JANUARY 2014

Tampa Real Estate Investors Alliance

THE PROFIT™

Free Download! $19.95 value

Happy New Year!

MAIN MEETING

Thursday, January 9th
6:00pm – 9:00pm
DoubleTree Tampa Bay
3050 N. Rocky Point Dr. West, Tampa, FL

Constructing Offers

By Ron LeGrand

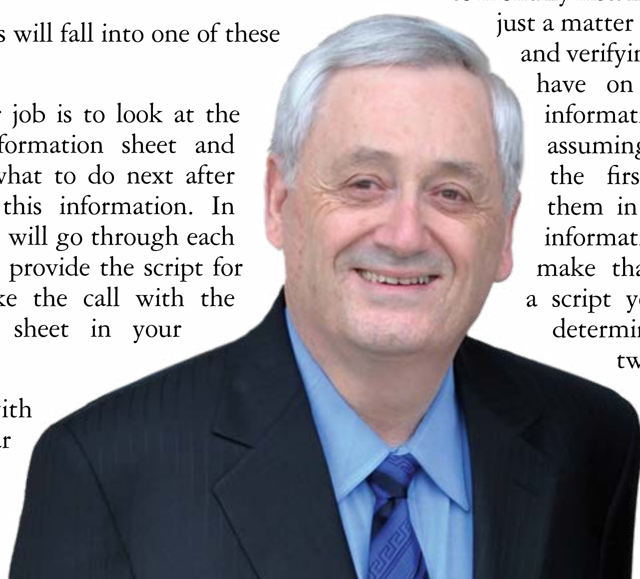
Once the seller is called by either you or your virtual assistant using our property information sheet, the prospects will come at you in one of four categories:

1. they'll be free and clear
2. there'll be a mortgage with lots of equity
3. there'll be a mortgage with a small amount of equity, or
4. they'll be over-leveraged

All prospects will fall into one of these categories.

So, now our job is to look at the property information sheet and figure out what to do next after we receive this information. In this lesson, I will go through each of these and provide the script for you to make the call with the information sheet in your hand.

Let's start with free and clear houses.



You'll know they're free and clear because the seller will tell you that when you ask, "How much do you owe?" Once you have this information, you have a prospect that will either give you a "yes" answer or a "no" answer to the owner financing question on the right side of the property information sheet. If it's a yes answer, it's a prospect. If it's a no answer, it's a suspect. If the seller will not take their equity in monthly installments, this is a dead deal unless they answer yes to the lease purchase question. If they do say yes to monthly installments, it's now just a matter of calling them and verifying the facts you have on the property information sheets, assuming you weren't the first to talk to them in collecting the information. When you make that call, there's a script you can use to determine which of the two categories they fall into:

continued on page 21 ►

The man, the myth, the legend, Ron LeGrand will be at Tampa REIA for our Main Meeting on January 9th and back for a Full Day Workshop on January 11th. Ron will be teaching you how to "Quick Turn Real Estate for Fast Cash" so you can kick start the New Year and make 2014 your most profitable year ever! See pages 2 & 3 or http://tampareia.com for more information.

IN THIS ISSUE

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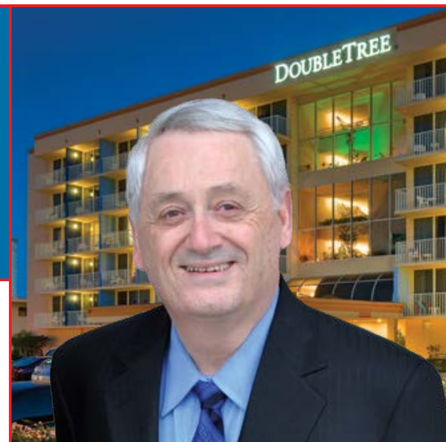
Main Monthly Meeting

January 9th, 2014 @ 6pm

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

Quick Turning Real Estate for Fast Cash!

with the Millionaire Maker, Ron LeGrand



Ron LeGrand

MEETING AGENDA*

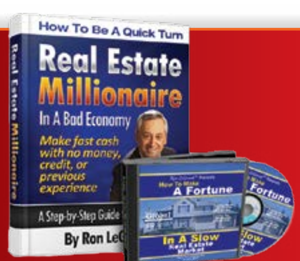
6:00 pm:	Meet & Greet, Networking
6:30 pm:	Introductions, Haves & Wants
7:00 pm:	Announcements
7:30 pm:	Quick Turning Real Estate with Ron LeGrand
9:30 pm:	Late Night Networking at Whiskey Joes

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

Tampa REIA is very excited to announce that real estate investing legend and millionaire maker, **Ron LeGrand**, will be speaking at our **Tampa REIA Main Meeting** on **Thursday, January 9th** at the at the **Doubletree Suites Tampa Bay** located at **3050 North Rocky Point Dr West in Tampa, FL** which starts at 6:00 PM. Ron has bought and sold over 2500 houses and helped create more millionaire real estate investors than anyone else on the planet and you can be one of them!

Come spend the evening with Ron where he will teach you how to "*Quick Turn Real Estate for Fast Cash*" and become a "transaction engineer" so you can kick start the New Year and make 2014 your most profitable year ever! You will learn about…

- **Making Big Money With No Money Or Credit** – Ron will show you where the big money is in real estate and how you can get it with NO money, credit or risk on your part.
- **Making Huge Profits On Over Leveraged Houses** – Ron will show you how to control houses without ownership and make a minimum of $5,000 per house 3 to 4 times a month.
- **Getting Rich In Your IRA Tax Free** – Ron will teach you how to use real estate to grow your IRA to a MILLION DOLLARS in less than five years without you ever personally contributing another dime.
- **Where To Find The Best Deals Even With Hot Competition** – Ron will show you the best tool he's ever used to absolutely ensure you never struggle to find deals and it only costs pennies to implement.
- **Where To Get The Money To Buy Bank-Owned Deals**– Since banks require cash to purchase their properties, Ron will show you where to get the cash to buy bank-owned homes that won't come from other banks or require credit or qualification.
- **Purchasing a Beautiful New Home for Your Family** – Ron will show you how you can purchase a new home for your family in the next 45 days and never fill out an application, apply for a loan, or put up a down payment.



Special FREE Bonus for Attending: If you RSVP for the Meeting using the link below, you will receive a FREE copy of Ron's book *"How To Be A Quick Turn Real Estate Millionnaire In A Bad Economy"* as well as his new CD called *"How To Make A Fortune In Foreclosures In A Slow Real Estate Market"* when you attend the meeting.

Ron will be back with Tampa REIA on Saturday, January 11th for a Full Day Workshop. See page 3 for more details..

Tampa REIA Members Can Attend for FREE and Guests for $10.00. RSVP at http://rsvp.tampareia.com

Bring your biz cards & flyers

Tampa REIA presents

The Fast Track To Wealth Seminar With Ron LeGrand

8:30 AM to 5:00 PM on Saturday, January 11th, 2014
Doubletree Suites Tampa Bay, 3050 North Rocky Point Dr West, Tampa, FL

Tampa REIA is very excited to announce that Ron LeGrand will be teaching his *Fast Track to Wealth Seminar* in Tampa on Saturday, January 11th at 8:30AM at the Doubletree Suites Tampa Bay located at 3050 North Rocky Point Dr West in Tampa, FL for a full days' worth of serious money making strategies for real estate investors.

At this All-Day Seminar, Ron will pick up where he left off at our Main Meeting on Thursday and go into much greater detail on the important topics he covered at the meeting. Here's a partial list of topics he will cover at the Fast Track to Wealth Seminar…

Session I. Making Big Money With No Money Or Credit

Session II. How To Make $5,000 Per House On Over-Leveraged Houses And Never Own Them And Do 4 A Month Part Time

Session III. Getting Rich In Your IRA Tax Free

Session IV. Where To Find The Best Deals Even With Hot Competition

Session V. Handling A Personal Financial Crisis

Ron will cover all this and much more! For much more detail on what Ron will teach you at the event, click here to

Download a Special Message from Ron LeGrand!

To Register for the Seminar, please visit http://Ron.TampaREIA.com

2-for-1 Special - Tampa REIA Members can bring a spouse, adult child or parent at no extra charge!

Gold Members $19.95*

Silver Members $29.95*

Non-Members $49.95*

***PLEASE NOTE: Tampa REIA Gold & Silver Members can bring a spouse, adult child or parent at no extra charge. Non-Members who join Tampa REIA between January 1st - 9th can attend this full day seminar for FREE and bring a qualified guest. Tampa REIA Members who renew their membership between January 1st - 9th for an additional year can attend for FREE as well. When joining or renewing your membership, please let us know if you want to attend this event at no additional charge.**

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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800 POUND GUERILLA MARKETING

Where is Your Market Place?

By Dustin Griffin

In last month's article we discussed Step #2 of *"Determining Your Marketing Plan in 7 Easy Steps"* which was to *"Determine Your Market"*. In Step 2 we covered *"Who and What is Your Market"*. Using Wholesaling as our investment strategy, we determined that our ideal property prospect was a distressed, vacant, ugly house with no mortgage or a low loan balance. Our ideal seller was a motivated seller who needs to sell and often needs to sell quickly. We also determined that our ideal buyers for these distressed properties were other real estate investors such as rehabbers, landlords, wholesalers and hedge funds who can pay all cash and can close quickly.

