Family and Friends
- \* Leases with & without Options
- \* Minimizing Risks and Liability
- \* Seller Involvement & Financing
- \* Create Solutions and your Future

**The Real Estate Acquisition Seminar Workbook includes:**

- \* Contracts to Acquire
- \* Master Leases
- \* Seller Financed Notes
- \* Option Contracts
- \* Equity Participation Note
- \* Exchange Contracts
- \* Contracts to Sell
- \* Lease Option Style Contracts
- \* Assignment of Contracts
- \* Debt Assumption Agreements
- \* Checklists & Escrow Directions
- \* Interesting Contracts & Documents

**Location – Hilton Garden Inn – Atlanta Airport. Room block under Fortunato – Acquisitions Class**  
Must reserve room by 6/6/14 \$80/night – **Killer Deal!** Stay at the Hilton - Network with your fellow investors!

**3 Easy Ways to Register:** Fax to: 678-550-2155 (secured) or call 770-815-8728 or email – **Kim@CashflowREI.com** or mail this form with your check to: Capital Protection Services, PO Box 8804, St. Petersburg, FL 33738. Cost: \$450 (or \$350.00/ea if you're with a REIA or 2 or more persons register together)

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

Registrant(s): \_\_\_\_\_ With **Tampa REIA: \$350**

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**TAMPA REIA'S MISSION** is to help insure our members' real estate success by providing extremely affordable, high quality, relevant real estate investing information and education, as well as frequent, fun and rewarding real estate networking opportunities. Our goal is to be the premier educational and networking organization for real estate professionals in the Tampa Bay area.

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◀ *continued from page 1*

like to price the other person's product, was my response.

I like for the seller to price his own product and here is the criteria for pricing. You give me the absolute bottom dollar you would be willing to accept if you knew you would get that money today or tomorrow. I won't do any haggling or counter offers. I will either buy it or NOT based on the number you give me so you will need to give me the lowest number. If we do it that way, we can still be good friends because neither one of us took advantage of the other one.

When he gives me the absolute bottom dollar and it is not pleasing to me, I sometimes will leave the door open to future discussion by telling him that he almost got to the point where I would buy it but not quite. If he would like to

give it a little more thought and call me later, we could leave this discussion open until next Monday at noon time. Always put a deadline on any open negotiations. That will apply pressure to the person who either needs or wants to sell.

Suppose he sells it to someone else? Remember that the one that gets away will not be the one that hurts us. The one we get into where we should not have will be the one that hurts the most.

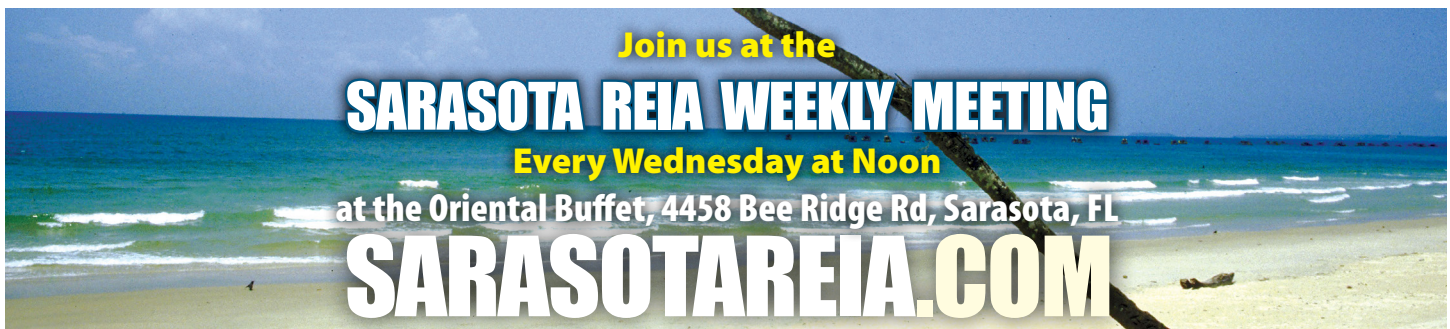
I first looked at that ugly truck last Sunday. The seller called Friday and we made a deal. I will pick it up Tuesday. Remember that I bought scrap iron. He sold a truck. I can take it to the scrap dealer and sell it for a profit any day. It is INVENTORY for me.

After lunch today, I plan to stop by a residence where some little lady has

made a terrible mistake. She went to the shopping mall and bought a dress at an upscale store. She paid the sticker price of \$99 for the piece of clothing. Today in this heat, she is trying to sell it after a little wear for \$10. She will be tired of her garage sale by two. I will stop and practice this routine by asking her to price the remaining inventory from her yard sale. Remember you must practice if you ever expect to get good as a negotiator. You have to study people in order to get good because people always make decisions. Houses don't ever sell or dance! People do! ☀

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REAL ESTATE RAW



# Creative Due Diligence

BY BILL HAM



Doing proper due diligence on a property before you buy is an extremely important part of being a successful real estate investor. In this article I will show you some tips for getting your due diligence done with a creative twist.

One of the most important parts about due diligence is getting it done by the right person or right group of people. One of the best tricks I have found is to get my contractors to do it for me and do it for FREE!

I have good relationships with the contractors in my market (you should too). Building a team of loyal contractors to help you grow your real estate business is very important. Here is a short list of the “must have” contractors on your team.

- Electrician
- HVAC (heat and air)
- Plumbing
- Carpet
- Paint
- Roofing

What you do whenever you look at a new property, or start a due diligence process after getting an offer accepted, is to contact your team of contractors. You get them to all show up on the property and everybody walks the units and premises together. Have each one of them inspect the buildings for their area of expertise. When this is done, you have each contractor give a written estimate for the needed repairs.

By doing this you accomplish several things at once. You now have the inspection done and you know what is right and wrong with the deal. At this point, you will know how much cash you are going to need to get the repairs done after closing. Make sure you have all your estimates in writing. That part is very important to begin negotiations with the seller. These written estimates can be used to negotiate the price, or if you are doing some form of creative financing, you can use this to lessen the down payment or terms. By having estimates in writing, it helps to take the pressure off of you and puts it on the contractors as well as brings validity to your argument.

Remember I mentioned free? In order to get your contractors to give you these estimates (due diligence) for free what you will want to do is to guarantee them the work that they have estimated. Once you close, they get the contract for the repairs. Make sure you know and trust your contractors because if you are going to promise them work in exchange for the estimates you want to make sure that they are going to give you the best prices. ☀

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**Bill Ham**

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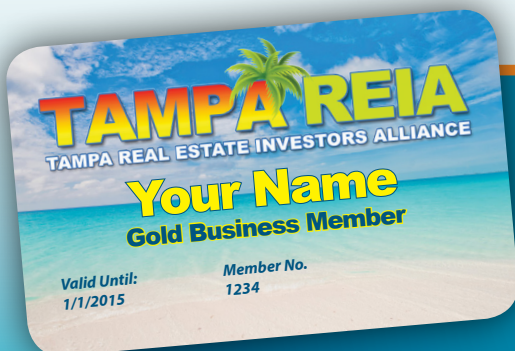
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Bill Ham has been in real estate for 8 years and has created a portfolio of nearly 400 apartment units in Macon, GA using creative and seller financing.



