

The Buyline

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Three Great Events, One Great Location, One Great (Long) Weekend!

Where will you be July 10th – 14th? If your answer isn't at the **Gaylord Texan Resort** in Grapevine, Texas, then you will be missing out! NoteSchool is welcoming everyone to our hometown for a jam-packed series of events where you can **learn**, **trade** and **invest** in the note industry.

We kick things off Thursday, July 10th with a Special Access Open House for our Diamond and Titanium students that are attending our **Summer Summit**. Speaking of our Summer Summit, there is still time to register here:

<http://noteschool.com/summer-summit/>. It runs from Friday the 11th through Sunday the 13th.

We have an exciting line-up of speakers, sponsors and vendors that you will be able to network and learn from in order to take your business to the next level. Plus you will not want to miss our **Featured Speaker** U.S. Congressman Roger Williams (R-TX) who will address our audience on Friday afternoon with an update of his efforts on Capitol Hill to help reduce the impact of regulations on our industry.



By the way have you registered your young entrepreneur (ages 13-19) for our first **Notes for Teens** July 11-12 also taking place at the Gaylord Texan? If not – why not? Does your teenager understand the difference between spending and investing? As you know, here at NoteSchool we have a passion for teaching. And that passion goes beyond our normal training classes on note investing. We feel there is a huge need to educate

today's youth on financial responsibility as well as financial literacy. Get your teenager registered here:

<http://noteschool.com/notes-for-teens/>

Want to find out more about note investing? Then sign up today for our Rich Rewards 3-day training class (also at the Gaylord

Texan). It runs Saturday the 12th – Monday the 14th. Click here:
<http://noteschool.com/rich-rewards-grapevine-tx/>

Our whole team has been working endlessly to make this the best weekend possible. Please come join us!

Bob Repass
Managing Director

The Trading Corner



Really - It's OK to be a Passive Note Investor: Part 2

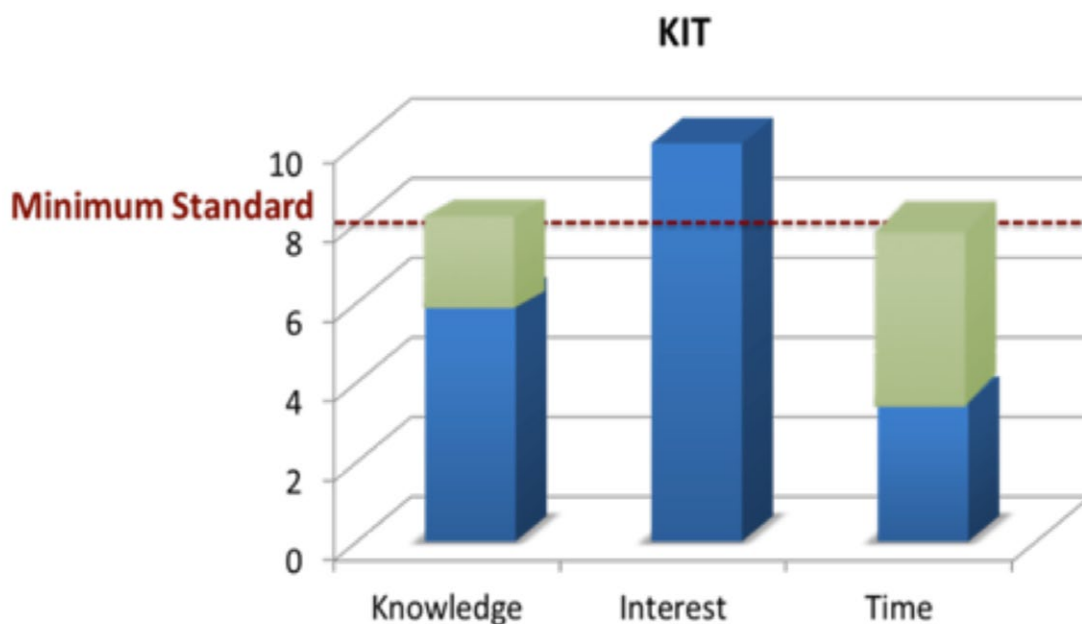
By Martha Speed

At Colonial we use the acronym **K.I.T.** to identify the three components every investor must have to buy Real Estate Notes. **KNOWLEDGE, INTEREST, and TIME.** It's a simple formula but you can't "**close**" if you don't possess all three.

With over 10 million nonperforming real estate notes on the market we know interest is **High!** If not, I hope I have your attention with the number of real estate secured assets available to **YOU**, the Passive Investor! Money making opportunities abound in the note business, on both the performing and non-performing side!

Many of you responded in regard to our last article that **T.I.M.E.** is indeed an obstacle to closing deals. Another piece of the puzzle is **KNOWLEDGE**. Do you have the expertise or **KNOWLEDGE** to buy real estate Notes? Can you work through the due diligence process to analyze:

- title issues and how to resolve them
- property values in today's every changing market
- property taxes or homeowner association fees that are due
- the time line it should take to close the deal
- the difference in the process of a non-performing note vs. performing note



Take just a minute and ask yourself these three questions:

- Do you understand how to use your self-directed retirement accounts as an investment vehicle?
- Are you taking advantage of Colonial's Fund to deploy capital?
- Do you have the **TIME** and **KNOWLEDGE** to **CLOSE** the deal?