This month we're going to pick up where we left off in Step #2 and determine *"Where is Your Marketplace?"* If we continue using Wholesaling as our investment strategy, you now need to determine:

- Where will you find motivated sellers with distressed properties for sale?
- Will you target your entire metro area to find these properties or only certain counties, townships, zip codes or neighborhoods?
- Will your buyers want to purchase homes in the areas where you have inventory?
- Are there certain areas you should avoid?

By answering questions such as these, you will quickly start to determine the marketplace where you will buy and sell your inventory of distressed homes. To help you answer these questions, click below to download and complete the…

Local Market Evaluation Worksheet

Area	Your Local Marketing Area	Exit*	Results
POOR		Wholesale Work for Equity	Smaller Profits Quick Cash Fewer Qualified Buyers Mostly Rentals High Vacancy Rate Vandalism Likely Needs Rehabbed
FAIR		Retail Auction Lease Option Wholesale	Average Profits Fewer Qualified Buyers Lower Down Payments Higher Vacancy Rate More Tenant Damage More Repairs
GOOD		Retail Auction Lease Option Owner Finance Wholesale Wholesale Subject-To Assign Contract	Large Profits Many Qualified Buyers Large Down Payments Lower Vacancy Rate Less Tenant Damage Fewer Repairs

*By exit strategy we mean "cashing out" of an investment. This list of possible exits is not exhaustive but does include the more common exits. Click here to Download the Local Market Evaluation Worksheet.

As you can see on the worksheet, Wholesaling will work in any area or price range while other exit strategies will not. The poor, low income areas tend to have much higher concentrations of distressed properties while better, higher income areas tend to have far fewer. However, be sure to keep in mind that your average profit per deal will likely be lower in the lower priced areas and higher in higher priced areas. After all, as Ron LeGrand would say, *"The more dollars you waller in, the more will stick to ya"*.

As a new investor, you should avoid buying and selling in the "war zone" areas until you have much more experience. War zones are the very low income areas with really high crime rates. War zones are easy to identify due to the very large number of boarded up properties, trashy neighborhoods, prostitution and drug dealing on street corners, gang activity and the like. These are probably the areas you don't want to visit, even in broad daylight.

To determine the areas you want to farm for leads, you need to purchase or print out a map of the area where you intend to buy. On the map, label your home or a centralized, popular shopping center such as Walmart. Next, go out about 5 miles from this central location and draw a line on the map around your farm area. Now you can get in your car, drive around your farm area and label areas on your map as good, fair, poor and war zones. Make note of the areas that contain a large number of property prospects, especially if these are areas where people want to own or rent a home and send their kids to school. Once you've identified all the different areas within your larger farm area, you can now prioritize the areas where you want to buy and sell houses and start marketing.

Thoughts to Ponder Regarding Your Market

1. What specific areas do you want to farm for leads?
2. Are these areas good, fair, poor or a combination of each?
3. Which areas have the highest number of distressed properties?
4. Which areas have the best school systems?
5. Which areas are hot (as determined by total number of monthly sales) and which are not?
6. Which areas are undergoing re-gentrification?
7. Which of these areas will you farm on a regular basis and which areas will you avoid?

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Dustin Griffin is the Executive Director of Atlanta REIA and Tampa REIA and is also an entrepreneur, real estate investor, website developer, internet marketing enthusiast and a husband and proud father of two.

FAST TRACK TO SELF-DIRECTED IRA INVESTING

Buying a Business With Your Self-Directed IRA

By Jim Hitt, CEO of American IRA, LLC

Stocks, bonds and mutual funds are all well and good – for those seeking ordinary returns. But if you have a particular expertise, or access to a lucrative market for just about any good or service, you have the potential to earn much more by going into business for yourself than you stand to gain by investing in the broad market.

Fortunately, your Self-Directed IRA doesn't limit you to the mundane investments you read about in the papers all the time. In fact, IRA rules only restrict you from investing in a few things: life insurance, jewelry, gemstones, art and other collectables, alcoholic beverages, and some forms of gold and precious metals of insufficient purity or standardization. Other than that, the sky's the limit on what you can own!

Owning a Business in Your Self-Directed IRA

By using your Self-Directed IRA to start or acquire a business, you are in control. Rather than hoping against hope the market will be kind to you this year, you can make things happen yourself. Want your business to grow? You can invest in advertising, new equipment, a new truck, more staff – whatever it takes to react to the current economic environment. Many of our clients find that investments like these often pay off far better than anything the same investment reasonably earns in the stock market, at least at an acceptable level of risk. This must be an arm's length business, you can't operate the business, and you can't draw a salary from it.

Note: A business purchased by your IRA may be subject to unrelated business taxable income (UBTI); however, this tax can be avoided by structuring the business purchase as a C-Corporation.

I'm Concerned About Cash Flow. Can My Business Borrow, If Need Be?

The great news is that you are allowed to borrow money within a Self-Directed IRA to help your account grow. Any loans to your IRA must be on a non-recourse basis. Non-recourse means that in the event of a default, they can only seize the property used as collateral on the loan. They can't lay claim to your personal funds, nor to other assets or funds within your IRA.

Important Notes: You cannot sign a personal guarantee when borrowing with your Self-Directed IRA. The portion you borrow may be subject to unrelated debt-financed income (UDFI), which falls under unrelated business taxable income (UBTI).

Best Practices

Anyone who owns a business within a Self-Directed IRA should be aware of a few restrictions on what you cannot do. You cannot lend to or borrow from your IRA or the businesses it owns. Nor can certain prohibited individuals – which means ascendants, descendants, their spouses, your financial and legal advisors involved in administering your IRA, nor their spouses, nor any business entities they control.

You also cannot use your IRA for self-dealing. This means your IRA can't do business directly with you, the prohibited individuals described above, or any entities they control. You can't, for example, own a real estate development company in your IRA, and then use a construction company you own to build houses.

What's Next

The next step is making a call to American IRA, at 866-7500-IRA(472) to set up a free consultation about your goals and how a Self-Directed IRA may be the right tool for you. We look at your situation and objectives and help you decide if a Self-Directed IRA account is worth pursuing. ✹

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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 selfdirected 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.

THERE'S AN APP FOR THAT

Wait – My Phone Will Do What???

By Don DeRosa

"I have a thing for tools" ~ Tim Allen

So, here it is: January. You've gotten most of the pine needles and tinsel out of the carpet so the dog won't eat it. Aunt Flora and Uncle Ruben have gone back to Miami. Your kids are back in school. And you? You've had a minute or two to breathe and enjoy the satisfaction of a holiday season well spent. Time is precious, isn't it?

But now, it's time to get moving again. The warmth of the holidays has become the chill of winter, and with that comes heating bills and college tuition and credit card bills. It's time to make some serious money.

I realize it's not easy to get in gear again after the New Year. But if you're like me, you can't afford to sit on your laurels for too long. Lost opportunities are very expensive.

That doesn't mean, though, that you can't have a little fun while you're at it. So go get that new smartphone Santa brought you, and let's get cracking. You know you want to!

There was a time when owning a smartphone was a luxury. Not anymore! It's probably the most useful single gadget you own. I know people who take a lot of pride in having a very basic cellphone. That's a valid choice, of course, but now I wonder how I ever got along without this amazing device.

You already know a lot of the things your smartphone can do, of course: It's a camera – and smartphone cameras are getting better all the time. It's a GPS device that can get you to your next appointment – or to the nearest Starbucks. It's a calculator, and a music player, and a calendar, and an Internet device, and a dandy way to send a text or an email.

Hey! You can even use it as a phone, if you can figure out how to answer it. Which, eventually, you will.

But recently I discovered some apps that surprised even me. Did you know you can use your phone to measure distance? Or as a leveler? Or as a magnifying glass? There are loads of individual apps like these available for Androids and iPhones. But what I really love are bundles of tools. They're as handy as Swiss pocket knives, and you can get them for iPhone and for Android.

One iPhone version is called Pocket Tools, and it's put out by CreativeMotions. This little app has a ruler, a protractor for measuring angles, a bubble leveler, a plumb bob, a flashlight, a caliper, and a unit converter. And the grand total for this little gem? A whopping 99 cents.

Android has an equivalent called Tool Box, and it's from Maxcom. This one is also 99 cents, and although I'm an iPhone man, I have to admit that this one, which has 21 separate tools, takes the cake. There's too much to list everything here, but Tool Box includes most of what Pocket Tools has, plus a compass, a vibrometer, a magnifier, a scorekeeper, an altimeter, a counter, an abacus, a metronome, and more.

What makes these tools so useful is that they're always available. You might forget your tool box, but you'll rarely forget your phone. And that means these tools will always be at your fingertips.

continued on page 10 ►

Meet The Banksters

Why Do Courts Let Banks Steal Houses?

By Bob Massey

If the courts rule against the banks in the homeowners' favor, but no news outlets report it, does it really happen? That's the situation we're in now. If you've been digging deep, you might have seen that the estimate of bank losses from mortgage related lawsuits has increased to $100 BILLION in future payouts. This number includes settlements and judgments as well as legal fees for defending all of the lawsuits. How many stories about this have you heard on the major news outlets? Zero.