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REAL WORLD REAL ESTATE INVESTING

# What is a Subject-to Deal?

BY BILL COOK



In [previous columns](#), I've mentioned Subject-to Deals. This generated a lot of *what-is-that* phone calls and emails – from both real estate investors and realtors.

To help folks better understand this *advanced* creative deal-structuring technique, this month I'll explain what it is. Next month, we'll look at a Subject-to Deal we just did.

Normally, when you buy a house, the seller's mortgage is paid off at closing. With a Subject-to Deal, the seller's mortgage is NOT paid off at closing. Instead, when the property is deeded to the buyer, the seller's mortgage remains in place and the buyer promises to pay the seller's mortgage payments, on the seller's mortgage, for the seller. In other words, the buyer is buying the property *subject-to* the seller's mortgage. Think of it as a form of owner financing.

When first hearing about Subject-to Deals, most folks believe this type of transaction must be illegal – Kim and I hear this all the time. Fact is, Subject-to Deals have been around for decades. Look at lines 203 and 503 on any HUD-1. It reads: *Existing loans taken subject to.*

Many real estate professionals think lines 203 and 503 refer to a loan assumption. They don't. A Subject-to Deal and a loan assumption are very different animals. With a loan assumption, the mortgage is transferred into the BUYER'S name. On the other hand, with a Subject-to Deal, the mortgage remains in the SELLER'S name!

Are there risks for both the buyer and seller when doing a Subject-to Deal? Absolutely...too many to list in this column. For example: Most mortgages have something called a Due on Sale clause. Basically, it says that if the borrower sells his property and doesn't pay off his mortgage, the lender may – *the key word here is MAY* – call the mortgage due. Also, if the investor fails

to make the seller's mortgage payments as promised, the seller's lender can foreclose on the property – and the foreclosure will be on the seller, not the buyer.

*Before* attempting to do a Subject-to Deal, make sure you get some good training – or partner with an experienced investor who has done a lot of Subject-to Deals. This will help you avoid the many pitfalls.

Do Subject-to Deals work? Kim and I have been doing them since 1998. Our personal residence, which we bought in 1999, was a Subject-to Deal. Have we ever had a seller's mortgage called due? Never!

The three most important keys to doing a successful Subject-to Deal are: 1) Make all of the seller's mortgage payments on time – as you promised. 2) Make sure the property taxes are paid on time. 3) Make sure you do your new homeowner's insurance correctly – this is the biggest mistake we see investors make!

Next month, we'll look at our most recent Subject-to Deal. We'll also discuss why a seller would ever agree to this technique. ☀

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Bill Cook is a full-time real estate investor, speaker and author. He specializes in single-family homes and mobile home parks. Bill believes that real estate investing, especially the act of buying and holding rental property, is the surest way to financial independence and wealth. Bill and his wife Kim run North Georgia REIA where they teach others how to successfully invest in real estate.





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# What the Mortgage Forgiveness Debt Relief Act Expiring Means for Investors

BY BOB MASSEY



**O**MG! The Mortgage Forgiveness Debt Relief Act has expired! Homeowners owe the IRS more than they could ever pay. This is a catastrophe – not really.

On December 31, 2013, the Mortgage Forgiveness Debt Relief Act expired. For months prior to the expiration and immediately after, there was a rush of “experts” howling and screaming about how homeowners and the housing market were going to suffer. Well, we’re now five months into the 2014 and the sky hasn’t fallen. Were the experts wrong? For the most part, yes they were.

On December 20, 2007, President Bush signed the Mortgage Forgiveness Debt Relief Act into law. The point of the law was to provide tax relief to the millions of homeowners who would have faced regular income taxes on any forgiven debt after going through a foreclosure, short sale, loan modification, or cash for keys scenario on their primary residence. Normally, forgiven debt is taxed at the homeowner’s income tax rate. For example, let’s say your annual sal-

ary is \$60,000. You bought your house for \$325,000 during the anything goes days of 2005. In 2009, you still owed \$300,000 but had to sell it for \$200,000 through a short sale. The bank forgave the deficiency for the \$100,000 you still owed. Before the Mortgage Forgiveness Debt Relief Act was passed, that forgiven debt counted as income, making your total taxable income \$160,000 in 2009! The resulting \$53,000 income tax bill is almost your entire year’s salary! After the Act was passed, the forgiven debt would have been waived, and you would only owe taxes on you regular income of \$60,000.

You can see now why that law was a major help for homeowners during the foreclosure crisis...

So why haven’t you heard from hundreds of thousands of foreclosed homeowners who will be hit with massive tax bills in April 2015? For years the IRS has granted a forgiven debt exemption for people who are insolvent. That is to say, if you total debts are equal to or higher than your total assets (not counting IRA and

401K assets), you were never on the hook to pay income taxes on forgiven debt. The vast majority of people who have gone through a foreclosure or short sale are technically insolvent, and therefore exempt from paying taxes on their forgiven mortgage debt.

That’s not the only reason the expiration of the Mortgage Forgiveness Debt Relief Act is not a big deal. The second reason is that congress is already in the process of extending it for another two years! The bill to extend the act is expected to be passed in the fall of 2014 and to last through 2015.

So how does all of this confusion affect real estate investors? You should be able to talk with homeowners who fear a large tax bill if they sell to you through a short sale and get them to see that, most likely, they won’t owe anything due to their insolvency (Of course you should tell the homeowner to check with an accountant to be sure). If you are purchasing notes (as we suggest), you can tell underwater homeowners that you will release them from their mortgage and forgive the de- ▶



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◀ efficiency and they won't have to worry about the tax bill if they are insolvent. If they aren't insolvent, the law is most likely going to be passed later this year anyway!

As you might have seen from my previous articles, I am a major proponent of buying notes. If you have a homeowner who is willing to work with you, it is a great way to do deals with tons of possible exit strategies. We have a GIGANTIC opportunity sitting in front of us. There has never been a better time to buy defaulted notes. Banks are more willing than ever

to sell defaulted notes not only because it means immediate cash in their pockets, but it also takes away the possibility of future lawsuits.

If you know of anyone with a defaulted note, you need to get in contact with my office immediately at (706)-485-0162. I have spent the last two years building up a team of experienced attorneys and fraud examiners/forensic auditors who specialize in exposing fraud committed in the mortgage process and using that fraud as leverage to negotiate the sale of notes.

