

8:30 - 5pm

1. Introduction/Syllabus

- a. Who I am, my qualifications
- b. Timing of class, breaks, lunch time
- c. Breakdown of subjects, order of what we'll cover

2. Goal Setting

- a. Defining your future
- b. Savings v. Income and Rich v. Wealthy
- c. Why Real Estate
- d. Establishing a plan
- e. Investor Examples
- f. Considerations for # of assets & length of hold
- g. Holding Strategies & 'House Hacking'
- h. Scale of Passivity

3. Finding Information - Websites/Meetings/Networking

- a. Wakegov.com
- b. TARR Report
- c. TREIA, Deal Makers Sessions, Bigger Pockets Meet ups, Networking

4. Finance & Lending - Money

- a. Traditional financing requirements
- b. ARM's/30yr fixed, Buy Down Points
- c. Hard Money
- d. Commercial Loans
- e. Private Investors
- f. SDIRA
- g. Cash out refi - BRN, BR strategy & costs of doing so
- h. Personal residence leverage

5. How to identify the right rental

- a. Common "Rules"
- b. How does the asset fit in your plan
- c. Location & Future appreciation - Supply & Demand
- d. Off Market Deals
- e. HOA review
- f. Crime & Schools
- g. Misc. purchase items

6. Cash flow/Depreciation

- a. Set up our Plan of Attack
- b. Compare 3 Sales/Rentals
- c. Create Monthly Cash Flows for initial decision
- d. Evaluate Mortgage Options for our goal
- e. Run full Annual Cash Flows - calculate equity, depreciation and depreciation recapture
- f. Learn about Depreciation and what is involved
- g. Break down Capital Expenditures & Reserves

- h. Evaluate long term gains on the asset
- i. Number of properties needed
- j. Calculate NOI, Cap Rate & Cash-on-Cash Returns

7. Reselling of property

- a. How/what to invest into the home now and when reselling
- b. Expenses of selling
- c. Depreciation Recapture
- d. Capital Gains taxes

8. How to qualify a tenant & lease

- a. Marketing plan
- b. Qualifying
- c. Fair Housing
- d. Tenant Income/credit

9. How to manage tenants

- a. Set the tone up front
- b. How to get paid
- c. How to manage repairs
- d. How to handle initial walkthroughs - video, checklist, things you do
- e. Property Management options

10. Evictions/Small Claims court

- a. Breach of lease
- b. When to take action
- c. How to take action
- d. Eviction, Writ of Possession, Small Claims

11. 1031's, Lease to Own, Subject to

- a. Rules, Benefits & Downsides of 1031
- b. What is a lease to own and issues associated
- c. What is a Subject To

12. LLC's, Insurances, Negotiating, Multi-family, Air Bnb, Macro Economics

- a. What is an LLC, How to set up, Financing within
- b. Piercing the Corporate Veil/QCD/Due on Sale
- c. Various necessary Insurances
- d. Negotiating Tips
- e. Multi-family
- f. Air BnB
- g. Macro Economics
- h. Final thoughts

13. Misc items / Q&A

- a. 2021 Seminar will include Covid Market Update

Appendix documents

1. APPENDIX "A" - Sample Investors
2. APPENDIX "B"- My Business 'Scale of Passivity' for Income
3. Sample TARR Report
4. APPENDIX "C" - Lending Requirements
5. Possible Rental Homes to evaluate
6. Capital Expenditures
7. APPENDIX "D" - Long term property gains
8. APPENDIX "E" - Sample Rental Application
9. APPENDIX "F" - Lease Docs
10. NC LLC Articles of Organization Application
11. Effects on Interest Rates

SAMPLE