Over the last 15 years, the banks concocted a scheme to defraud their investors and borrowers that resulted in over 15 million people being displaced from their homes, and you have not seen a single story detailing the fraud the banks perpetrated and the damage it caused. You would think this is the type of story that would be all over the news, but the media remains silent.

Despite the lack of coverage from the media, the payouts and estimates of future payouts from the banks keep getting bigger. The reason for this is simple. Investors and homeowners are filing valid claims of fraud against the banks and judges and juries keeping awarding bigger and bigger settlements.

The investors who are alleging fraud against the banks are mostly claiming two things. The first is that the banks used investor money for the benefit of the bank instead of the investors. The second is that the banks fraudulently mismanaged investor money by diverting it into the banks' pockets instead of using it to fund trusts that would contain pools of mortgages. In this second case, the banks used the money themselves and never created the trusts, never funded the trusts, and never originated any loans from the trust that the investor was told they were funding. When loans were created, the lending bank never put the trust down as the actual lender. Instead, the lending bank created a straw man institution that represented their own proprietary trading account.

As for the lawsuits brought by investors the courts are seeing the merits of the case and juries are awarding bigger settlements. So why are the courts still allowing the banks to steal homes through foreclosure? For the most part, the fraud lawsuits that are resulting in large settlements are coming from the bank's investors – pension funds, other investors, and other deep-pocketed groups. Individual homeowners are mostly defending against foreclosure claims from the banks.

Unfortunately for some homeowners, many courts are still behind the times and are taking the easy way out instead of following the law. Despite the fact that banks are repeatedly cited for fraud and other violations of the law, some courts are refusing to force the banks to prove their standing in foreclosure cases. Instead they let fraudulent foreclosures go forward in the interest of clearing their dockets. In reality the quickest way to clear their dockets AND serve the cause of justice would be to force the foreclosing party to prove that they have received payment on the loan or that they represent the party who is receiving payment. If they cannot, the case fails and the court must find in favor of the borrower.

By joining forces with the investors, borrowers could combine their resources and double the amount of evidence they have against the banks, leading to massive payouts that actually benefit the homeowners who were most affected by this scheme.

While some judges have a lot to learn, overall the courts are starting to see the light. They are figuring out that the large investment banks concocted a scheme to create fraudulent, unenforceable notes with inflated values using other people's money in order to get paid by selling them multiple times, collecting insurance when the borrowers defaulted, and then foreclosing on them as if they were the actual lender in the first place.

So what does this mean for real estate investors? It means we have a GIGAN ►

TIC 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 these defaulted notes not only because it means immediate cash in their pockets, but it also takes away the possibility of a future lawsuit.

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 21 months building up a team of experienced attorneys and fraud examiners/forensic auditors who specialize in exposing exactly this sort of fraud.

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

If you would like more information on this awesome strategy, give my office a call at 706-485-0162!

Comment on this article online at http://tampareia.com/?p=3430

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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.

continued from page 8

Now, three cautions about using smartphone tools. First, there's a learning curve, so you'll need to play with these tools before they can be really useful. (I'm still working on using the compass. But then, I never could use one of those darned things.)

Second, I recommend using these tools only for estimates, at least until you're sure they're accurate. If you need precision, stick with old-fashioned tools. But in a pinch, isn't it nice to just whip out your phone to see if the floor of that old house is level?

Finally, make sure you get your downloads from a reputable site. One of my favorites is www.downloads.cnet.com. It doesn't eliminate the risk of picking up a virus, but it reduces your risk substantially.

So you see? It may be cold and snowy out there, but getting back to work after the New Year doesn't have to be a drag. Even if your smartphone isn't really a toy, it's worth some serious play time.

Now, if you'll excuse me, I've got to get back to work. I hear there's an app I can use as a universal remote control for my TV. It just doesn't get more practical than that!

Comment on this article online at http://tampareia.com/?p=3432

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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.

APPRAISER SECRETS FOR REAL ESTATE INVESTORS

Selling a Property: Identifying Comps in the Area

By Mark Jackson

Selling an investment property can be a very challenging process. One of the preliminary considerations in selling the property is what price you should ask. Evaluating the prices of comparable houses in the neighborhood may sometimes solve this problem. However, for those of you connected to REIAComps, the control and feeling of confidence you have over your deals is priceless. Using REIAComps to investigate the prices of houses, which are comparable to your deal, that have recently been sold will provide you a solid value to set the sales price..

Now there are several methods by which you can discover prices of comparable houses in your market area. The first, most costly, but probably reliable method is by hiring a professional home appraiser to conduct an appraisal of the property. Professional appraisers typically evaluate your home and similar homes in the same geographic area and provide you with a report stating the price of your house and comparing its features with other houses that have recently sold in the area. The challenge is these appraised values don't typically represent the savvy needed for an investor like you. You need not just what a home might sell for, but what you should acquire the dwelling for in the first place. You always want to "make your profit when you buy".

Secondly, retrieving tax information on houses you think might be comparable in your neighborhood is another method that may be used to identify a selling price. This information can be found in your local tax assessor's office. After driving to the county office, looking up the assessed value of the home is not necessarily the actual value of the property, but is simply the value the government has placed on the house and land. The assessed value is used to compute the amount of property taxes that the homeowner must pay every year. So, while this is a source of data, which is easily accessed through REIAComps , you will want to be very cautious or even avoid using assessed data, except for tax purposes all together.

Next, another useful method for identifying comparable homes in your neighborhood is to simply look around at the houses that are for sale near you. Many houses on the real estate market contain information tubes that will outline the features of the home and list the price being asked for the home. Gathering these information sheets from homes in your area can be a useful tool in determining which houses are comparable to your own and the prices for which they are selling. This method is actual more preferable than assessed data.

You might also consult a real estate agent to help find comparable homes in your area before selling your own home. Some real estate agents might be willing to assist you in conducting this investigation when you express your desires to them. Just remember, real estate agents are driven to earn a commission on the sale of a dwelling. There is no incentive to sell low. Plus, be very careful. Most agents will offer data on the houses which were listed by an agent and sold on the MLS. They will typically always miss foreclosed property sales, trust sales, and certainly For Sale by Owner. Each of these alternative transactions impacts the property values in a neighborhood. Fortunately, REIAComps offers data on all the transactions in a market area, not just the MLS agent listed dwellings.

So while you may consider using an appraiser, county assessed data or even a real estate agent, always remember you need two values. Acquisition and After Repair Value (ARV). The power in using REIAComps to calculate the value of your deals is like having an investing appraiser at your side. Having control and feeling confident in determining value strengthens your real estate business. Remember to always know the acquisition value as well as the after repair value (ARV). As an investor, you want to have a solid idea of not just the value of a dwelling. Because you are proactive in your business acumen thinking of the next individual in the transaction, it is vital to demonstrate there is an equity position for the buyer.

Avoid the cost of an appraiser and the guessing game of assessed values or a realtor CRM. Use your REIAComps to determine the best acquisition and ARV for every deal you look at. Don't for one moment let someone tell you the value. Let REIAComps show you for yourself. ✸

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Mark Jackson is an appraiser, real estate investor and property valuation specialist who teaches others to get more out of their real estate investing business. In 1999, Mark founded an appraisal company and soon found his true gift was analyzing property values for real estate investors. Since 2000, has closed millions of dollars' worth of his own domestic and international real estate transactions. Mark's passions are: faith, family, golf and real estate.

MARKETING MAGIC TRICKS

The 10 Deadly Mistakes That Will Kill Your Dream

By Kathy Kennebrook, The Marketing Magic Lady

I am frequently asked, "If you had it to do over again what would you do differently?" Well, I'd like to answer that question for you. There are several things you can do to help your business grow and several things you can do to kill the dream before it ever has a chance to become a reality. Let's talk about the "ten deadly mistakes" that can kill your dream.

1. **Listening to people who make less money than you do.** There are a lot of folks out there who don't understand this business at all, yet they will want to give you advice faster than anyone else. They basically want to keep you where they are, which is broke. Surround yourself with people who can guide you in a positive way and a forward direction. Get involved with your local real estate club or a mentoring program like Ron LeGrand provides for you. Read all you can on the subject of Real Estate Investing and educate yourself to move forward with your business. Don't let a "naysayer" kill your dream.

2. **Lack of Focus.** If you're anything like I was when I first got started in real estate, then you know how to find something else you'd rather do, or something that seems like it's more important at the moment. I found very quickly that I had to do the work in order to succeed in the real estate business. The more of the initial "work" I did, the faster my business grew. What I mean by the work is finding motivated sellers, learning how to structure deals and then figuring out my exit strategy. The other part of the work was to very quickly find ways to automate these systems, and get someone else doing the work for me so I could deal only with the sellers. This took concentration and the ability to learn to avoid distractions, like the telephone for example. I very quickly learned to return all calls two or three times a day instead of taking every call that came in. I also had to learn how to focus on specific types of real estate deals at the beginning of my business instead of being pulled in all directions and not accomplishing anything at all. You must stay focused in order to become successful in any business you pursue.

3. **Getting Beyond the "Get Rich Quick" Mentality.** Anyone who thinks this is a "get rich quick" kind of business is in for a rude awakening. It takes time, discipline and ongoing education to be very successful at real estate. Isn't worth it to take some time now to learn the business and start doing deals that make you thousands of dollars so you can vacation and spend time with your family a little later? There are so many "get rich quick" schemes out there that just don't work. Real estate will work for you over and over if you give it the time and discipline it well deserves.