We have a huge opportunity to help homeowners and do some great deals with multiple exit strategies. We finally have the leverage we need to get the banks negotiating on our terms. It doesn't even matter if the homeowner has already been foreclosed on, we might be able to help. ☀

Comment on this article online at <http://tampareia.com/?p=4242>

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**Bob Massey** is a recovering corporate executive who is now living the dream running his own successful real estate investing business and teaching others how to do the same. In the process he has become the nation's leading educator on the foreclosure investing process.

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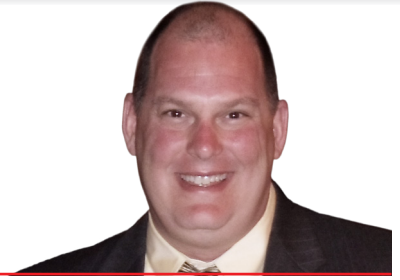
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THERE'S AN APP FOR THAT

# Scanners and Thumb Drives and Keyboards, Oh My!

BY DON DEROSA



*"The soul never thinks without a picture." ~ Aristotle*

It's summer! It's time for gadgets! Last month, we talked about some of the smaller extras you might want to get for your new tablet or smartphone – things like screen protectors and styluses and cases. This month, I'm going to talk about some bigger investments you might want to make in your business's "infrastructure": a scanner, back-up capacity, and a keyboard. I'll also mention a couple frivolous items I just can't resist mentioning.

First, let's talk about scanners. Trust me, you want one. Why? Because it's an essential tool for getting, and staying, organized – especially if you're one of those people who writes stuff on whatever little piece of paper is close at hand. I used to be like that, and I could never find anything. Now, I scan that piece of paper, or receipt, or business card, or contract, and I save it in an electronic folder. I've organized those folders like an old-fashioned filing system, so I can find that little piece of information right away. This allows me to have as little paper in my office as possible. More importantly, the fact that I can find information fast gives me credibility and fosters trust.

Buying a scanner is easier than you think. In fact, there's a good chance you already have one, because a lot of printers have scan functions, too. Your printer probably lives in your office, and this is very handy . . . when you're in your office. It won't do much good if you're out and about and you want to email a signed contract to your lawyer. That's why I also have a portable scanner that I keep in my car for just such occasions. By the way, make sure at least one of your printer-scanners can handle more than one page at a time. Mine can scan 24 pages a minute, and I can't tell you how much time that thing has saved me.

All that scanning, though, doesn't do you any good if you lose your data. Hey, computers crash. They get stolen. They get lost. You

need to keep a spare copy of all your electronic records in a safe place. Remember: It's not a matter of whether you'll lose your data. It's a matter of when. So there's a second essential you'll want to have, and that's a way to back up those files.

There are a few different back-up solutions. The best way is to upload them to the "cloud." But what does that mean? That term really confused me at first. It just means that it's available somewhere out there in cyberspace. It's not tied to a particular computer, so you can get to it from any computer – not just your own. A lot of Internet plans now include some cloud space for their customers.

In order to upload files to the cloud, though, you've got to have an Internet connection. What if you're in a remote cabin somewhere, or you're meeting with someone who doesn't have a computer? In a pinch, my favorite back-up solution is the thumb drive. This little marvel is only about two inches long and plugs into your computer. It's basically a big storage room for computer files. You can download files from your computer onto your thumb drive (or flash drive, as it's also called), and then you can upload them again later. I have a thumb drive that fits on my keychain, so I'm never without it. I recommend getting one that's at least eight gigabytes.

Third, you may want a keyboard. Most tablets and smart phones don't have physical keyboards; instead, the keyboard appears on the screen and you type from there. I don't know about you, but I can't type fast on this kind of keyboard. I grew up when keyboards had, well, keys. Computer manufacturers have recognized this fact, and created all sorts of keyboards to go with your computer.

Keep in mind, though, that any keyboard is going to add weight and bulk to your

computer. Don't get one so heavy that you no longer want to carry around your tablet. Assuming you do want to get a keyboard, be sure to try it out in the store. This is especially true if you are used to "touch typing" – in other words, if you type without looking at the keyboard. Some keyboards aren't much better than the one you see on your screen.

Finally, here are some strange miscellaneous USB gadgets that have come out in recent times: A wireless missile launcher. A disco ball. Hand-warmers. A toaster.

The people who developed these have way too much time on their hands.

Still, you never know when you'll need a USB missile launcher. Now that I've got my business infrastructure in place, I think I need a missile launcher. Really. It's for my kids. Yes, that's it. For my kids. ☀

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 Don DeRosa was recognized as one of the nation's top 21 real estate investors in the New York Times bestseller *The Millionaire Real Estate Investor*. Don, who is a full-time investor, trainer, and mentor, is the first to offer his complete investing system on a mobile platform. Don teaches investors how to Make More and Work Less by being more efficient, productive and competitive, leveraging mobile technology and apps on the iPad, iPhone, Android and other mobile devices.

QUICK FLIP FOR FAST CASH

# Better Get Into Real Estate Investing ASAP

BY MATT LARSEN



So in the spirit of John Schaub who spoke at Tampa REIA last month and his message – to “build wealth one house at a time” – it is now my new mission to do just that. After 70+ wholesale flips in the last year and a half, I’m now fully comfortable with the fact that it’s time to get into “Buy and Hold” investing. I know, I know – it’s sooooo NOT sexy. True, but after hanging out with Larry Harbolt and Pete Fortunato and other “buy and hold” investors over the last 2 years, I finally see the light.

Now don’t get me wrong, I will probably always wholesale houses here and there, and today it’s still our Bread and Butter that pays the bills, but it’s time to **build that cash flowing rental portfolio**. This is for our future nest egg, our retirement, our passive income that will pay our bills for the rest of our lives. Any future excess money we make will go into rental properties (for the foreseeable future). Crazy huh?

Have I lost my mind? What has changed?

When I first started out in real estate I really didn’t want to get into rental real estate. It just didn’t appeal to me. I figured we could make our money doing Wholesale Flips, Fix & Flips, and Lease Option flips. Well we can still keep doing that, but it’s time to **put any excess money into rental real estate – or into private lending**.

But Matt, why now? Well I have finally seen the light in the economy that tells me that the market is going to be shifting soon. If you have not learned about **QUANTITATIVE EASING**, I suggest you **GOOGLE** it now and get up to speed on it. It is a Government tactic to help out the economy – bring down interest rates so that businesses can borrow at low rates to grow their business and stimulate the economy – providing more jobs, etc. It also indirectly printed more money to give to the banks to lend out. But the banks and businesses didn’t use the money to grow their business, they bought stocks instead, causing the market to artificially

rise – not because of any positive economic factors. The other effect is that it’s causes the value of the dollar to decline because of the printing money effect.

