REIWealth Monthly

Issue 38

OUTDOOR FEATURES
That Help Sell Homes

THE ALL NEW BREIA / MD-REIA
Mentorship Program

REAL ESTATE INVESTORS,
If You Could Buy Single Family Homes With No Mortgage For 20 Cents On The Dollar, How Many Would You Buy?

Laura Alamery

"Are your investments earning you enough income to enjoy the life you deserve?"- Laura Alamery

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- Key drivers and players in foreign capital investments impacting commercial real estate today
- The rapidly evolving commercial real estate lending landscape and the expanding universe of CRE debt
- Latest mezz debt, preferred equity and pure equity strategies for high returns in the current complex CRE environment
- Gain insight into borrower's experiences and requirements to understand how they select lenders
- The role of technology and e-commerce in shaping the future of commercial real estate
- How to best prepare for regulatory developments and harsh CMBS maturities ahead
- Successfully competing with new entrants into the mezzanine lending space

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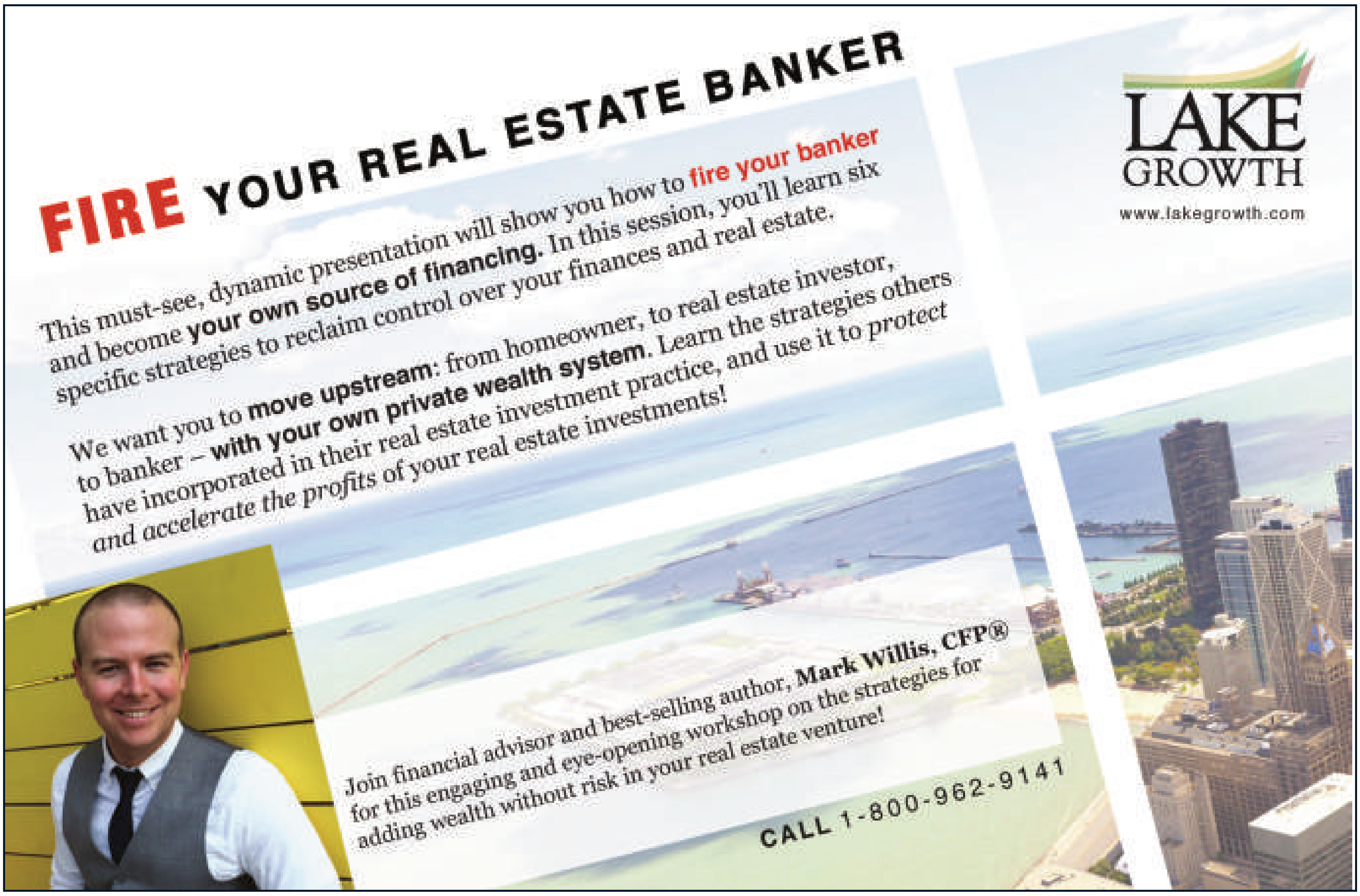
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Table of Contents