4. **Wasting Time With Unmotivated Sellers.** I cover this extensively in my Marketing Magic System. Don't waste valuable time dealing with people who want to sell a property. Deal only with those who NEED to sell. And don't waste a lot of time on the phone with them. Automate your system to develop ways to get sellers to give you the information you need to determine if there is a deal to be made before you ever have a conversation with them. If a seller is not motivated enough to accept your offer-be it price or terms, find another seller who is. Time is money in this business. I would suggest however, that there are times you will want to follow up with a semi-motivated seller and there are great ways to do this without taking up a lot of your time. I also cover this extensively in my system. Also, don't waste your time looking at properties before you have made an offer to the seller. I never look at houses anymore without having a very good idea what my seller will accept. I just make the offer "subject to inspection" which gives me an out if the property isn't what the seller and I agreed to. Usually the deal is made before I ever see a property.

5. **Building a Huge Rental Base Before Taking Care of Today's Cash flow Needs.** I could absolutely write a book on this subject. When I first started in the business, I started keeping every single property. All of a sudden I had 55 properties in inventory and no money to pay the bills. I actually started thinking the real estate business just didn't work. Thank goodness I was proved wrong, but not before learning a very valuable lesson. I have my mentor Ron LeGrand to thank for that. We started liquidating some of those properties to get cash coming in and then developed a plan for how many houses we would retail and how many we would keep each month based on what our personal needs were. If you are just starting out, believe me when I tell you that wholesaling properties is a really good way to build cash flow quickly. If you want to keep some properties, you can do that. Just make sure you develop a plan of action that will work for you and your personal finances. Make sure you have enough cash coming in to meet your personal needs and build a nest egg of extra cash.

6. **Fear of Making Offers.** This is another subject I could talk a lot about from personal experience. I remember targeting motivated sellers, having them contact me and then leaving the information on my desk because I was afraid to contact them. Once I figured out that they are just people too, it became a lot easier. If you already have the information about their situation and their property in front of you because you have built a system to do that, you already know most of what you need to know. The rest of the deal lies in your ability to pick up the phone and talk to the seller. Fear of sellers is probably one of the most serious problems you will encounter as a real estate investor, because without the sellers, there are no deals. The biggest problem that I see with students is the fear of rejection from the seller. So what? Either they sell to you or they don't. If they don't, then simply move onto a seller who is willing to work with you.

7. **Making Excuses like "I don't know enough yet to make deals".** I am one of those people who just has to jump in first and do it and then fix it later. However, in the real estate business, this just isn't a really good idea. You do need to get some education in order to do this business, or work with someone who already has the education. Working with a partner or a mentor like Ron LeGrand is one good way to get started. However, your own education is going to be an ongoing process and you need to do it. If you try to do deals without having any idea what you are doing, you're going to get burned out quickly. You will not get offers accepted, you won't know what to do if you do get an offer accepted and you may not make nearly as good a deal as you could with a little education under your belt. Even after all the years I have been doing this business, I still go to seminars and read books to learn even more ways to do great deals. In the beginning, I learned enough in a very short time to do a lot of profitable deals and you can too. Once you get active in the business you will run into a lot of different kinds of scenarios concerning sellers and situations. This is one of the reasons I offer ongoing support to all my students as does Ron. If they get stuck on a deal or an offer, they know where they can get their questions answered.

8. **Procrastination.** There are several things you need to do in order to become a Real Estate Investor. Sitting in front of the television watching re-runs isn't one of them. You will be able to find lots of reasons to put off getting started in the real estate business. My personal favorites were "my job is keeping me too busy" and "the kids need me." Once I started making a specific plan and put it in writing, things started to happen. I have always been a list maker and working the real estate business involved making several more lists. So I started keeping a detailed planner outlining what I have to do the next day, the next week, the next month, etc. This helps keep me very focused and moving ahead in a specific direction. This will make your business grow faster than you know. You will be able to track tasks, deals, and you can keep your appointment schedule organized as well. There is nothing I know that will keep things in prospective better than a specific plan of action.

9. **Lack of Communication Skills.** One of the major obstacles I hear my students having trouble with is their lack of communication skills. There are a lot of reasons this happens. One is simply because the student is from another country or part of the country that has an accent that makes it difficult to understand them, or they don't have a total grasp on the English language. To these folks I say, find someone else to do the talking for you until your communication skills improve. A Realtor or a partner can certainly help you with this problem and you should have a Realtor as a part of your "Dream Team" regardless of your

communication level. As a matter of fact, if you have automated your business the way I teach you to, you can buy houses without ever seeing them or talking to a seller. Many of my offers are made in writing without ever seeing the property and then the details are handled by the closing agent. In fact, I deal with a lot of Spanish speaking sellers and I don't speak a word of Spanish. I simply developed a system to handle these sellers.

10. **Fear of Failure.** Let me be the one to tell you that the only person who can truly kill your dreams is YOU. The decision is simply yours to make. I know this sounds cliché, but do you really want to go through your whole life wondering if you could have done it? The only way to realize your dreams is to "fail forward". You may make some mistakes along the way but you will quickly learn what not to do the next time. I would much rather know that when I reach retirement, I will be able to do what I want to do, go where I want to go and not have to depend on anyone to provide for my old age. The easiest decision to make is to do nothing at all, but you get no reward that way. Half of the excitement of my life these days that makes me get up in the morning is finding and doing the next deal because it's a thrill for me. It definitely isn't a job anymore. I can also choose to just take the day off and do what I want to do. Only you have the ability to set yourself free to live your life in whatever way you want to, and real estate is definitely the avenue to accomplish this goal!!

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REAL WORLD REAL ESTATE INVESTING

The Objective is a Written Offer

By Bill Cook

A common mistake made by real estate investors is to forget why they knock on the seller's door. By "forget," I *don't* mean the seller answers the door and the investor stands there with a stupid, lost look on his face. I mean the investor doesn't understand the basic objective of why he's there.

Do you know the ultimate objective of meeting with sellers? I mean, why are you there? What's the purpose? Is it to be given a tour of the seller's house?

Recently, I was working with a couple of investors. By "working," I mean I was watching and critiquing – the investors had the lead and were responsible for what happened in the house. We went in the first seller's house and got the grand tour. In the end, the investors told the seller they'd get back with him, then left. Same thing happened in the second seller's house.

One of the hardest things about teaching is for the teacher to keep his mouth shut. *Oh, do I ever have a problem with this!* Not immediately correcting someone when they're doing something wrong practically makes my eyes bleed.

Before going in the third seller's house, I asked the investors, "When y'all are all done talking to the seller and are ready to leave, will you please ask if I have anything else to add?"

The third seller's house was huge and beautiful. It took thirty minutes to get the grand tour. We ended up in the basement, standing around the pool table. The seller was told how beautiful his house was and that the investors would get back with him. Then the investors turned to me and asked, "Bill, is there anything else you want to add?"

Boy was there! I asked the seller one simple, straightforward question: "Would you mind if we went to your kitchen table and I made you a written offer?" The seller smiled and said, "Sure, I'd love that!"

The reason an investor knocks on a seller's door is to get to the kitchen table. You want to get to the kitchen table so you can ask Pete Fortunato's world-famous question: *Why are you selling such a nice house like this?* Pete's question allows you to dig so you can better understand what the seller wants and why he wants it.

Now comes the *THING*. Once you understand the seller's what and why, you're able to construct a win-win offer that helps the seller get from the uncomfortable situation he's in, to a situation where he's more comfortable. Remember: If your offer doesn't help the seller to improve his current situation, he'll turn your offer down flat!

So remember the ultimate objective of why you meet with sellers: To make them a written offer! ✸

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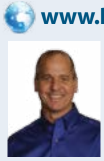

Bill Cook is a full-time real estate investor, speaker and author. He specializes in single-family homes and mobile home parks. Bill believes that real estate investing, especially the act of buying and holding rental property, is the surest way to financial independence and wealth. Bill and his wife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

REAL ESTATE RAW

Real Estate Raw

Master Lease Options 101

By Bill Ham

Lease options have made a big comeback in today's market. They are great ways to take control of real estate without using banks or lenders. They are also a great way to fix up a distressed asset that a bank won't lend on. Once you have the property up and running, you can then sell for quick cash or refinance for a long term hold.

A master lease option is a set of two contracts that give us the right to control the operations and the sale of a property. The term "master" is typically given when you are doing this in multifamily and is just a lease option when doing single family deals. The master lease gives us the right to "rent" an entire property with the right to sublet the units. By implementing the master lease we can effectively take control of the property and all of its operations. We can also control the cash flow!

The master lease side of the agreement is what will allow you to fix any problems the deal may have before you sell it or refinance with a lender. You essentially become the new owner without having to actually purchase the property. This will allow you to hire new management to take control of the deal and to implement your plan of action.

Some areas to improve may be bad management, high expenses or low occupancy. The idea is to use the income that the property is already producing to get the repairs done without having to spend your own money to fix it up. Once it is repaired…sell or refi!