I don’t think the government (The Fed – Federal Reserve) can do the Quantitative Easing for too much longer. Once they slow it down or stop it all together, the stock market will crash and inflation will skyrocket. Much like moving your money to Gold – which has skyrocketed in price over the years because of all of this, Real Estate will be a great place to put your money to hedge against inflation and shelter it from any stock market crash. Either in the form of rental real estate or in the form of Mortgages on rental real estate (thru private lending) – as your money is secured thru real estate. This will provide consistent cash flow or a consistent rate of return on your money that will be much more stable than the stock market and much better than bonds, CD’s and Money Market. Even if the stock market crashes, people will still need to pay their rent (and

*continued on page 16* ▶

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FAST TRACK TO SELF-DIRECTED IRA INVESTING

# Self-Directed IRAs and Real Estate - *Part 2 of 2*

BY JIM HITT



In part 1 of this article, we talked about the steps realtors can take to attract Self-Directed IRA investors as clients. In part 2, we are going to speak about making it grow.

Once you are familiar with Self-Directed IRAs and you have perfected your follow-up process, you are in a position to run some unique advertising that is sure to generate a bunch of new clients. You simply run ads that say that you are a realtor who services Self-Directed IRA investors. I can tell you from experience that many Self-Directed IRA clients are wishing they had a realtor who actually understood the Self-Directed IRA investing process.

Keep in mind that current Self-Directed IRA investors are not your only source. When you are familiar with Self-Directed IRAs, you will be in a position to educate investors about a source of funds that they may not have previously considered. There is a wealth of investors out there that have money sitting idle in retirement accounts and our experience has shown that they are very happy to learn they have more funds available to invest with than they realized. We can also help you with this. If you have someone you have introduced to Self-Directed IRAs and you want them to have someone in the industry to talk to, we will be glad to dis-

cuss Self-Directed IRAs with them. We offer free consultations and can speak to them about their specific situation and how Self-Directed IRAs will work within that situation.

One word of caution, if you follow all these steps, you may find that you are too busy to service all of your clients... if you find this to be the case, remember that putting a plan into action to address your client's needs quickly is the key to retaining them. There is nothing investors hate more than losing a deal because a realtor was too busy to get them to the deal before someone else did. This may mean hiring a secretary to handle the day to day of your office while you are out showing homes. I can't speak to your specific situation since some of you may be independent, some of you may work in large offices with many agents, some of you hold a realtor designation, and some of you may hold a brokers designation. The important thing is to form a plan in advance so that you can implement it quickly when you need to.

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IRA Services Professionals. Enjoy the value with one low, annual fee of \$285 with unlimited assets and unlimited account values. American IRA clients love the benefit of no charge for 'All Cash' accounts. The performance of the American IRA staff is unmatched with quick and efficient processing within 48 hours. American IRA services thousands of clients and has over \$300 million in assets under administration. ☀

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**Jim Hitt** is the Chief Executive Officer of American IRA, LLC and has been committed to all aspects of investing for more than 30 years, using self directed IRAs for his own investments since 1982. Jim's forte is the financing and acquisition of real estate, private offerings, mortgage lending, businesses, joint ventures, partnerships and limited liability companies using creative techniques.

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MARKETING MAGIC TRICKS



# Find All The Cash You Need To Fund Your Deals Without Going To The Bank - *Part 3*

BY KATHY KENNEBROOK, THE MARKETING MAGIC LADY



Another way I have used to fund part of a deal or the rehab on a deal is to simply use a credit card or home equity line of credit. If you have a credit card with a fairly high credit line or you have a credit card with a home improvement store, these are great ways to fund the rehab on your deals. I will sometimes use a credit card to fund the rehab, and then pay it all off when I either sell the property, or when I get a significant non-refundable option deposit from a tenant/buyer. You must be disciplined enough to pay the money back to the credit card company or your credit line when you receive the profit or down payment from your deal! This is a good method to use for example, when a homeowner deeds you a property with a lot of equity, but the home needs some rehab in order for you to be able to either lease/option or resell the property.

I know that when you use a home equity line of credit funded by the equity in your home, the interest rate is usually significantly lower and the money is easy to get hold off. Usually all you have to do

is write a check. I do not advocate using this method unless you know you are going to turn the deal quickly, and I would only use this method as a last resort since I don't particularly like the idea of you using your own money to fund deals.

Another way you can find money to fund deals is your Roth IRA. If you have money in your Roth IRA, you can use these funds to purchase options on properties, or to put down payments on properties you intend to wholesale. There are actually several other ways to use a Roth IRA to fund deals. I have used Roth IRA funds to purchase vacant land at huge discounts by working with motivated sellers, then reselling the land at a profit. Just remember that the profit from deals funded inside your Roth IRA go back into the Roth IRA. There is an excellent self directed Roth IRA company that I work with called Equity Trust Company.

There are many ways to fund your real estate deals without going to the bank. You just have to be a little creative and you will have all the money you will ever need to fund your deals.

For more information on locating all the motivated sellers and lenders you need to do creative deals, and for creative ways to sell your properties quickly, visit Kathy Kennebrook's website at [www.marketingmagiclady.com](http://www.marketingmagiclady.com).

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Kathy Kennebrook is a speaker, author and has been actively investing in real estate since 1999, Kathy currently resides in Bradenton, FL and is known as the Marketing Magic Lady because she is the country's leading real estate marketing expert on finding motivated sellers using direct mail.

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CREATIVE FINANCING IN KING

# Do You Believe Everything You Hear Is True?

BY LARRY HARBOLT



Today I read an article written by Harry S. Dent who is a famous economist. Mr. Dent is predicting that the Dow is going to tumble down as much as 60% to 6,000 then ultimately tumble again to somewhere around 3,300. Mr. Dent predicts that Gold will fall to \$750/ounce and crude oil will eventually fall to \$10 per barrel and unemployment will skyrocket, he quotes "It's going to get ugly". Mr. Dent predicted the 2008 financial disaster and has been correct about many financial issues over the past 10 to 15 years.

I'm not an economist but I know that we, in the business of houses, have always survived through every cycle the economy has ever thrown at us. Even during the great depression of the 1930's landlords who had affordable housing survived

through those tough years. I believe the secret of being able to keep our properties and even make money in tough times will be based on not so much how much debt we have on each property but how much our monthly mortgage payment is every month. Whether you plan to keep any property as a rental or you plan to sell a property with seller financing terms I believe this will be the key to your survival and ability to prosper in a down cycle of the economy.

A problem I am seeing today where newer investors are concerned is they have no skills talking to sellers. For the past 15 years money has been easy to get for most real estate investors until 2008 when the market dropped out of sight and many investor/speculators lost most, if not all of their properties to foreclosure. Because of

the looming market predictions I believe every real estate investor should learn the skills many of us have used for years to negotiate our deals with the sellers directly. I see all too many investors who continue to throw dollars at deals hoping they can get property for CASH. The problem, not all investors have access to unlimited funds to buy property.

