

Unity of Real Estate & “Paper” Workshop & Help Day

Make the Profitable Connection!



**Learn how to create Transactions, Income,
and Wealth for Yourself and Your Family.**

This wonderful workshop focuses on dealing with all types of Real Estate, Real Estate “Paper,” People, Proper Documentation, Negotiation, Taxes and using IRA’s.

As a “help day,” Peter and Michael encourage workshop attendees to bring lots of questions, obtain clarification, or address personal nagging issues they may need assistance with. Peter and Michael vow to provide clear, patient explanations gleaned from their years of practical experience.

Learn why every Real Estate Investor needs to have an understanding of the power of being able to couple Real Estate with Real Estate “Paper” and financing techniques. By combining Real Estate acquisition & disposition techniques with Real Estate “paper” you have the ability to out Negotiate, outmaneuver, and outsmart, much of your competition. Learn how to construct transactions to make deals happen.

It’s fairly easy to acquire properties in a good “buyers” market, and far easier in a down economy where uncertainties exist. However what about when the markets go through transition or turn? What if you can’t sell? And / or How can you continue to buy in “red hot” marketplaces?

About your instructors:

Peter Fortunato

Peter needs no introduction to veterans in the field of real estate investing. He believes that transactions which you can be proud of result from carefully conceived goals and plans followed by purposeful actions and scrupulous documentation. He is highly respected within the Real Estate investment community for his clear and patient explanations of investment concepts and transactions.

After graduating from high school in 1965, Peter went right into the real estate business. A major reason was his desire to be self-employed. As Pete says “Almost everyone who knew me believed that I was unemployable. They were right. I still am!”

His greater goal was to be unemployed and free from being tied to an employer with enough asset-produced income to fund the lifestyle he wished to lead.

Peter attended seminars and read at every opportunity. He sought out and learned from many mentors who unselfishly made themselves available to him. He benefits from the example and counsel of his father who encouraged him and who came up with needed cash for Peter’s first real estate purchase.

When Peter finished college in 1970, he graduated with a clientele and an investment portfolio already established.

Peter has been dubbed one of the “Millionaire Makers” by many of his peers because so many of his past students have achieved financial success using many of his creative money-making techniques for the acquisition and disposition of Real Property. Peter, a capitalist, is Nationally known as an expert in using Real Estate creatively coupled with “paper” to formulate profitable Real Estate Transactions with real benefits for the buyer, seller, and investor.

Michael T. Morrongiello

Michael T. Morrongiello is an active investor who specializes in Real Estate & Real Estate “Paper” investments. He has bought, sold or held for investment multiple properties in several states and thousands of Real Estate secured Mortgages securing all types of residential properties, apartments, mobile home parks, office buildings, development land, businesses, commercial property, in every state in the Union from Alaska to Hawaii and Florida to California. His tips, tricks, and traps articles appear in industry publications like the American Cash Flow Journal, the Paper Source, Noteworthy Newsletter, Real Estate Link, and Creative Real Estate, and he has also appeared in the Wall Street Journal.

He and his family re-located to the “Valley of the Moon” wine country region of Sonoma, CA, and the greater San Francisco Bay Area which generally is considered to be one of the most expensive housing regions in the nation. He continues to implement creative money making techniques in this region.

Having run a mortgage lending operation in the past, along with dealing in both Real Estate and Mortgage investments, he strongly believes in the powerful Unity that exists which allows solutions to be generated when Real Estate opportunities are creatively coupled with “paper.” His firm Sunvest (www.sunvestinc.com) continues to invest in Real Estate secured “paper” today.

Learn How to Structure Transactions Which Will Close!