The purchase option is the second half of the agreement. This document allows us to set the sale price of the property for a fixed amount of time. No one else can buy the property while you have this agreement in place. An example would be to place an option on a property for $100,000. Next would be to decide how long we will have that option for. Let's say 4 years. After this agreement would be completed I would have the ability to buy this property for some time in the next 4 years for the price of $100K. If the value goes to $200K I would get to keep the difference. To place an option on the property takes an option fee. This fee could be as small as $10 or as much as it takes to get the deal done. If you do not buy the property during the option period, then you forfeit the option money. The seller would get to keep this. Consider the option money to be a deposit. It is usually applied to the purchase price when you buy it and lost if you don't. Try to put down as little as possible while still satisfying the seller.

Now you can see that with the combination of the master lease and the option to purchase we have a master lease option. These two documents allow us to protect the sale of the property while we do our work to get the deal up and running. This also allows us to benefit from the increase in value that the property will have after we do our repairs.

Why would a seller even consider doing this? Lots of reasons. Everyone has problems in their life and in business. Real estate is no different. Sellers have problems from time to time. The key to getting a seller to accepting this type of offer is to identify what problems the property has and what problems the seller has (usually one in the same) and to show how your MLO offer is the solution to their problems. Always make your offers about solving problems and you will have a much higher success rate. Here is an acronym that I use to make sure I am creating problem solving offers.

S.P.Y.

This stands for Sellers, Property, You. This is the order of importance when solving problems. Start with what the seller wants and needs. Then look at what the property needs and lastly look at what you need. S.P.Y.

If you solve problems in that order (NOT the reverse) then you are off to a great start in using a MLO to make problem solving offers that will get accepted without using your own cash! ✸

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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.

FORECLOSURES GONE WILD

Whose Financials Do I Use For Divorced Couples On Short Sales?

By Kimberlee Frank

Many of my students repeatedly ask me, "Do I need both the Wife and the ex-Husband's financial documents when negotiating a short sale?" I let them know that there are several variables that I need in order to give them an answer. In order to have a clear understanding of whose financials I need to collect, I need the following information: Property Appraiser sheet (who's name is listed as owner?), a copy of the last recorded Deed (who's name is on there?), a copy of the Property Settlement and Judgment of Divorce (who was awarded the property and does it contain verbiage stating that a certified copy of the Judgment of Divorce and/or Property Settlement can be recorded in lieu of a Quit Claim Deed).

FOR EXAMPLE: Husband and Wife bought the house together with a Mortgage and Note from Wells Fargo. They then get a divorce and the Wife is awarded the house with no interest from the ex-Husband.

When Sellers get a divorce, typically one party will say they want the house and that person will be solely responsible for the debt on the house. A good attorney will ensure that there is specific verbiage in the Judgment of Divorce and/or Property Settlement which states that the Wife is going to be responsible for the debt on the home and that the ex-Husband will Quit Claim his interest by Deed over to the Wife so that he is no longer on the property. In addition, a good attorney will add verbiage in the Judgment of Divorce and/or Property Settlement which states that should the Husband not sign a Quit Claim Deed to transfer the property over to the Wife, then a certified copy of this Document (Judgment of Divorce and/or Property Settlement) may be filed with the Recorder's Department in lieu of (instead of) a Quit Claim Deed to transfer the property.

Unfortunately I have found that many attorneys do not completely follow up with the Quit Claim Deed nor do they put the correct verbiage in the Judgment of Divorce and/or Property Settlement in order for the transfer to be complete. This is mandatory for proper flow in the chain of title. So now what? Who's financials do I collect? It will always be the Wife and not the ex-Husband.

Let me back up and tell you facts when it comes to a Mortgage and Note that both the Husband and Wife have taken out on their property. The Mortgage is a lien on the property and the Note is a promissory note or promise to pay. Just because the one party agrees to take over the responsibility of the other person's debt in a divorce action, it **does not release** them from the liability of the debt unless the Wife who was awarded the property in the divorce obtained new financing to totally remove the Husband. So … what do you do?

After looking at the Property Settlement and/or Judgment of Divorce, if a certified copy of the Judgment of Divorce has the specific verbiage of transfer, I would not need a Quit Claim Deed. I would send a copy of the documents to the title company to confirm that they will insure the chain of title with this document being recording versus requesting a Quit Claim Deed. If the ex-Husband will agree to sign a Quit Claim Deed to complete the transaction, I would request that the title company prepare this so that I can be sure that the ex-Husband is not required to sign any future documents needed in order to complete the short sale and sell the home. As a Realtor, I would have the Wife sign the listing agreement, ►

purchase agreement, and provide all of her financial documents. I would request that she acknowledge in her hardship letter that she was awarded the house in the divorce and is unable to keep up with the payments. I would also provide to the Short Sale Lender a copy of the Property Settlement and/or Judgment of Divorce showing that there was a transfer so that they don't keep asking for the ex-Husband's financials. My biggest concern is to make sure that I obtain a full satisfaction for the lien as the ex-Husband's credit **is still affected** by this short sale. Although he was removed from ownership, which removes him from the short sale process, he is **not** removed from liability of the debt. I would also make sure that you tell the Wife that she will be responsible to claim the entire loss on her taxes and not her ex-Husband. Explain that this is not under your control because you are not a CPA; however, when the Short Sale Lender provides a 1099 on the deficiency, most of the time it will have the social security of the ex-Husband because, in most cases, the Husband is always named first on documents. The Wife will need to consult her CPA on this, as to how she claims the loss on her taxes.

Make sure you immediately pull title on this property when negotiating, as you may also find liens that the ex-Husband has attached to the property and you will have to ask the title company if these liens will need to be negotiated or can they be removed just by filing a certified copy of the Judgment of Divorce and/or Property Settlement or Quit Claim Deed.

Again to summarize we only need the Wife's financial documents to do a short sale. Hopefully she had a good attorney and there was a Quit Claim Deed filed to make your life easier when it comes to processing the short sale.

Happy Negotiating!

Kimberlee Frank

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PEARLS OF WISDOM

Turn Your TRASH Into CASH - How to Make More Money by Selling The Leads You Get… Even if You Don't Buy The House! *– Part 1*

By Tony Pearl

Not too long ago, I wrote a sweet 3-part article on how to fill your pipeline full of leads & deals. I hope by now that you're using that advice to get lots of leads coming in that you can work with. If not, then go back & read it again!:

And now that you (hopefully) have leads coming in, it's time to introduce you to a new technique to make money. I'm going to try to keep this brief, because this technique is very simple, and we don't want to complicate it. Don't do like I did in the beginning & over-think this.

It works & it works well - IF you simply take action & DO it!

Here's The Problem: As you begin to market for sellers of houses (motivated or not), you're going to come across a lot of various stories, situations, and circumstances. Sometimes, you might find that you're not able to buy the seller's house or do business with them. There are a lot of reasons why this is possible.

You Might *Not* Buy The House Because You:

- Don't know what to do,
- Don't know how to do it,
- Can't see an exit strategy
- Just don't want to mess with it, because it would be too much work for you
- Don't want to do this type of deal now (i.e. rehab, short sale, etc.)
- Are not in the geographical area as this house. (Like if you live in Dallas and the house is in Northern California and you have no ties to that area)
- Are still too scared or fresh to do a deal
- Have your hands full with deals already
- (Fill in your reason here)

...BUT You STILL Want to Make Money!! (Naturally)

In situations like those above, you **can** *still* make money by simply being creative! Hey, this seller has taken the time to talk to you. They most likely have a problem or a situation with their house and they need help. Don't just ignore them. As a "Creative Real Estate Specialist," you can and should still do something to help them AND make money for yourself by providing a solution for them, right? Right!

The "Usual" Deal: Typically, in the ***real estate wholesaling*** game, there have been many times when I had too many deals on my hands and didn't have time to take on another rehab project… OR when I had a seller contact me with a house that was WAY out of town… OR when the amount of rehab work needed exceeded my pain threshold…

OR when I just didn't feel comfortable doing the deal, but still saw it as being potentially profitable.

You get the idea.

So in those situations, here's what you should usually do: Get the House Under Contract (to buy), then quickly turn around and SELL That Contract to Another Investor Buyer For MORE Than The Amount You've Agreed to Pay For it!

This is also known as: Wholesaling 101. Basic wholesaling at its finest, ladies & gentlemen! *Aren't you glad you're reading this article? :)*

The amount of money you can usually make from deals of this nature range anywhere from $1,000 (absolute minimum) to $5,000 (usual minimum) to $10,000 (more like it) on up to $50,000… or more (on bigger houses or commercial deals).

Those wholesale deals are great! Quick & easy money without really lifting a finger, swinging a hammer, or fixing ►

a house. It's "The Lazy Man's Way to Real Estate Riches" (I just made that title up! I'll have to use that somewhere soon).

Here's How It Works *(Apologies to those who already know this):*

1. You get all the values you need in order to make a proper offer.
2. You run your magic formula and make an offer on the house.
3. You get the house under contract to buy at a wholesale price.
4. You find an investor buyer who wants to do a rehab deal & doesn't mind paying you for finding the deal for them.
5. You get the property under contract to sell to your investor buyer for a higher price than you're paying for it.
6. You close the deal & get paid! Simple.