The investor of today in my opinion needs to learn a fundamental skill used by investors for centuries. That skill I am talking about is the ability to sit and negotiate a deal with a seller face to face where CASH isn't the only component of every deal. Because most of the investors of today make all of their offers through a real estate agent, they haven't got any idea what the seller really wants and are just guessing what a seller will accept in

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◀ dollars. They make an all cash offer and if the seller rejects the offer they may offer a few more dollars. Then if the seller rejects the counter-offer the investor is done and they walk away from what could be a potential good deal. If the investor would just sit down with the seller and ask the seller exactly what they want they just might find out what the sellers want and make a deal that will be profitable for both parties.

I know this may sound ridiculous but I know from experience that not every seller always wants all CASH. If the investor never asks the seller what they really want how will they ever know? I believe if the real estate market goes like the financial markets being predicted and investors aren't able to negotiate deals that can withstand massive inflation with high interest rates, like we had in the early 80's these investors face another horrible situation like we did in 2008. I believe every investor needs to hone their skills as a negotiator if they want to put together deals that will en-

sure in any financial market. This skill will be very important for those who don't have ready access to CASH.

I have personally set at hundreds of kitchen tables over the past 35 years and I will tell you, not every seller wants all CASH at the closing of the sale of their property. I learned this as I asked the sellers questions about what their plans were after they sell their property. What they need the money for, where they would like to go, what do they want to do with their lives just to name a few questions I ask.

Because there is a great shortage of true negotiating information available today I decided to write a course called "Negotiating Techniques of the Master Real Estate Investors". This course will be finished sometime in July so if you want to learn this much forgotten skill look for it on my website [www.LarryHarbolt.com](http://www.LarryHarbolt.com). I truly believe that those who learn good negotiating skills will quickly rule the market once they learn how.

Happy Investing

Larry ☀

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Larry Harbolt is the nation's leading creative Seller Financing expert as well as a popular national real estate speaker and teacher whose time-tested strategies and nuts and bolts teaching style has helped thousands of aspiring real estate entrepreneurs realize their financial dreams with little or no money and without the need for credit. Larry has been successful creatively buying and selling real estate for over 30 years and has written numerous popular articles and real estate courses. Larry also has been running a meetup group in St Petersburg, FL for real estate investors for over 13 years.

◀ *continued from page 12*

most renters aren't stock investors anyway –no offense).

So now you know why I'm so excited to get into rental real estate and private lending. And it's time to get into the game ASAP before the market crashes. I also want to help others make the transition by providing "Turn Key" rental properties to investors bundled with Property Management (because who wants to be a landlord?? – not me!). We can and will FIND, BUY, FIX, LEASE, and MANAGE the properties for you – you don't have to lift a finger. We'll be buying in high demand areas in the Tampa Bay area where there is high rental demand as well as high appreciation potential – no rough areas. I can also help you if you want to get into private lending (especially ideal in a SELF DIRECTED IRA retirement account) – to grow your retirement account tax free or tax deferred. You can buy rental proper-

ties thru your IRA or 401K accounts as well, which is encouraged.

This is my new mission, to help others get into real estate investing and growing and PROTECTING their nest eggs for retirement. I'm putting together educational content that talks about our "Turnkey Investing System" in the form of consulting, seminars, webinars, and a podcast – and you can find the information at [www.RetireEarlyRealEstate.com](http://www.RetireEarlyRealEstate.com). This is ideal if you have the money to invest or lend today (in savings, in the stock market, in a 401K, or IRA).

If you are not ready to buy or lend on rental real estate and want to get to that point – and I want you to get to that point ASAP – Wholesaling real estate, Lease Options, and Fix and Flipping is the way to go to make some cash to then put into rental real estate (think...PASSIVE INCOME = RETIREMENT). For more information

on Wholesaling real estate, please go to [www.HowToWholesaling.com](http://www.HowToWholesaling.com) for tons of information on how we did it and how you can do it too. ☀

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Matt Larsen started buying and selling real estate in October 2012. In the last few months, he and his wife Courtney have done over 25 wholesale deals with no prior real estate investing experience, very little cash and none of their own credit. Now they are both full time real estate investors, work on their own schedule and report only to each other.



FORECLOSURES GONE WILD

# Investors Gobble Up Profit on Their Own Deals

BY KIMBERLEE FRANK



I partner with my students on short sale deals and my Mentor students on all types of deals. As a mentor, my students obviously learn the importance of negotiating as low as possible in order for us to get a good deal on a property. But even after the student has negotiated as low as they can go with the Seller, I will walk through the house and tell the Seller that the price that my partner offered is too high. I finish up by negotiating the property even lower. Why? Because my students are just looking at the front end of the deal and I'm looking at all the expenses to purchase the property, private or hard money interest and points, and the rehab costs for materials and labor. In addition, I'm looking at the cost of insurance, taxes, and the utilities plus the hold time until we sell it, the cost of another Realtor to sell it should the student not conduct open houses/auctions to sell the property themselves.

It's really hard for my students to see the entire back end of a deal when they are just focusing on the front end. When we go to Home Depot, we must be aware of which features sell a home. Kitchens and bathrooms sell BIG, so we spend extra money in those areas. We get nicer cabinets, granite countertops, medium grade faucets and lights that all match the hardware throughout. Recently I have negotiated and closed several short sales and straight purchases that need rehab. I always stay with a neutral wall color (Behr Toasted Cashew - a light beige), flat white ceilings, and semi-gloss white around the trim and doors throughout. The walls and ceilings are a knock down texture throughout for consistency.

I never ever change any colors in the house (i.e. burgundy master suite) as the buyers/new homeowners may not like the colors that I prefer. One of my students decided that the kitchen and bathroom needed

to be *mustard yellow*. However, she forgot we had already matched the paint to the cabinets and granite. It was funny because I was on vacation during the rehab and she sent me pictures of the rooms and I went bonkers! As partners, we always have to mutually agree on any changes to the property; this is the reason for a partnership. However, with me as a Mentor/Partner and a Funding Partner, I may dominate somewhat as to how things will be painted and fixed up. The cabinets in the kitchen were cherry and the granite countertop was white, beige and had flecks of cherry. In my opinion, the mustard wall needed to be repainted to beige and she agreed. But did this rash decision of the student cost us money?? ABSOLUTELY! We had to pay a contractor to repaint the entire kitchen. I did allow the mustard yellow walls to remain in the bathrooms, as the bathroom cabinets were oak and the granite had a yellowish tinge to it, so luckily it matched. I can still remember my student/partner saying "Don't worry about the color." However, I take my Mentor position very seriously and I never leave anything to chance. We did sell that house and my partner and I profited over \$68,000.

