

The Unity of Real Estate & “Paper” Workshop

Make the Profitable Connection!



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 the Instructor:

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.

His family and he recently 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.

Here are a few of the 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

Raise lump sums of Cash

- Create the deal after the deal...
- Buy Now, pay later
- Some Now, Some Later

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

Seasoning of Title Ownership – No problem

- To flip or not to flip
- Ways to avoid this lender restriction and still operate
- Ground rules to follow

Raising moneys for “down” payments

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

Selling fast with Limited fees or closing costs

- Why hard money can be very costly money
- Getting the phone to ring
- Aggressive Marketing for any marketplace
- Shorten the Sales cycle
- Buyer & Seller Advantages

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

Creative “Paper” Clauses

- Programming future profits
- Enhance or Detract your deals, you choose
- Where to invest excess cash

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

Earning Property profits without ever buying the property

- An often overlooked profit center
- Making marginal deals work for you and the seller

The importance of using correct paperwork

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

What Other’s Have Said About this Workshop

“One of the finest seminars I’ve been to...” — *Devin Cox, Buffalo Home Buyers, LLC Buffalo, NY*

“As a presenter you answered questions in an honest open manner and also provided detail.” — *Yuchun Chen*

“Very Informative and positive... I appreciated the sharing of info with no strings attached.”
— *Saeed Arrington, Terra Realty, Inc., Bowie, MD*

“I learned a TON in this workshop, really useful stuff that I can use...” — *Bill Nicholson, Dallas, TX*

“One of the best workshops I’ve been to in a while...” — *Jonathan Rexford, Rexford, Inc., Vero Beach, FL*

“Workshop was User Friendly, clear and concise ...” — *Tara Simone Jones, Mitchellville, MD*

“Mike, you gave away too much information and it was all meat, little fluff, just the way I like it...”
— *K. Long, Portland, OR*

“Excellent materials, great presentation, I got one idea that just paid for the whole day.”
— *Tim Langley, Realty Advisors, Bakersfield, CA*

“When it comes to Paper, it became abundantly clear you really know your stuff...”
— *Glen Armand, Home Solutions, Springfield, IL*

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

When: Saturday May 18th, 2002

Time: 8:30a.m. to 4:30p.m., workshop registration begins at 8:00a.m.

Where: Best Western Corte Madera Inn, 56 Madera Blvd., Corte Madera, CA, Phone # 415-924-1502

Cost Per Person: If PRE- REGISTERED \$79.00 for BAWB Members, \$99.00 for Non-Members, otherwise \$119.00 the day of the event, space available and No exceptions.

Cut here to 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, 745 Solano Ave., Sonoma, CA 95476, or form may be faxed to # 707-939-8476.

First Name _____ Last Name _____

Company Name _____

Mailing Address _____

City State Zip

Phone _____ Other Phone _____ E-Mail _____

Payment Method (check one):

Check or Money Order _____ Visa _____ MasterCard _____ Amount Due \$ _____

Credit Card # _____ Expiration 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 5-1-2002.

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