



CALIFORNIA "ONLY" Investor Essentials

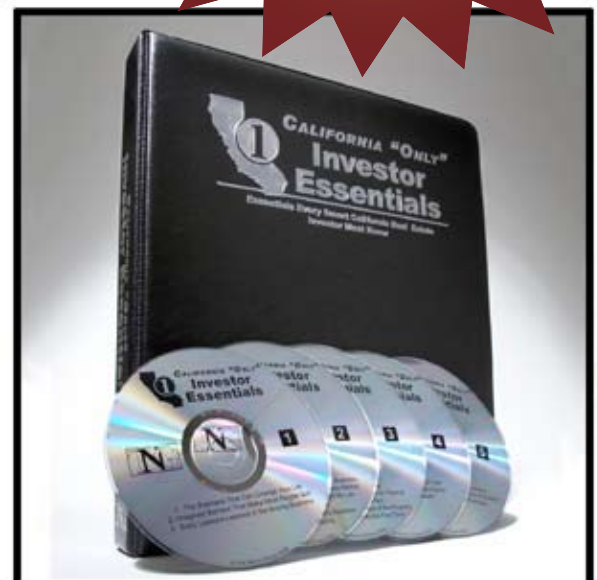
**Essentials Every Smart California Real Estate
Investor Must Know**

California "Only" Investors Essentials is the first course in our four course series. Over the years, we've learned when someone is struggling to become a successful wholesale buyer, the problem always stems from a lack of absolute command of the essential elements.

You must know and have command of the following topics to have a chance at success as a California investor:

1. How to determine the current position of the California cycle and how to target likely sellers
2. How to engage target sellers in conversation
3. How to quickly appraise a property
4. How to understand and accurately estimate repairs
5. How to write up offers that make sense
6. How to have an unlimited supply of money
7. How to hire the right contractor
8. How to protect yourself with insurance
9. How to sell your properties in both easy and tough markets
10. Which is the best business entity to hold real estate
11. How to develop a game plan that allows you to make financial progress with minimal risk

\$97
When purchased
seperately



145 pages, full-color manual
5 audio CDs, over 5 hours of training

AND FINALLY, YOU NEED PRACTICE!

10 days of assignments will be given at the end of the course to "cement" the concepts so you completely "get it" under your belt once and for all!

It's interesting how important the basics are to success. John Wooden, the great UCLA basketball coach, had a ritual he went through with every new team. The greatest high school talent in the country followed Mr. Wooden into UCLA's locker room for their first collegiate assignment: How to correctly tie their shoes! John Wooden left no stone unturned when it came to preparation and success. This course covers the basics -- the essential elements to becoming a wealthy investor.

COURSE CHAPTERS



1. The Business That Can Change Your Life
2. Imagined Barriers That Make Most People Quit
3. Early Lessons Learned in the Buying Business
4. The Investor's Place in the Real Estate Market
5. Half Dozen Books That Changed My Life
6. Real Estate Cycles
7. How to Promote Your Buying Business
8. Formulas for Buying
9. Deal Strategy Sessions
10. Where to Find Money
11. Using a Hard Money Lender for Flipping
12. Initial Phone Contact
13. How to Determine the Value of the Property
14. Seeing a Property for the First Time
15. How to Make Offers That Make Sense
16. How to Sell Your Houses
17. Dealing with Escrow, Title, and Lenders
18. A Basic Understanding of Different Types of Entities
19. Do's and Don'ts of the Buying Business
20. Homework Assignments

INVESTOR FEEDBACK

"Bruce Norris's modesty and trustworthiness is revealed by his words. Every word spoken by him is invaluable and his seminar is worth attending. His presentation skill, material, and his presence positively influence you and guide you in the golden world of real estate."

"Bruce works harder to earn my money than any other speaker I know. By the time he gets my seminar cost, he's already spent hundreds or thousands of hours earning it. His research methodologies are second to none."