Recently, my partners and I purchased a manufactured home that previously had a fire in it. The home sits on a private lot at the front of the park and the association dues are only \$30.00 a month. It is a 55+ community. We purchased it for \$42,500 and we have approximately \$7,500 in it for rehab, not including holding costs. We had to do all new plumbing, electrical, 2 new windows, paint, insulation and a vapor barrier underneath. There were some holes in the walls with wallpaper, so we put wainscoting in the hallway, power washed the outside, and added some exterior curb appeal. It is listed at \$97k and is one of the only recently updated properties for

sale in that subdivision. However, all the neighbors are talking about the "FIRE." The property has not sold yet, however, I believe it will if all the neighbors would keep their lips zipped! Ironically, they all walked through and complimented us on all the repairs we made and stated "This is like buying a brand new home." However, people who are 55+ are sometime afraid to purchase a property that had a fire, even though all the repairs are complete. We had an open house/auction and the highest bidder was \$67,500 along with 40 other possible buyers, which the students are responsible for calling. Follow up with the list is very important as many of the people were actually looking for their out-of-state family members.

Offering a Home Warranty is very effective as well, as buyer is protected. We recently placed an ad in the Tampa Bay Paper looking for new buyers, so the property will be sold soon. We also offered the selling agent a 3.5% commission, as I only charge a \$195.00 transaction fee as the listing agent. The next step is to place an ad on Craigslist and post bandit signs. In addition, another open house needs to be held to find our buyer, as counting on the MLS to sell your house with selling agents is not the best way to sell the house "FAST." So, a plan of attack had been put in place, as the loan interest, taxes, HOA dues, and utility bills continue to eat away at the profit.

Two other deals I am working on are 2 houses in Tampa with 2 different student/partners. These houses were total gut jobs removing walls and rearranging layouts. I had to go shopping with the students to agree on the light fixtures, tile, backsplashes, granite, cabinets, doors, door handles, etc. Every little penny you spend at Home Depot is very important, and if you spend over \$2,500.00 on materials in the same

◀ purchase, you receive a minimum discount of 10%. I had my students obtain bids from local contractors for a roof and an A/C condenser. The range of quotes was extreme. The price ranges for the roof were \$5,600 to \$8,000 and the A/C condenser ranged from \$2,700 to \$6,000. I spoke with the contractors and told them I need their best quote as I am building a rehab crew out in this area. I also said that I want good material with the cheapest price as this is an investment property that is being fixed and then re-sold. By using that verbiage, the quotes were lowered and we received at least a 10% discount or more. That is why I am the Mentor/Partner. I started having problems with one student who was focusing on the “best of the best of the best” materials to put in the house, as she was only focusing on the front end of the deal. I also allowed her and her family to gut the house. However, there were certain things that I wanted to keep, like the thermostat which was only 6 years old, and all the closet shelving throughout the house. These things can be cleaned, painted and we would save at least \$500.00 on the cost. There were other items that were damaged while they were gutting (tile, lighting, etc) that resulted in additional costs to us that were unnecessary. I informed her not to remove anything else in the house, but too late, there was nothing left! She hasn't seen the back end of the deal and she is also dreaming to build her own dream home. Her mentality was not to “flip a house.” I can't wait until the end for her to see how much profit that we are going to receive on the house once we sell it. My goal is at least \$40,000 profit on each property. The budget I keep is very tight; partnering with me really does save you \$1,000's of dollars!

The reason I wrote this article is that Investors need to know that if they're doing a big rehab over \$20,000, then they really need to keep up on material costs and be sure everything matches: i.e. brushed nickel

throughout, from locks to lights to handles. Your goal is to sell each house fast, at the best price and make a huge profit. Don't build your dream home, rehab your houses with everything matching, use the same tile throughout, same paint color, same brushed nickel throughout, same front door color (a deep burgundy red which means prosperity), make sure your bathrooms and kitchen are beautiful and looks “WOW!” The rest of the stuff really doesn't matter other than it needs to match.

Take your purchase price and figure out the cost of the private/hard money loan interest for 6 months plus points and add this to 6 months of HOA dues plus utilities. Figure your rehab cost on the property and subtract it from the cost of the sale of the home. Pay close attention to the neighborhood comps! When you are flipping before 90 days from the date of purchase, you will need 6 sold comparables for two appraisals to justify your price per your buyer's lender and seasoning guidelines. Get your sale price and then subtract the above expenses along with 6% commission and 2% for closing costs. Now subtract an additional 10% for miscellaneous and see what you have left? Did you eat up your profit??? I hope not and don't beat yourself up, just learn from any mistakes and stay on top of your numbers so you will always know your potential profit.

You must imagine that on every deal you have 3 huge buckets. One is filled with \$100 bills, the other 2 are labeled Cost and then Profit. Each time you take a “George Washington” out of the money bucket, you are either putting money into rehab costs or you are putting money in your own pocket. Which do you prefer? There is a fine line when making these decisions. It takes practice and it takes learning from your own mistakes. OR...you can cut down on “mistake time” and learn with a Mentor in a “hands-on” situation and save

yourself significant time and money.

2014 is all about you and I have decided that for the rest of this year I am going to write about what YOU WANT and answer questions YOU HAVE. Please email any topics that you would like to see me write on and email all of your questions to [admin@SellFastRealty.com](mailto:admin@SellFastRealty.com). I will answer them in my articles. This way, it is all about moving you forward by taking the advice from a Mentor who is physically still working and enjoying the business and wants to give you a Power Push to success!

Looking forward to your topics!

Happy Negotiating,

Kimberlee Frank ☀

*Comment on this article online at <http://tampareia.com/?p=4249>*

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Kimberlee Frank is a Master Negotiator who has closed over 600 deals since 1998. She is a Mentor, Trainer, Author and Real Estate Broker teaching Investors and Realtors how to creatively purchase and sell short sales with her Step-by-Step System. She has helped Investors and Realtors earn hundreds of thousands of dollars.



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THE MILLIONAIRE MAKER

# Closing the Deal

BY RON LEGRAND



Last month, we talked about follow up and got to the point where we were ready to prepare contracts and even had a discussion on some of those. This month, we are going to finish the “closing the purchase” process regardless of what kind of deal it is we’re closing. That means getting a contract and, when applicable, getting it to the attorney and letting him or her close the deal.

There are several types of deals you will be closing. The first is a lease option with a sandwich lease which you intend to stay in and then sublease out to your tenant/buyer. The second is a lease option that you intend to assign to a buyer, which we now call an ACTS deal. The third is an owner financing deal which you intend to buy and close with owner financing and stay in the deal. The fourth is an owner financing deal which you intend to put under contract and then assign to a buyer and get out of the deal. The fifth is a taking over debt subject-to deal, which you likely intend to stay in, and the sixth is an all cash deal. The only thing left is an option that does not involve occupancy of the house or installing tenant buyers. We’ll ignore that for the sake of this article.