Here's the Magic Formula You Need:

ARV x .65 (65%) - Rep = MAO

MAO - Your Profit = WMAO

Huh? Don't worry, I'll quickly explain all this…

ARV stands for "After-Repaired Value" - it's what the house will appraise for once it's all fixed up & beautiful. In the wholesale real estate game, the houses you deal with are usually NOT in that condition. But you need to know this amount in order to properly do a deal.

MAO = Maximum Allowable Offer. This is the MOST you can pay for a house YOU intend to rehab.

WMAO = Wholesale Maximum Allowable Offer. This is the most you can pay when you're intending to wholesale the house to an investor buyer.

REP = Repairs needed to fix the house & make it perfect. We typically estimate this in $5,000 increments.

OWE = How much the existing loan balance is.

ASK = How much the seller is asking for the house.

Example: You get a call from a seller with a house that has an ARV of $150,000. They have NO Loan balance (own it free & clear), and are asking $100,000 for it. It needs about $40k in work to make it beautiful.

ARV: $150k

OWE: $0

REP: $40k

ASK: $90k

You do your formula, which is: **ARV x .65 - Repairs = Maximum Allowable Offer (MAO).**

Then, subtract your intended profit from there & you'll have your Maximum Wholesale Allowable Offer (**WMAO**).

So if you want to make $10k, you'd come up with your WMAO as being: $47,500.

Because $150,000 x .65 = $97,500.

$97,500 - $40,000 (Repairs) = $57,500

$57,500 - $10,000 (Your Profit) = $47,500

Therefore, your **WMAO = $47,500. This is the amount you would *offer* to the seller.** If they accept your offer, you'd then get it under contract to buy at that price.

Then, you would simply go out & sell that contract to an investor buyer, and get him to pay you as much as you could (but probably $57,500), and set up a closing date w/ a title company or attorney. That's where you'd get paid your $10,000.

Q: What if the seller didn't accept your offer?

A: You'd try to negotiate with them, but not go over your MAO Price for buying all cash.

Q: But what if they still didn't accept your offer & you couldn't negotiate with them no matter what?

A: You can still make money by using a new 'Secret Strategy.'

Now we're getting to the real value of this article!

And I hate to do it, but you'll have to wait until the next issue to read the solution to this problem.

Trust me, it's worth the wait!

Until Next Time,

Tony Pearl

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Tony Pearl is an entrepreneur, copywriter, proud father, mentor, marketing consultant and talented teacher who resides in the Washington, DC area. He has traveled to over 26 countries, speaks 4 languages, and continues to travel extensively. He has been a professional Ballroom and Latin dance instructor, competitor, and exhibitor for over 19 years. As a Real Estate Investor, Tony has bought and sold over Ten Million dollars worth of real estate, and has been educated by and associates with the best.

◀ *continued from page 1*

1. They will either be willing to sell with little or nothing down and a low monthly payment or
2. They will want a substantial amount down with a higher monthly payment.

Fortunately, you can work with either in today's market since the advent of ACTS.

Of course, I'm going to be looking more for the ones with the small monthly payment and the small down payment so I can stay in the deal and install a lease option tenant buyer in the house, and collect a substantial upfront fee as well as a monthly spread for years to come. Here's an example of that kind of a deal: the seller has a house worth about $200,000 in excellent condition, and they want $200,000 for it, so we arrive at about $185,000 purchase price with $5,000 down and $1,000 a month and perhaps a 5-year balloon or longer if we can get it. Once we sign that up, we now immediately plug in a lease option tenant buyer for about $220,000 with $25,000 down at $2,000 a month. Now, we have gained a net profit of $20,000 and $1,000 a month for years to come. It's obvious why this is my favorite kind of deal.

The second will be one where the seller is not so flexible. Perhaps, they want $200,000 and won't budge, and they want $1,500 a month for a payment and $20,000 down. Well, since the advent of ACTS, you can give them exactly what they ask for if you can't talk them into anything less. Our goal here is to go sign it up on a purchase and sale agreement for the $200,000, the $1,500 a month, and the $20,000 down and simply find a buyer who would love to buy with owner financing and give us $30,000 down and take over our contract. That means, we'll net $10,000, and we'll be out of it. Now, of course, I don't have anything against the $10,000, but there will be no residual income on this kind of deal. So what it comes down to is the sellers' answers to your questions will determine what kind of a seller financing deal you have. Basically, they are constructing and presenting the offer to you, so it's up to you to accept it or not accept it.

I think you'll agree after reading that script it makes the job of determining whether the seller's in or out easy. Now all you have to do is make the appointment if you like the answers you get from the seller. If you don't like the answers, you don't make the appointment.

Now let's move onto houses with a mortgage and lots of equity. First, the seller must say "yes" to the question in the middle of the property information sheet which says that they will lease option the property. If they do say yes, you have a potential prospect because they've shown flexibility. Now your goal is to get on the phone with them, verify the facts on the property information sheet and then have a little discussion about this lease option thing. Your objective here is to create a price and a monthly payment that you can put into the market place and quickly get a tenant buyer to accept your offer. Your offer to the market will depend on your agreement with the seller. In the case where the seller has a lot of equity, it gives you more room to construct a lower monthly payment than in the case where they don't.

Let's use an example. Let's take a $200,000 house with a $142,000 loan on it with a $1,150 PITI payment. In this case, you can see the seller's got a lot of equity so you have room to negotiate their asking price of $200,000 down some. However, since their payment is $1,150, if the seller's asking any more than that, it's clear you can't stay in the deal, and you'll have to get out of it because the market won't bear much more than that. I'm guessing in most markets that house would bring about $1,500, so there is $350 a month in there if you choose to stay in it, but frankly, it's pushing the envelope a little depending on where you live. So, our objective is to simply ask the seller if they would do a lease purchase if we can agree upon the terms, and if they're okay with our rent covering their payment for some length of time. So, it's a simple question, and when you get the right answer, you make an appointment.

Okay, once you get the answers to these questions, now you can quickly see whether it's going to be a sandwich lease option (where you stay in it and collect monthly income) or whether it's going to be an ACTS deal. For example, if the seller will perhaps lease option it to you for maybe $185,000 leaving you a little equity in it and let you make the $1,150 payment, you might decide to stay in it and sublease it out for say $210,000 with a $10,000 or $15,000 non-refundable deposit and $1,500 or $1,600 a month. That will give you a nice lump of cash now and monthly income for a long time. ▶

On the other hand, if the seller says, "No, I want $200,000 and I want $1,500 a month," you can still sign it up on a lease purchase, making sure the seller understands your objective is to find a tenant buyer that they can approve and then you will collect whatever assignment fee you can get out of them and just assign them your contract. Of course, that's an ACTS deal. But, the questions from the script (above) will determine whether you go see the house, whether it's a sandwich lease or an ACTS deal. So again, the seller has made you the offer. All you have to do is either accept it or slightly tweak it and the math will determine whether it's a deal or not a deal.

That brings us to a mortgage with a little equity. In this case, we're actually looking to buy the house for what's actually owed on it. And, either we'll take over the debt subject-to, which means the seller will deed us the property and leave the loan in their own name, and then we'll begin making payments on it two or three months later depending on what we can negotiate with the seller. Let's look at an example. We have a $200,000 ARV with a $182,000 loan and a $1,480 payment on it. The seller is asking $190/$195,000. Regardless, when we see this little amount of equity, our first instinct is to ask them if they'll sell for what they owe on it, which is the question on the left side of the script in the middle of the property information sheet.

When you get a yes, you know you're either going to take it over subject-to or lease purchase it for the amount of the debt. Which one of these two you choose, depends largely on which state you're in, the closing costs required to take title, your desire to actually own the house, and whether or not you want to stay in it.

If you want to stay in it, you might strongly consider taking the title subject-to which means you'll own it and never have to have any more communication with the seller. If you want to lease purchase it, then you have to decide whether you're going to just ACTS it, which is assign your contract and get whatever you can out of a buyer or whether you intend to stay in it. And, in this case, I would not advise staying in it because your payment is about as much as the market is going to bear. Whenever you see that is the case, the best thing to do is exit quickly, get a check and move on.

So, by asking the simple question, "Will you sell for what you owe on it," you determine whether you need to move forward or not, and the script we use (below) is the one we would use if we think we want to stay in the deal and buy it subject-to.

Before you go to the house and determine whether you want to take it subject-to, you want to make sure the seller understands the loan will stay in their name if you do so. However, once you get a yes to the question of "Will you sell for what you owe on it," the seller has actually made you the offer. You now just have to decide whether it's going to be a lease purchase or a subject-to. More on that when I see you at Quick Start Real Estate School, where I dig into that in depth because that is an important question that will require some thinking on your part. But, as usual, the seller has made you the offer. Now, you just have to decide how you want to proceed from here.

Lastly, we have our over-leveraged deals. These are houses where the seller owes more on them than they are worth. Let's take our $200,000 example and assume it has a $220,000 loan on it with a $1,720 payment. When you see these numbers, you immediately know it's an ACTS deal. There is no equity in it, and there's no monthly spread possible, so there is no reason for you to stay in it.

Your goal is very simple. Just get on the telephone with the seller and read the ACTS script (below) to them, and determine whether you want to go put the property under contract to lease purchase and find a tenant buyer to assign the contract to.