If not, do you need to leverage someone else's knowledge? For passive investors, leveraging someone else's Time & Knowledge (skills, resources & assets) is **KEY!** At Colonial our goal is to help our Passive Investors create Safe Passive Cash Flow while preserving or building wealth with a note portfolio by investing in Real Estate Secured Notes.

If you're **OUT** of the market Now, You'll **MISS** the Opportunity!!

Passive Investments in Real Estate Notes can yield good returns and I'm sure you would agree more secure than the traditional investments such as the stock market. So are you ready to close a deal today? Then be sure to schedule a time with me at our upcoming Summer Summit email me at MarthaS@ColonialFundingGroup.com.

We have deals ready for you to buy today!

You Gotta Love the Hardest Hit Funds Program

This is an example of a typical scenario in which the property owner lost his job and couldn't keep up with the payments. In addition, the property owner owed more than what their house was worth. **The owner wanted to stay in the home but the bank was simply unwilling to work with them.**

Titanium student Jason Whaley found this asset on a tape and was part of a small pool of notes that he decided to purchase. Based upon the collateral file and Ownership & Encumbrance report, he figured that his best plan was to do a loan modification.

Once he bought the note, his insight was correct but the property owners didn't have much money to pay a reinstatement fee or the arrearage on the loan. About this time, he learned about the Hardest Hit Funds by attending the, always updated, NoteSchool trainings.

He successfully encouraged the property owner to go through the hardest hit funds enrollment process and they were approved. This enabled Jason to structure a loan modification without requiring the property owners to come up with a lump sum of cash-the hardest hit funds came up with the lump sum payment on the owner's behalf.

The Numbers

Home value	\$40,000
Original loan (Unpaid balance)	\$85,725
Original terms	30 years
Note purchase price	\$10,862
Property taxes, legal misc. paid	\$1,539
Proceeds from hardest hit funds	\$30,000
Reinstatement fee received	\$2,000
New loan modification	\$52,000
Total profit (lump sum)	\$19,599

Proceeds from loan modification \$358 per month for 30 years

And now Jason has a re-performing loan modification that he can sell a full or partial to a passive investor!

Employee Spotlight

The “Top Ten” with Kristin Repass

This month’s Top Ten has a little different twist. My daughter Kristin who is a senior at Texas Christian University majoring in Political Science with a minor in Criminal Justice is working as an Intern for **The Keelen Group** out of our office in support of our efforts to build the **Seller Finance Coalition**.



You can find out more details on the **SFC** at www.sellerfinancecoalition.org or drop by their booth at our Summer Summit and meet Kristin in person!

How long have you been with Colonial Funding Group/

NoteSchool: 1 month

What is your role at Colonial Funding Group/NoteSchool:

Working with The Keelen Group, a Washington D.C. based lobbying firm to help advance the Seller Finance Coalition with membership and legislation

Favorite TV Show: 24, Criminal Minds, Survivor

Favorite Movie of all-time: How to Lose a Guy in 10 Days

Last Book You Read: "Kennedy and Reagan: Why their Legacies Endure" by Scott Farris

Favorite Sports Team: Chelsea FC

The 3 people you would like to have dinner with (dead or alive): Ronald Reagan, Winston Churchill, and Benjamin Franklin

What do you like best about working at Colonial Funding Group/NoteSchool: I like being able to learn and have insight into what my dad has spent his career doing while being able to help him through my passion and studies in Political Science.

Quote of the Month

"It's never a perfect day unless you help someone who can never hope to repay you."

– Lewis Katz

Recommended Book

The Old Man and the Sea

By Ernest Hemingway

When was the last time you read a “classic” fiction book?

For the past five years I have been part of a men's disciple group. Each month we read a book and then meet for food, fellowship and a book discussion. Most of the books we read focus on leadership skills as well as personal development but once a year we read a classic.

This month we read *The Old Man and the Sea* by Ernest Hemingway. I first read this book when I was in high school. Yes its been a while. I have to admit I got much more out of it this time around. I discovered there are two main themes throughout the story of the old fisherman. First is preparation. “*Every day is a new*



ERNEST
HEMINGWAY

*The Old Man
and the
Sea*

day. It is better to be lucky. But I would rather be exact. Then when luck comes you are ready.” The second theme is perseverance. *“But man is not made for defeat,” he said. “A man can be destroyed but not defeated.”*

I believe preparation and perseverance are two key factors in being successful in both life and business. **So the next time you are looking for a book that both allows you to escape as well as learn life lessons, I recommend picking up this old classic.**

Upcoming

Classes and Speaking Events

NoteSchool Summer Summit: Special Mentoring Event

July 11-13 | Grapevine, TX

Notes for Teens

July 11-12 | Grapevine, TX

Rich Rewards 3-Day Class

July 12-14 | Grapevine, TX

2014 Chicago REI Expo

July 26-27 | Chicago, IL

Big Money 3-Day Class

August 22-24 | Philadelphia, PA

3rd Annual NoteSchool Appreciation Event

November 6-8 | Dallas, TX