In the case of a lease option agreement, whether it be a sandwich or an ACTS, this agreement is signed in the house, or you leave it with the seller, and they bring it to you the day after or whenever you can get them to finally put their signature on the dotted line. Once this happens, there’s nothing else for you to do except find a tenant/buyer for the property, and when that’s done, your attorney will close the tenant/buyer with the appropriate lease option agreement while simultaneously contacting the seller and getting anything else signed we need for our own protection. Of course, this is the

easiest closing you will do because as soon as the seller signs the agreement, in effect, you’re closed. There’s no formal closing at an attorney’s office until you locate the tenant buyer.

In the case of an owner financing deal, your objective is to get a contract signed while you’re in the house stating the terms that you and the seller have agreed to and then setup a formal closing with your attorney. Under no circumstance are you to prepare the documentation required to complete a seller financing deal. That includes a land contract, or getting the deed at the kitchen table or any of the other documents involved in seller financing that are long term agreements between you and the seller. This is the responsibility of your attorney and a most assured way for you to get in trouble if you attempt to do this yourself. I strongly urge, no I insist, that you get an attorney to close these transactions and do not try to be your own attorney. It is an absolute recipe for disaster.

So in the case of owner financing, it’s simple. Get a contract signed, decide when you want to actually close, set it up with the attorney and coordinate with the seller. Once that closing is done, your purchase is finished and now you’re ready to begin the sale or occupancy.

In the case of a deal where you’re taking over the debt subject-to, it’s the same process. Get an agreement signed in the home and then set it up for a closing with your attorney at the appropriate time. Of course, this is going to vary with each type of deal you do. For example, if you’re putting up a down payment and it’s small or none, I’d strongly suggest you close immediately to protect your deal. The faster you get it closed, the less that can go wrong. When you negoti-

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◀ ate a sweet deal and get a purchase and sale agreement signed, inevitably, if you don't get it closed quickly something will happen and you will lose that great deal because you were trying to wait 'til you get a buyer to go in the house before you close the purchase. If you're going to stay in the deal, close it immediately as long as it doesn't require a lot of cash and sometimes even if it does if you're getting enough free equity from the seller.

If however, it's more like an ACTS deal because it requires a large down payment and you know you're not going to come out of pocket to put up the down payment, well then your path is clear. Your only option is to put it under contract with clear disclosure to the seller and then find your buyer that you're going to assign it to and have the attorney close the entire transaction. Which means, you will close the purchase and then assign the contract or if you wish, you can actually have the seller close directly with the buyer and you stay out of the middle. In this case, you will still have to show your fee on the HUD1 as an assignment fee unless your attorney tells you he would like to call it something else.

What you don't want to do here is make it look like you're getting a commission for putting buyer and seller together. As long as you have the property

under contract you should not have an issue with commission. However, never sell a house unless you have it under

tenant/ buyer. And you've got a purchase and sale agreement. The same purchase and sale agreement is used for any kind of purchase and sale whether it be owner financing, subject-to, selling with owner financing, selling with subject-to, or buying or selling with cash. It's all the same agreement it's just filled out differently.

The agreement you will use for a sandwich lease because you intend to stay in it is labeled "Lease Agreement With Option To Buy-Sandwich Lease For Seller." I didn't know how to label it any simpler. That's the one you're going to use if you intend to stay in it. The one you use to install a tenant/ buyer, whether it be yours or one you're going to assign, is the "Real Property Possession and Lease Agreement- ACTS for Buyer." Now, that might be a little mislabeled because that's the same agreement you'll use whether it's an ACTS deal or whether you're going to install a tenant/ buyer in a home you own or control. Don't be confused here, that's the one with the table of contents.

Look down a little further in that column and you'll see a "Standard Purchase and Sale Agreement." Now the really good news for you is, if you go to the training section and pull up the list you will see there are videos training you on how to use every single agreement in all of my courses. You'll just have to hunt and find the one you want, there are over 100 ▶

**If you are a Member of Ron's Gold Club, these agreements are on the [Gold Club Website](#).**

To find them, click the Resources button at the top. Then click on Forms & Agreements > Control Without Ownership. You'll find most of the agreements, if not all of them, right there.

If you are not a member of Ron's Gold Club, you can sign up now for \$1.00 for your first month and get Ron's FREE Wholesaling Course at [www.RonsWholesalingCourse.com](http://www.RonsWholesalingCourse.com)

contract or unless you have a real estate license. That's absolutely acting as a Realtor® without a license.

So if you'll take a look, you've really only got three agreements. You've got a lease option agreement for a sandwich lease because you intend to stay in it. You've got another lease option agreement to install a tenant/ buyer whether it's your tenant/ buyer or you're assigning it to an ACTS

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◀ of them in total, but I think they are all clearly labeled. When you are installing a tenant/buyer in an ACTS deal your attorney will close the documents required to put the tenant/buyer in the house but at the same time they will simultaneously contact the seller and get whatever documents needed signed to satisfy his or her desire to make sure you legally comply with local, state and federal rules.

Never use an agreement out of anybody's course until you first run it by your attorney at least once so you'll know that it will comply with your state rules and you don't have issues that will have to be fixed later. If you do use an agreement

that doesn't comply, your attorney will fix it before you get to the closing so it's not a big deal, but why not get it right, right from the get go. You've only got to have your attorney check your agreements once.

Well, that's about it. That is the process of closing. Once you get the agreements signed and get everybody to sign off on it, you now own or control the house and now you're ready to go to the next phase which is selling the house or installing a lease option tenant/buyer as fast as you can. In next month's issue we will start the process of selling houses. ☀

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Ron LeGrand is the world's leading expert in residential quick turn real estate and a prominent commercial property developer. Ron has bought and sold over 2,000 single family homes over the past 30 years, and currently owns commercial developments in nine states ranging from retail, office, warehouse, residential subdivisions and resorts.

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2/3 Page	\$1,080 <small>Save 60%</small>	\$1,620 <small>Save 40%</small>	\$675 <small>Save 50%</small>	\$945 <small>Save 30%</small>	\$135 <small>Save 40%</small>	\$180 <small>Save 20%</small>	\$225
1/2 Page	\$720 <small>Save 60%</small>	\$1,080 <small>Save 40%</small>	\$450 <small>Save 50%</small>	\$630 <small>Save 30%</small>	\$90 <small>Save 40%</small>	\$120 <small>Save 20%</small>	\$150
1/4 Page	\$480 <small>Save 60%</small>	\$720 <small>Save 40%</small>	\$300 <small>Save 50%</small>	\$420 <small>Save 30%</small>	\$60 <small>Save 40%</small>	\$80 <small>Save 20%</small>	\$100
1/8 Page	\$360 <small>Save 60%</small>	\$540 <small>Save 40%</small>	\$225 <small>Save 50%</small>	\$315 <small>Save 30%</small>	\$45 <small>Save 40%</small>	\$60 <small>Save 20%</small>	\$75
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**When you're ready to get started, call Christine Griffin at 813-358-8050 or email [admin@tampareia.com](mailto:admin@tampareia.com).**