- What is in it for you?
- The Myth of Market Value!
- “I need cash...” – The Big Lie
- Profit, Income, Growth, Management, Use, Amortization, Tax Benefits or Consequences. Learn how to Distribute these various Benefits and Responsibilities
- Proper Documentation – Deeds, Lease, Note, Mortgages / Trust Deeds, Assignment, Management Contract, Contract for Deed, Option – When to use them and more importantly WHY to use them

Other Topics That Will Be Covered:

Buy for Cash and Still Get Terms

- Achieve the best of both worlds
- Acquire properties with flexible terms and still be able to pay cash to the seller(s)
- Learn why “custom tailored” can be better than “off the rack” financing

'Tis the Season or Not to Season?

- What is seasoning?
- Is it really an important issue?
- Does it make a significant difference?

Interest Twists

- Daily, Monthly, Annually, etc.
- Compounding techniques
- Par, Premium, or Discount – what’s better for you?
- Including Interest vs. with Interest
- Price vs. Interest vs. Time of Repayment

Deal Structure Tips, Tricks, & Traps

- What’s your Game Plan?
- What are the right “spec’s”?
- Institutional Vs Private “paper”

Influence Sellers for Profitable Terms

- The what’s-in-it-for-them approach

A “Cookie Cutter” Approach to Selling Rehabbed Properties

- The (5) five F’s ...
- A Systematize approach to getting in, and getting out quickly
- Always have a potential exit strategy for your properties

Cash Flow Building Techniques?

- Using “paper” to create income
- Create predictable income
- “Paper” as an investment

Raising Moneys for “Down” Payments

- Why is cash so important
- Unique ways to raise cash
- Use what you want...

Getting Top Retail prices in Weak Markets

- Distinguishing your property from others
- What may be your only opportunity to sell

Certainty vs. Uncertainty of Lease Options

- Buying or selling using lease options
- Hidden benefits and pitfalls
- Addressing Seller’s concerns over their security
- Realizing your profit

To Wrap or Not to Wrap?

- Learn the Different Types of instruments
- Wraps clearly defined and illustrated
- Where the real profit centers are with Wraps

Wraps & Split Wraps

- What is a Split Wrap?
- Let’s print some of our own currency

Ways to Use Paper to Acquire “Fixer” Properties

- What is “Creative Financing”?
- Show me the money (and one way to get it)
- Pay more and still profit
- Why your offer looks better than the competition

The Importance of Using Correct Paperwork

- What to use and when
- Who’s on your team?

How to Turn \$100 into \$40,000 with the Right Knowledge

Ways to “Crank Up” Your IRA

Extremely

**WORKSHOP ROOM SEATING SPACE IS ~~VERY~~ LIMITED!
BE SURE TO RESERVE YOUR SEAT TODAY!**

When: Saturday, April 17, 2004

Time: 8:30a.m. to 5:00p.m., workshop registration begins at 8:00a.m.

Where: Four Points Sheraton, 1010 Northgate Dr., San Rafael, CA 94903 • Phone # 415-479-8800

Cost Per Person: If PRE- REGISTERED – \$99 for BAWB Members, \$129 for Non-Members
Day-of-the-event Registration – \$149 (on a space available basis only – NO EXCEPTIONS)

Cut here to fold & mail in Registration Form. ✂

Mike, **Count me in**, I want to learn more about the profitable interaction of Real Estate and Real Estate “paper” financing techniques. Enclosed is my check or money order or information you need so that you may charge my credit card. Payment should be made to BAWB, LLC and can be mailed to BAWB, LLC, PO Box 1639, Sonoma, CA 95476, or form may be faxed to 707-939-8476.

First Name _____ Last Name _____

First Name _____ Last Name _____

Company Name _____

Mailing Address _____
City State Zip

Phone _____ Other Phone _____

E-Mail _____ Amount Due \$ _____

Payment Method (check one): Check or Money Order  

Credit Card # _____ Exp. Date _____

Note: Name on credit card and billing address must match. Please sign below to authorize charges which will not be placed on your card until 3/1/04.

X _____
(Please Sign) I authorize the above charges to my credit card.

Two Ways to Register



By Fax

707-939-8476



By Mail

To: BAWB, LLC
P.O. Box 1639
Sonoma, CA 95476