Once the seller has acknowledged they'd like for you to come take a look at the house, and you've made it clear by reading the script that your intention is to lease option it and find a tenant buyer to install with their approval, then your path is clear to set the appointment. Again, the seller has made you the offer based on your questions. Now, of course, you need an appointment script to make the appointment and to make sure you're not wasting your time. You'll find that below.

As you can see, the seller's intention is clear here and you will need both parties present before you can get any agreement signed. And, I always want to know the seller is ready to do business when I go out to the house.

Well, that's about it for now. That's enough for you to try to absorb, and it is by no means a complete course on constructing offers, but it's enough for you to get out there and get some contracts and hopefully get some deals to put a few thousand dollars in your pocket. I want you to get to Quick Start Real Estate School as soon as you can. It will be the turning point for you, and where all of the information that you've read here will become crystal clear as we do it with dozens of prospects live in front of the class brought in by our students.

Next month, our discussion will be on presenting offers, how we handle the visit to the house and deal with the seller. ✹

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ASSETS 101

How Should I Title My Personal Residence?

By Dyches Boddiford

Often I have investors ask me what entity should hold their personal residences. Many want to use at least the land trust or Family Limited Partnership. But by using any of these, you could be losing tax and financial benefits. So, how do you protect it?

Your personal residence is protected by being mortgaged 100%. Don't worry, I am not suggesting that you have loans out totaling the full value of your residence, but have a home equity line up to 90-100% of the value. If you get the line from a first tier lender, the mortgage document at the court house will typically not specify that it is an equity line. It will appear that that amount is a loan on the property. Of course, you don't have to draw on the line if you don't want or need to, but having it available will provide you financial comfort as well.

Why not move the personal residence into an entity? Well, there are three reasons:

1. In some counties you may be denied homestead exemption, increasing your property taxes. And even if you are successful for property tax purposes, there is no guarantee that a court will recognize your homestead to protect a portion or all of your home's value against a judgment or in bankruptcy.

2. Section 121 of the tax code provides up to $250,000 of gain per individual for sale of their principal residence if they owned and lived there two out of the last five years. If held in a land trust, you may be able to convince the IRS that you indirectly owned it, why even raise the question. If it is in a limited partnership, corporation or LLC, the IRS has already said Section 121 is not available.

3. And lastly, you do not want to appear too sophisticated. By holding the property in anything other than your own name or your revocable living trust, you might hint to someone doing an asset search how you hold other property. One of the tenets of asset protection is to appear as a little guy, just another working stiff.

Should it be in both spouse's names? If one spouse is in a high liability business, such as a doctor, contractor, etc., an advantage could be had by titling the house in the name of the less exposed spouse. If both spouses have low liability occupations, then the home can be in both names.

The bottom line is that you should title your personal residence in your own name, your spouse's name, both names or a living trust to avoid the potential problems above. If in both names, should it be as tenants in common, joint tenants with right of survivorship, tenants by the entirety, or community property? It will depend on your own situation and the entity forms available in your state. We will discuss the different forms in another article. ✹

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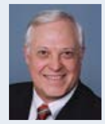

Dyches Boddiford is a full time investor who speaks from experience in a variety of real estate areas. His seminars and conferences are intended for the serious real estate investor, though entrepreneurs in other businesses or investments will find his training helpful as well.

HOW TO BE A REAL ESTATE INVESTOR

Hitting the Bulls Eye: Becoming a Hunter

By Russ Hiner

Owners of vacant houses can be hard to find, so I am about to give you some insider tips so *you can hunt these elusive owners…*

Once upon a time, I found a boarded up house and wanted to find the owner. Given my experience, I knew that trying to find the owner through tax records might get me an address, but mailing anything to that address would be a waste of my hard earned 42 cents. I needed to find another way to hunt this owner. So I started thinking like a bill collector. I did research on the bill collector site to learn how they locate people and get their money from people who "skipped."

Here is what I have found: most investors are lazy. If they send the postcard to the address on file and get the card back, they have run out of creative ideas and move on. I have learned, though, that diligence pays off. One more step, the one that the lazy investor doesn't take, will be the one most likely to get you results.

Great News! Once you find the owners, they are very easy to negotiate with because you are solving a huge problem for them. They won't go out and find other investors at a higher price. They will wonder how YOU found *them*.

What is Your Time Worth?

Remember that well-managed time = money.

When you start to hunt owners, you must consider time management.

In my case, my hourly wage is over $100. So if I invest 15 minutes hunting delinquent owners, I would be better off hiring a private investigator or **Virtual Assistant**.

Virtual Assistants are experts who hunt my leads.

Let's break it down like this: The average cost for a lead is $30. Understand that when you get a great network or tap into to a mentor's network, your price per lead will drop! This means that your profitability will go up.

I want you to work smarter. I want you to do less and get paid more!!!!! I tell my trainees that they should hunt for no more than 20 minutes. If this does not yield information, then farm it out.

►

◀ I have a flow chart on "How to Hunt People" uploaded at http://tampareia.com/?p=3471 for you to follow toward your success.

This is not the complete list, but when you join me in training and coaching, you will learn the fine details of successfully hunting owners.

12 Steps to Increase Your Odds: Finding Owners

Step #1

- Find the information on Tax Records or any other available program, including state courts, deeds, and records.
- Find owner's name or entity's name.
- If there is phone #, contact them. If there is no number, go to next step.
- If they are having the tax bill sent/forwarded to another address, research that address.
- Look at marriage records to see if they have a spouse.
- Look for liens and law suits in the court records.
- Look for IRS liens.
- Look for criminal records.
- (Sex offenders typically don't own property. So this will probably be a dead end.)
- If you find an entity, continue to bullet 12.
- Look to see what other property they may own.
- Look in other counties.
- Note: The most expensive house is the one where they live.

Step #2

- Search www.google.com for the name.
- If it is an uncommon name, then this step will be easy.
- If it is a common name, run the spouse's name also.
- If there is a phone #, contact them. If not, go to next step.
- Enter the address or zip code to refine the search.

Step #3

- Go to the list of sites below, and see if you can find the number for free.
- Enter the address and name to refine the search.
- Run the spouse name also.

1. www.411.com
2. www.PhoneDetective.com (Paid)
3. www.intelius.com (Paid)
4. www.instantcheckmate.com (Paid)
5. www.Spokeo.com
6. www.whitepages.com

Step #4

- Call 411. If no luck, go to next step.
- When you call 411, ask for 2 other owners' numbers.(411 allows you to ask for up to 3 numbers for one fee, so this helps you to use your resources wisely.)

Step #5 - Go to www.accurint.com / www.lexisnexis.com

Step #6 - Send out a postcard with an address requested on the piece pay the extra postage to have this happen.

Step #7 - Drive around the neighborhood to talk to neighbors to see if we could get information on the vacant home

Step #8 - Place a "For sale" sign in the front yard which has your phone number on it.

Step #9 - Put a fake ad on Craig's list, back page, yahoo, postlets, which has a description of the property.

Step #10 - Go to Social media. Face book, LinkedIn, Twitter, Pinterest.

Step #11 - Go to the Secretary of state website.

Step #12 - Hire a private investigator.

Intrigued? Want to Learn More?

If you're in Atlanta, join me and other successful investors at the Atlanta REIA Creative Deal Structuring Subgroup on the first Wednesday of each month at 7:00 PM at the JAYA Center located at 3845 N. Druid Hills Rd, #101 in Decatur, GA. Let me coach you to learn the market and find your niche!

I am looking forward to meeting you and helping you on your way to success in the New Year! ✹

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Russ has been investing in real estate in Atlanta Georgia since 1981. His company currently controls apartment buildings and single-family properties in Georgia and other states. His focus is on raising private capital through Hedge Equity, LLC.

Russ invests everyday. His knowledge and experience is current in the market. He is capitalizing on the needs, wants, and desires of the customer. He has a deep level of experience in building relationships with vendors, investors, tenants, sellers, and qualified buyers. He has the knowledge to negotiate contracts, manage rental properties, and make his co-investors wealthy. He enjoys taking properties which are virtually destroyed, renovating them, and creating a better community.

QUICK FLIP FOR FAST CASH

Pick An Area To Focus On And Focus On It!

By Matt Larsen

Happy New Year!! You may be reading this in early January even though I am writing this in December so I figured I'd throw that out. Hope you had a great Christmas season as well. It's always my favorite time of the year. Our December one year ago I think was still our best month Wholesaling. We did 12 deals – which was insane. Don't let up in the holiday season – it can be a good time to get deals.

So this month I want to talk about Focus. Real Estate investing in general has got to be the most distracting business out there. I've never been in a business where you can be going in 10 different directions. Using 10 different exit strategies and 10 different marketing techniques. I am/was one of those people. I thought I could be a "wholesaler/lease option/seller finance/subject to/fix and flip/short sale/REO/vacant land/note trader" Real Estate Investor. Now I still think I "can" be this, it will take time. I think there are some bad asses out there that are this Investor, but they are 10-20 years into the business. Don't try to be an expert in 10 different types of deals right out of the gate. Perfect one – which means you are consistently making money from it – THEN move on to the next strategy. Then have 2 strategies going for a while until both are making money – THEN add a 3rd. And so on.