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# Tampa Area Meetings

<http://TampaREIA.com/Meetings>

## Tampa REIA Main Meeting

### 2nd Thursday of Each Month

**6:00pm – 9:00pm**  
 DoubleTree Tampa Bay  
 3050 N. Rocky Point Dr. West  
 Tampa, FL 33607  
 Leader: Dustin Griffin  
 P: 813-358-8050  
 E: admin@tampareia.com  
<http://main.tampareia.com>

### Every Monday (Except Major Holidays)

**Larry Harbolt's Weekly REI Meetup**  
**7:00pm – 9:00pm**  
 Hibachi Buffet  
 7610 49th St N, Pinellas Park, FL  
 Leader: Larry Harbolt  
 P: 727-420-4810  
 E: larryharbolt@gmail.com  
<http://larrysmeeup.tampareia.com>

### Every Wednesday (Except Major Holidays)

**Sarasota REIA Weekly Meeting**  
**12:00pm – 1:30pm**  
 Oriental Buffet  
 4458 Bee Ridge Rd, Sarasota, FL  
 Leader: Jim Willig  
 P: 941-927-0040  
 E: jamwillig@gmail.com  
<http://sarasotareia.com>

### Every Thursday (Except Major Holidays)

**Creative Real Estate Exchangers Meeting**  
**9:00am - 11:00am**  
 Denny's Restaurant  
 4999 34th St N, Saint Petersburg, FL  
 Leader: Wayne Arnold  
 E: wecreatedeals@gmail.com  
 Co-Leader: Jonathan Henrich  
 E: pinellaswholesale@gmail.com  
<http://cree.tampareia.com>

### 1st Tuesday of the Month Suncoast REIA

**6:00pm - 9:00pm**  
 Ramada Tampa Westshore Inn  
 1200 North Westshore Blvd, Tampa, FL 33607  
 Leader: Dave Marek  
 P: 813-287-1515  
 E: admin@sreia.com  
<http://sreia.com>

### 1st Tuesday of the Month Florida Gulf Coast REIA

**5:30pm - 9:00pm**  
 Bonita Springs Elk Lodge  
 3231 Coconut Road, Bonita Springs, FL 34134  
 Leader: Jon Iannotti  
 P: 724-283-5021  
 E: jon@fgcreia.com  
<http://fgcreia.com>

### 1st Thursday of the Month Sarasota REIA Monthly Meeting

**7:00pm – 9:00pm**  
 Bank of America  
 1237 Old Stickney Point Rd. Sarasota, FL  
 Leader: Jim Willig  
 P: 941-927-0040  
 E: jamwillig@gmail.com  
<http://sarasotareia.com>

### 3rd Thursday of Each Month Beach REIA

**6:00pm - 9:00pm**  
 Gators Cafe & Saloon  
 12754 Kingfish Dr, Treasure Island, FL  
 Leaders: Matt & Courtney Larsen  
 P: 813-838-0171  
 E: mattclarsen01@gmail.com  
<http://beachreia.tampareia.com>

### 3rd Thursday of Each Month IRC Main Meeting

**6:00pm – 9:00pm**  
 Winter Park Civic Center  
 1050 W. Morse Blvd, Winter Park, FL  
 Leader: Chuck Burt  
 P: 407-645-3540  
 E: chuck@ircflorida.com  
<http://ircflorida.com/>

### Last Thursday of Each Month North Port Investors Meeting

**11:30am – 1:30pm**  
 Family Table Restaurant  
 14132 Tamiami Trail, North Port, FL  
 Leader: Willis Miller  
 P: 941-378-3780

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# TAMPA REIA CALENDAR OF EVENTS

## JUNE 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	<b>Larry Harbolt's Weekly REI Meetup</b> (Pinellas Park) 7:00pm - 9:00pm	3 <b>Florida Gulf Coast REIA</b> (Bonita Springs) 5:30pm - 9:00pm 	4 <b>Sarasota REIA Weekly Meeting</b> (Sarasota) 12:00pm - 1:30pm	5 <b>Sarasota REIA Monthly Meeting</b> (Sarasota) 7:00pm - 9:00pm <b>Creative Real Estate Exchangers Meeting</b> (St Pete) 9:00am - 11:00am	6	7
8	9 <b>Larry Harbolt's Weekly REI Meetup</b> (Pinellas Park) 7:00pm - 9:00pm 	10 <b>Suncoast REIA</b> (Tampa) 6:00pm - 9:00pm	11 <b>Sarasota REIA Weekly Meeting</b> (Sarasota) 12:00pm - 1:30pm	12 <b>Creative Real Estate Exchangers Meeting</b> (St Pete) 9:00am - 11:00am <b>TAMPA REIA MAIN MEETING WITH JIMMY NAPIER</b> 6:00pm - 9:00pm <b>Late Nite Networking at Whiskey Joe's</b> 9:30pm - Late 	13	14 <b>NEGOTIATIONS WORKSHOP WITH JIMMY NAPIER TAMPA, FL</b> 9:00am - 5:00pm 
15 <b>HAPPY FATHER'S DAY</b> <b>NEGOTIATIONS WORKSHOP WITH JIMMY NAPIER TAMPA, FL</b> 9:00am - 5:00pm	16 <b>Larry Harbolt's Weekly REI Meetup</b> (Pinellas Park) 7:00pm - 9:00pm	17	18 <b>Sarasota REIA Weekly Meeting</b> (Sarasota) 12:00pm - 1:30pm	19 <b>Creative Real Estate Exchangers Meeting</b> (St Pete) 9:00am - 11:00am <b>IRC Main Meeting</b> (Winter Park /Orlando) 6:00pm - 9:00pm <b>BEACH REIA</b> (St. Pete) 6:00pm - 9:00pm	20	21 <b>Real Estate Acquisition Techniques Workshop</b> with Peter Fortunato Atlanta, GA 9:00am - 5:00pm 
22 <b>Real Estate Acquisition Techniques Workshop</b> with Peter Fortunato Atlanta, GA 9:00am - 5:00pm	23	24	25 <b>Sarasota REIA Weekly Meeting</b> (Sarasota) 12:00pm - 1:30pm	26 <b>Creative Real Estate Exchangers Meeting</b> (St Pete) 9:00am - 11:00am 	27	28
29	30	<p><b>UPCOMING EVENTS</b></p> <p><b>JUN 12</b> TAMPA REIA WITH JIMMY NAPIER ON NEGOTIATING LIKE A PRO</p> <p><b>JUN 14 &amp; 15</b> NEGOTIATIONS WORKSHOP WITH JIMMY NAPIER (TAMPA, FL)</p> <p><b>JUNE 21 &amp; 22</b> PETER FORTUNATO'S REAL ESTATE ACQUISITION TECHNIQUES (ATLANTA, GA)</p> 				