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THE ALL NEW BREIA / MD-REIA MENTORSHIP PROGRAM

By Ryan Kuhlman

BREIA / MD-REIA President / Lead Mentor

One of our Role Playing classes for Seller Presentation Practices at the BREIA headquarters

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improvement
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tutor

Ryan Kuhlman (left) BREIA / MD-REIA President / Lead Mentor and Anish Dave (right) owner and lead mentor for the program, giving Antonio Lopez,(center) the head coach of BREIA, a $57,000 check on a rehab project they partnered on when he was still a student

Ryan Kuhlman

Outdoor Features That Help Sell Homes

By Damien Justus

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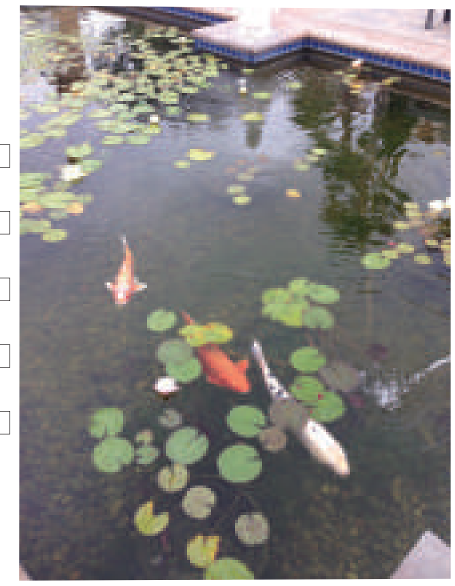

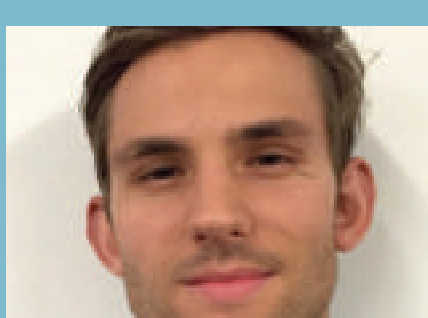

Damien Justus

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REAL ESTATE INVESTORS, IF YOU COULD BUY SINGLE FAMILY HOMES WITH NO MORTGAGE FOR 20 CENTS ON THE DOLLAR, HOW MANY WOULD YOU BUY?

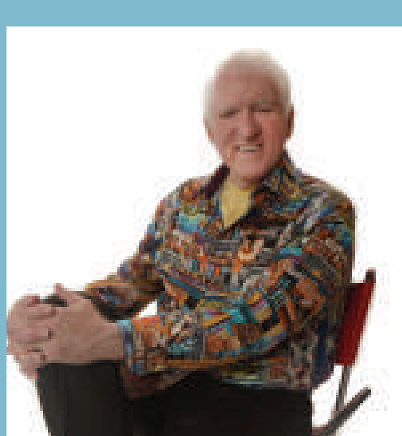
By Ted Thomas

Here's the secrets of a little known but highly lucrative business of purchasing tax defaulted properties at auction for 10-20 cents on the dollar


BID


TAX


When the need to succeed is as bad as the need to breathe, then you'll be successful.
~Eric Thomas
REIWealth
Monthly



Ted Thomas

Social Media Marketing Statistics and What They Mean For Real Estate Businesses

By Leon McKenzie,
CEO, US Probate Leads

D

1. [21% of For Sale by Owner Homes (FSBO) Will Be Marketed Via Friends, Relatives, and Neighbors]

What These Numbers Imply:

2. [88% of First Time Buyers Will Purchase A Home through an Agent, and Yet Only 9% of Realtors Use Social Media to Market Their Listings]

What These Numbers Imply:

3. 72% of Online Users are Facebook Users

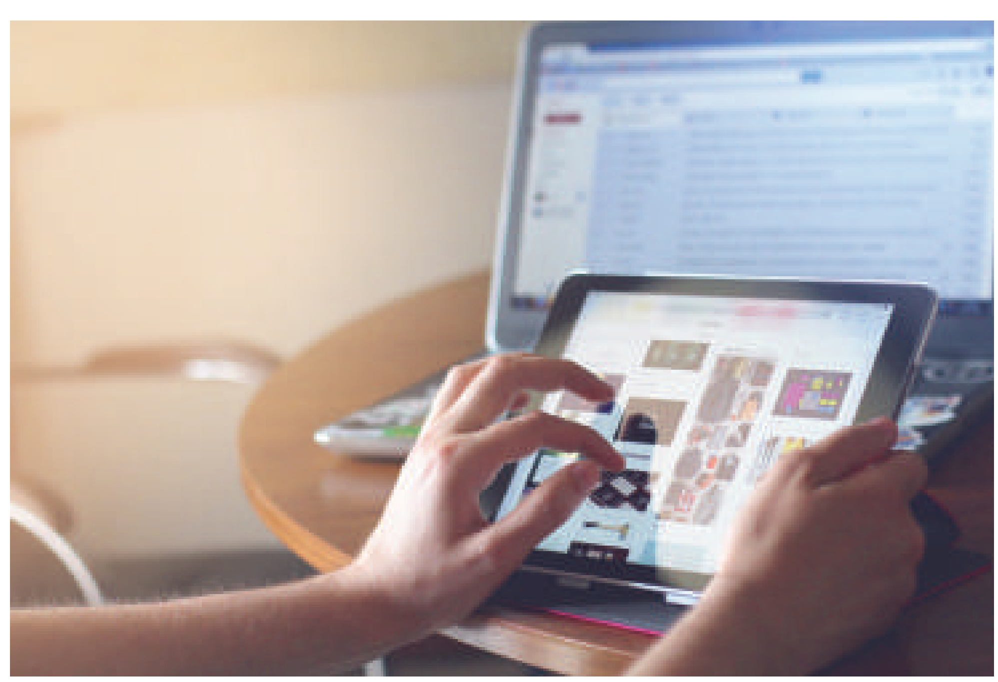
Facebook has at least 1.968 billion users worldwide

What These Numbers Imply:

4. Visual Content Is 4000% More Likely To Be Shared On Social Media Compared To Any Other Type of Content

What These Numbers Imply:

5. 51% of Home Shoppers Read General Home Information on Mobile Devices



What These Numbers Imply:

6. [84% of CEOs and VPs Say They Use Social Media When Making Purchasing Decisions]

What These Numbers Imply:

Leon McKenzie
US Probate Leads - Chief Executive Officer

GIVING NON-PERFORMING NOTE INVESTORS THE EDGE

BY TAMIKO WILLIE

T [illegible] *effective* [illegible]

