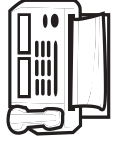


# BARNEY ZICK WORKSHOP REGISTRATION FORM

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

## Two Ways to Register



By Fax

**707-939-8476**



By Mail

To: BAWB, LLC  
1137 Fryer Creek Dr.  
Sonoma, CA 95476

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 \_\_\_\_\_

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



## About your Instructor, **BARNEY ZICK**

A CCIM, in the Exchanger's Hall of Fame, Expo Instructor of the Year,

1992 National Investor Conference's Educator of the Year, has written and published over 3,000 pages on investment real estate, published 21 home study courses and written courses for TV gurus, has bought and sold over \$20,000,000 in properties – \$2.8 million in the last two years, has had over 100 hours of CE credit courses approved in various states, is written up in "Money" by Money Magazine, on the Advisory Board of "Who's Who in Creative Real Estate," Master List instructor for the California Department of Real Estate, lifetime credentials as College instructor in real estate, four years National NAR committee, former Chairman of the Advisory Board of the Financial Freedom Report, has for three years been teaching Canadians how to invest in real estate, spoken at 5 NAR conventions, National RE/Max, Century 21, Realty World USA & Canada Convention., Member Academy of Real Estate, ACE, CE, CBC and more!

Hey! He is even an Eagle Scout and father of a combined family of six with the youngest a ten-year-old daughter!

Additionally Barney is a disciplined student of his own flaws and self-imposed limitations. He can empower an audience to face adversity and change with a positive attitude...and he does it with wit and wisdom.

An innovative and experienced negotiator, Barney shares lessons gained through millions in business and investment acquisitions, sales, and syndications. He is a problem solver who finds overlooked solutions. He is a master of the Negotiated Sale. He can show those in charge of buying how to Buy Right and save potentially millions of dollars a year.

An insightful and skilled marketer, Barney learned marketing the hard way. He found his degrees in finance did not equip him to find clients and buyers. He had to build marketing and sales programs without a budget, leveraging existing marketing assets to increase profits. He is a problem solver who will show you dozens of overlooked opportunities, and show you the only three ways to build your business.

He combines two key elements, education and experience, with equal parts of humor and empathy, creating a blend that has made "Barney" Zick one of the most sought-after Real Estate educators in America.

# GETTING STARTED



## 32 Millionaires Avoided "The BIG MISTAKES" That Could Have Cost Them Their Fortunes! Will You?

A Powerful, Information-filled  
Full Day Workshop  
with

## Bernard "Barney" Zick

Sponsored by the  
Bay Area Wealth Builders Association



**If you start without a plan**, and if you start without knowing what could go wrong with some of the suggested approaches to building wealth, you might waste years to only end up financially worse than where you started. Do what 32 successful real estate millionaires did, start out by hearing **BERNARD ZICK!** *Don't miss this opportunity!*

**These two seminars**, condensed into one FULL day, will outline all the success-laden techniques that will work today. It will give you the power to pick and choose that technique which best suits you and your seller's needs, to custom tailor your offer so it will close quickly and without a hitch. It was also designed to review and compare all the best acquisition financing techniques available. It starts out basic and ends with the most sophisticated of techniques.

### **How to Get Started and Stay Motivated** *(Morning session)*

**Hear great advice for the impatient investor – when you don't have time or money to waste!** How will you make your real estate fortune? You need to know how to get started, how to develop your investment plan, what to buy and what to avoid and why. How to Buy Right. How to buy for nothing down, cash back at the close, and techniques available for aggressive investors – plus, how to negotiate for the financing that works for you. Also covered: How to buy apartments and other income properties ...Analyzing properties and how to up the income and the value for a resale.

### **Options for Fast Cash Flips, Cash Flow, and Vast Profits!** *(Afternoon session)*

**Learn how to find the hidden ways to profits unknown to most investors.** You'll learn ...How to use options when you buy "fixer upper" properties ...How to use options to control and resell property bargains ...The most common mistakes made in drawing lease options – and how to keep out of a lawsuit ...Getting paid NOT to buy ...Rolling options and first right of refusal options ...How to use options when the seller is in foreclosure ...Tax tactics with Options ...Options and Bankruptcy ...How to change a pro-tenant lease option to pro-owner ...How to profit from a sandwich lease position ...How to get zero interest financing ...How to control land you may need in the future ...How options benefit the property seller ...Power partnership options that you can use for "fixers" and long term "keepers" ...and much, much more.

**Barney says:** *"These concepts evolved from what I have learned (mostly the hard way) over the past thirty years by teaching people about success, making money, and running their businesses. Join us for a full day of my insights and perspective into what has worked and not worked for me over the years."*

## Workshop Location

### Four Points Sheraton

1010 Northgate Dr.  
San Rafael, CA 94903  
415-479-8800

**(Note that this location is NOT the regular BAWB meeting location)**

## Date & Time

Full Day

### Saturday, April 12th, 2003

Workshop runs from 9:00am to  
approximately 5:00pm  
Registration will begin at 8:00am

## Workshop Pricing

BAWB Members (pre-registered only) .. **\$75.00**  
All Others (incl. at-the-door) ..... **\$99.00**  
*(on a space-available basis ONLY)*

**Note:** *If pre-registered, there will be no refunds provided without a cancellation notice given one week prior to the workshop date.*

## Registration

To register, simply use the attached registration coupon and submit via mail or fax. If you would like further information on the seminar, please visit the BAWB, "Bay Area Wealth Builders Association," online at: [www.BAWB.info](http://www.BAWB.info).

**Please Note:** *Seminar seating is limited and available on a first-come, first-served basis. Register early to guarantee your seat. Fee covers seminar only. Students are responsible for their own meals, travel, and lodging.*