And I mean that as far as what kind of deals you are focusing on. The other types of deals will find you inevitably through your marketing that you are putting out there. As an example – we are looking for Wholesale deals, but of course we come across deals that are under water (short sale), bank owned (REO), don't want our cash offer but might take terms over time (seller financing), have a mortgage but can't sell outright (lease option or subject to). We are learning on how to make money on these deals, but it has taken time and takes some education. So focus on what you are looking for and you will stay more on track. If you are marketing for something – deals will find you. Just stay focused.

The other thing to stay focused on is your geographic territory that you want to do deals in. We live in the St Pete Beach area and I'm tempted to do marketing in Tampa, but it's 45 minutes away. That's tough ground to cover, so we've decided to focus on St Pete and that's it. Sure, you can get to a point where you have people working for you that can cover the territory and that's when you can expand, but don't spread yourself too thin at first. Focus on a territory and become the MASTER of that territory. We focused on a low income area in St Pete and have done A LOT of deals because we did that. We also built a reputation for doing deals in that area which has given us much more opportunity – met other investors, wholesalers, etc. that knew we focused on that area and they would give us deals because we were more familiar with the territory. Get known in your territory and deals will find you without having to do any marketing.

So that's why it's important to Focus. Focus on your strategy – is it Wholesaling, Fix n Flip, Lease Options, Seller Finance? A lot of times that will tell you WHICH territory in your area will be the best geographic area to focus on. Wholesaling – might want to focus on low to middle income areas – since you need to be able to flip for cash. Fix n Flip, Lease Options, Seller Finance – you might want to focus on middle to upper middle income areas, or even high end based on your strategy. That's more based on what you would want to keep for yourself or if there is a big upside profit.

So really concentrate and focus on what you are looking to accomplish – especially if you are just starting out. You can waste months or years learning all of the techniques and never making a cent in any of them because you were too busy trying to learn all of them. Pick one, dig your heels in and take no prisoners. Dominate it. Then it gets easier, deals come to you easier, you are making money, THEN you can pick a 2nd strategy to start "Dominating".

I may have been all over the place in this article, but I have seen too many people including myself get distracted by all the different ways to make money in real estate and have seen them make NO MONEY. I still know pretty much nothing about real estate but I did finally focus and now have done 55+ deals in the last year. The point is to make money, so don't get hung up on learning everything, just pick one way and get it going. Let's make 2014 the year we finally DOMINATE our market and break thru. Be sure to go to www.HowToWholesaling.com to get more great tips on dominating your market.

Make it a great year,

Matt & Courtney Larsen

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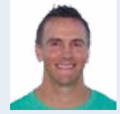

Matt Larsen started buying and selling real estate in October 2012. In the last few months, he and his wife Courtney have done over 25 wholesale deals with no prior real estate investing experience, very little cash and none of their own credit. Now they are both full time real estate investors, work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

CREATIVE FINANCING IS KING

WARNING! Only Offering Sellers CASH for Their Property May Be Detrimental to Your Financial Future!

By Larry Harbolt

A few weeks ago I attended a weekend training put on by, who I believe is the most creative and knowledgeable real estate investor and teacher in this country. The training was put on by Peter Fortunato. Peter spent two days with his class explaining how dozens and dozens of deals he had helped structure without the need for institutional financing or credit. It truly amazed me how he never completed any of the deals he spoke about in the same way twice. Each and every one of the deals was structured in a way to achieve a specific objective. In other words, each deal was structured to come up with exactly what his or the seller's goal was at that time.

Some deals were designed to minimize taxes, some were designed to maximize cash-flow, while others were designed to overcome some type of problem the sellers were facing and thought they had no solution to their problem until they talked to Peter. Peter, who is considered the master of "Doing Things on Purpose" would create deal structures that solved the problem at hand. His work has amazed me for years and when I take one of his classes I become even more amazed how anyone could create the deal structures he does.

In this class I realized what Peter was trying to teach us. He was telling all of us that every deal you will ever come across will always be different and each of those deals will take a different solution than the last deal to solve the seller's reason why they are selling their house. Over the course of the weekend he showed us why giving ALL CASH to the sellers wasn't always the best answer for every seller's problem. From my own personal experience I have also found that every seller doesn't want ALL CASH. I have found some sellers need debt relief and others may want to sell because they are tired of dealing with a problem property. I have bought houses from sellers who were trying to avoid as much tax consequences as is legally allowable. I know every seller has a different reason for selling their property and when you as an investor figure out what the sellers really want will always be a better solution than just throwing cash at every seller. In my own experience CASH was not the main objective of the sellers I have dealt with over the past 35 years.

The problem as I see it, we have all been taught that the only way to pay for a house today is to go to a bank, get a loan and pay the seller all of the money they are entitled to from the sale of their property. We are taught that every seller only wants CASH and will not take anything else. If you truly believe that, think again!

I guess the moral of this story I am explaining to you is, "if a seller doesn't want what you first offer them, make another different offer, if they say no again make another different offer until the seller accepts what you are offering".

I can't over emphasize the fact that you ALWAYS need to actually talk to the sellers to find out why they are selling and what it is they actually need. If you can't talk to the sellers and discover why the seller is selling, you stand little chance of giving the seller what they really want and need to solve the problem they are facing in their lives.

I have learned that there are dozens of ways you can make an offer to buy any sellers house. There is not just one way. One sized offer doesn't fit all deals.

Remember, solve the seller's reason for selling their property and you will always have a better chance of buying the sellers house. This will always be better for both you and the seller by giving the seller what they want and you create wealth and your financial freedom.

Happy Investing!

Larry Harbolt ✹

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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.

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://larrysmeetup.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: amanagement1@tampabay.rr.com
Co-Leader: Jonathan Henrich
E: jshenrich@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

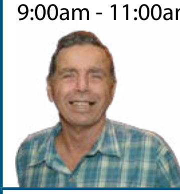
PLEASE NOTE: This schedule is subject to change.
Visit **http://TampaREIA.com/Calendar** for the most current schedule.

If you have a Tampa area real estate investor meeting you would like to see listed here, contact Tampa REIA at 813-358-8050 or admin@tampareia.com.

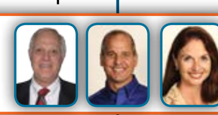
PLEASE NOTE: This schedule is subject to change. Visit **http://TampaREIA.com/Calendar** for the most current schedule.

TAMPA REIA CALENDAR OF EVENTS

JANUARY 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
UPCOMING EVENTS ★ JAN 9 - TAMPA REIA MEETING WITH RON LEGRAND ★ JAN 11 - TAMPA REIA FAST TRACK TO WEALTH SEMINAR WITH RON LEGRAND ★ FEB 13 - TAMPA REIA WITH TOM DIAGOSTINO ★ FEB 15 - TAMPA REIA TAX SALE WORKSHOP WITH TOM DIAGOSTINOSEMINAR WITH RON			1	2 **Sarasota REIA Monthly Meeting** (Sarasota) 7:00pm – 9:00pm **Creative Real Estate Exchangers Meeting** (St Pete) 9:00am - 11:00am	3	4
5	6 **Larry Harbolt's Weekly REI Meetup** (Pinellas Park) 7:00pm – 9:00pm	7 **Suncoast REIA** (Tampa) 6:00pm - 9:00pm **Florida Gulf Coast REIA** (Bonita Springs) 5:30pm - 9:00pm 	8 **Sarasota REIA Weekly Meeting** (Sarasota) 12:00pm – 1:30pm	9 **Creative Real Estate ExchangersMeeting** (St Pete) 9:00am - 11:00am **TAMPA REIA MAIN MEETING WITH RON LEGRAND** 6:00pm – 9:00pm **Late Nite Networking at Whiskey Joe's** 9:30pm – Late 	10	11 **Tampa REIA Fast Track to Wealth Seminar with Ron LeGrand** Tampa, FL 8:30am - 4:30pm 
12	13 **Larry Harbolt's Weekly REI Meetup** (Pinellas Park) 7:00pm – 9:00pm	14	15 **Sarasota REIA Weekly Meeting** (Sarasota) 12:00pm – 1:30pm	16 **Creative Real Estate Exchangers Meeting** (St Pete) 9:00am - 11:00am **IRC Main Meeting** (Winter Park /Orlando) 6:00pm – 9:00pm **BEACH REIA** (St. Pete) 6:00pm – 9:00pm	17	18
19	20 **Larry Harbolt's Weekly REI Meetup** (Pinellas Park) 7:00pm – 9:00pm 	21	22 **Sarasota REIA Weekly Meeting** (Sarasota) 12:00pm – 1:30pm	23 **Creative Real Estate Exchangers Meeting** (St Pete) 9:00am - 11:00am 	24	25
26	27 **Larry Harbolt's Weekly REI Meetup** (Pinellas Park) 7:00pm – 9:00pm	28	29 **Sarasota REIA Weekly Meeting** (Sarasota) 12:00pm – 1:30pm	30 **Creative Real Estate ExchangersMeeting** (St Pete) 9:00am - 11:00am **North Port Investors Meeting** (North Port) 11:30am - 1:30pm	31	FEBRUARY 1

CAPTAINS OF THE DEAL CRUISE JAN 27-FEB 1
See http://CaptainsOfTheDeal.com for more information.



(L-R) Dyches Boddiford, Bill Cook and Kim Cook