

WEEKLY DEAL LABS

Deal Maker Monday

Buying Performing Notes, Note Flipping, and Master Brokering

Dealing with Note Sellers for Fee Income

- Most effective marketing
- Negotiating and presenting offer
- Investor options

Partials

- Optimal structure & result
- Operational questions
 - What an IRA company wants
 - Spread sheets to manage
- Personal Property Trust

Pledging the Note

- Process
- Investor Understanding
- Benefits

Master Broker

- Setting up the Business
- Vetting the Investors
- Financial Modeling
- Investor "Talk Off"

Questions about raising capital for performing notes

Creative Terms Tuesday

Buying and Selling property with Seller Financing (on terms)

Buying on Terms

- Recognizing the Deal (the Vision)
- Talk-off with property seller
 - Know what your negotiating
 - Patient & Persistent person wins
 - Financial Modeling (Terms)
 - Down Pmt – Rate – Term
 - The 45 other 'Soft Terms' points
- Seller carry debt w/ no underlying debt
- Seller's existing underlying financing
- Closing Management

Selling on Terms

- Finding Penalty Box Buyers
- Using a Residential Mortgage Loan Originator
- Qualifying the Buyer
- Completing the "Wrap" Agreement
- Using a Loan Servicer
- Closing the Transaction

Questions about raising capital for creative financing

Inside the Deal Wednesday

Vendor Mgmt, Industry Experts, Non-Performing Loan Acquisition, Ownership and Mgmt

Vendor Management

- How to manage your services and what to expect
- What is their purpose and setting your expectations
- When to consider changing services and why

Industry Experts

- Who to seek out for expertise
- What can they do for you and why you need them
- Gaining industry intel before the masses

Acquisition

- How to Determine if the NPL is a Fit For You
- The 3 Big Things with NPL's
- Non-Performing Loan Pricing
- How to do Due Diligence
- Pushing the Buy Button

Ownership

- Workout Strategies (Mod, DIL, Foreclosure)
- How to Work with a Default Servicer
- What Happens if You Modify the Loan (You have a re-performing loan)
- What if you get the house via Deed in Lieu or Foreclosure

Management

- Setting up your re-performing loan with a servicer
- How do you decide what to do with the house if it's a Deed in Lieu or Foreclosure
- You have Multiple Exit Strategies...

Questions: raising capital for non-performing notes