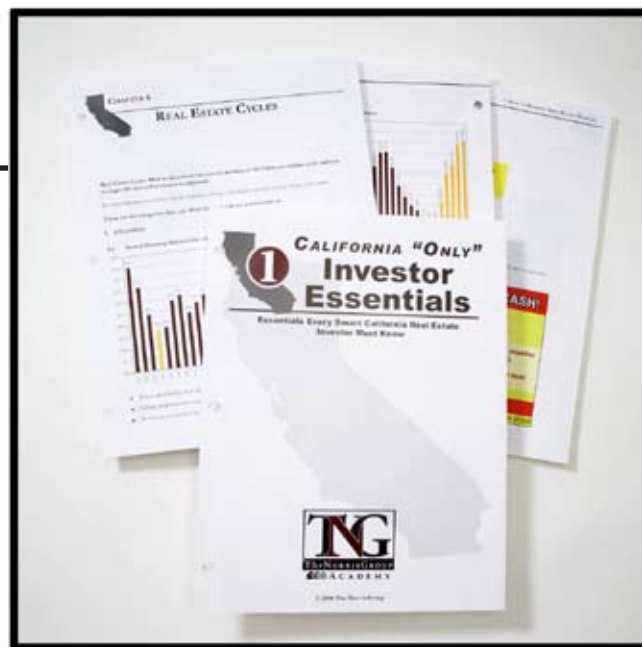
"Your written materials are unparalleled, as are your insights."

"Bruce is THE California teacher. If you're going to be in our business in California, you must listen to Bruce."

"Other seminars say, 'Do this, do that.' Bruce shows you 'how' to do it and dots all the 'Is' and crosses all the 'Ts!' "

"As expected, Bruce has outdone himself again. Nowhere in California can I find this condensed information presented in a user-friendly way. His vision and professionalism is unmatched. Thank you for sharing your knowledge with me and other investors to help protect our investments and get us closer to retirement."

"This seminar provides such a unique edge; I can hardly express my gratitude for Bruce's choice to do a California only investor's course. I have taken several national courses and they have left me knowledgeable, but not where I felt competent enough to go out and do a deal. I have always had a nagging feeling in the back of my head regarding the use of a form or the variation in a real estate law that is not taught by the national investor's course."



"The best thing about today is knowing I don't have to fail. The pitfalls have already been experienced and overcome by Bruce. At the very least, as I tiptoe into this, I know I can find a strong wholesale deal and I can bring that deal to The Norris Group. I can rely on their knowledge and expertise and maybe even more importantly their credibility in the industry."

"The quality and presentation of the speaker and materials are quite frankly the best that I've experienced. I look forward to attending the next three courses."

"As usual, The Norris Group seminars are excellent: great speakers, content, and value."

Don't miss this opportunity to listen and learn the "Golden State" tricks, tips, and traps from one of the most experienced distress buyers of California properties: **Bruce Norris**

"California Only – Investor Essentials"

When: Full Day Workshop – Saturday, June 23rd, 2007

Where: South San Francisco Airport Conference Center
255 S. Airport Blvd.
So. San Francisco, CA 94080

Time: Registration begins at 7:30am. Workshop starts at 8:30am and ends approximately 5:00pm

Only **\$97.00** to attend if pre-registered – or **\$129.00** at the door on a space available basis.

Payable via check, money order, Visa or MasterCard.
Make checks payable to BAWB, LLC

Use registration form below and please print clearly.

BRUCE NORRIS WORKSHOP REGISTRATION FORM

Seating is limited – **Register NOW** and avoid last-minute disappointment.



Name _____

Address _____

City/State/Zip _____ E-mail _____

Telephone No. (____) _____ No. of seats you are paying for _____

My check or money order for \$ _____ (made out to BAWB, LLC) is enclosed as full payment for reserved seats.

Please charge my credit card for amount of purchase.  

Card Number - - -

Exp. Date -
MONTH YEAR

Signature _____

Two Ways to Register



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By Mail

To: BAWB, LLC
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Sonoma, CA 95476

Mail-in customers – cut along dotted line and return this coupon with your check, money order, or credit card information.