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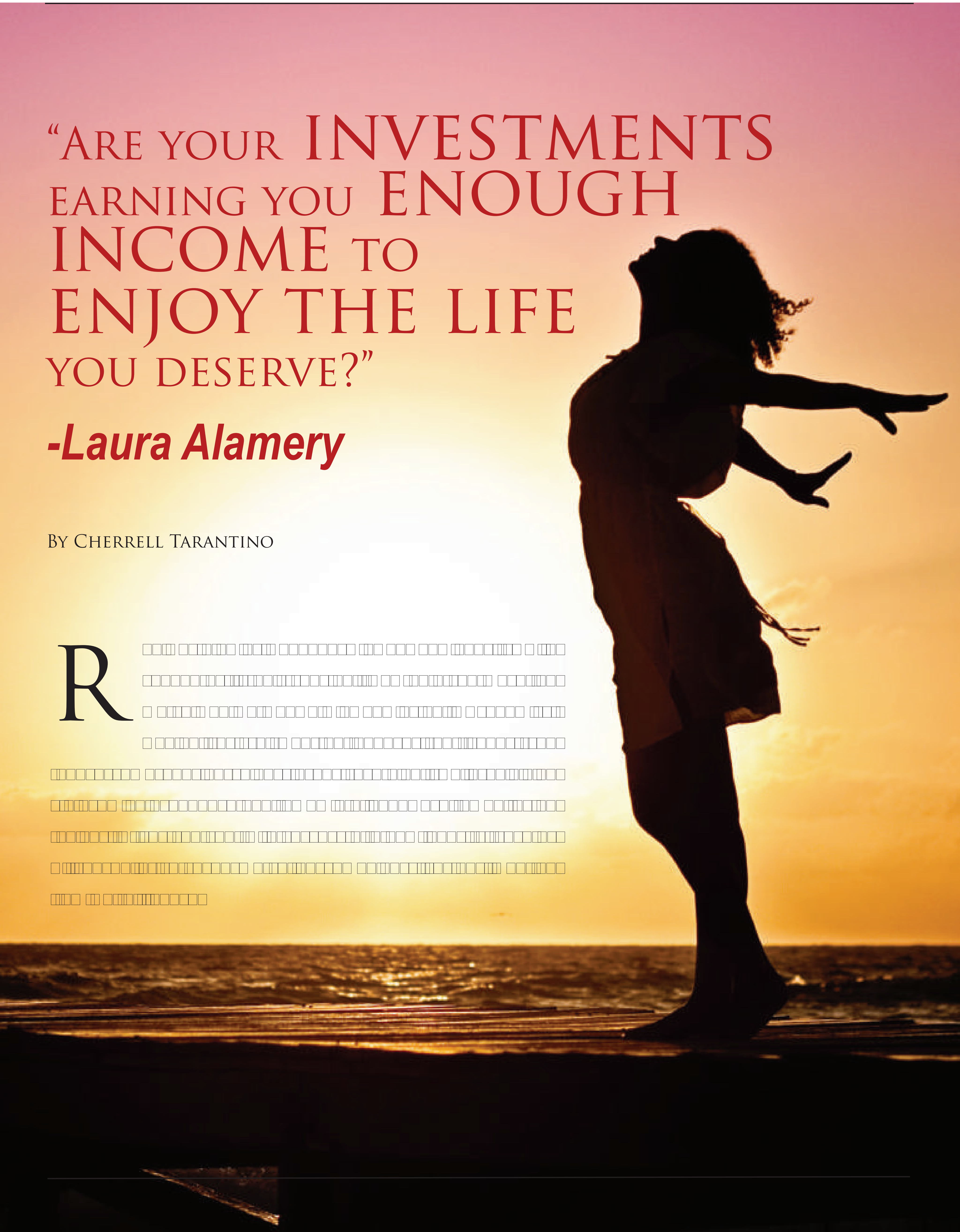
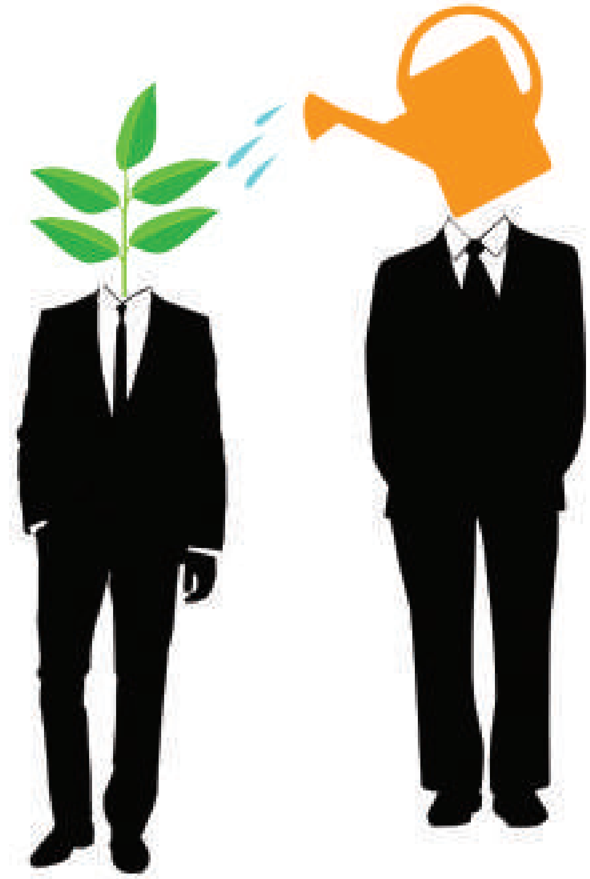


"Are your INVESTMENTS earning you ENOUGH INCOME to ENJOY THE LIFE you deserve?"

-Laura Alamery

By Cherrell Tarantino



"After a few years, it began to get boring. I knew there was something missing; there had to be more to this. The money was great but my heart wasn't in it. Writing a book wasn't interesting for me – I'm more of a hands-on person. In 2010, with the Internet so popular, I decided to build a website teaching about real estate.

For a year and a half I worked on this website at night, every night from 8pm to 2-3am in the morning. I had a limited budget at that point so I did the work myself and was still doing real estate in the daytime. I didn't really know yet if I was going to do something with this website – I didn't really know where I was going with it. So I basically did the videos, and basic content and started it as a membership site and launched it in August 2011. It was called RealEstateMentorshipOnline."*

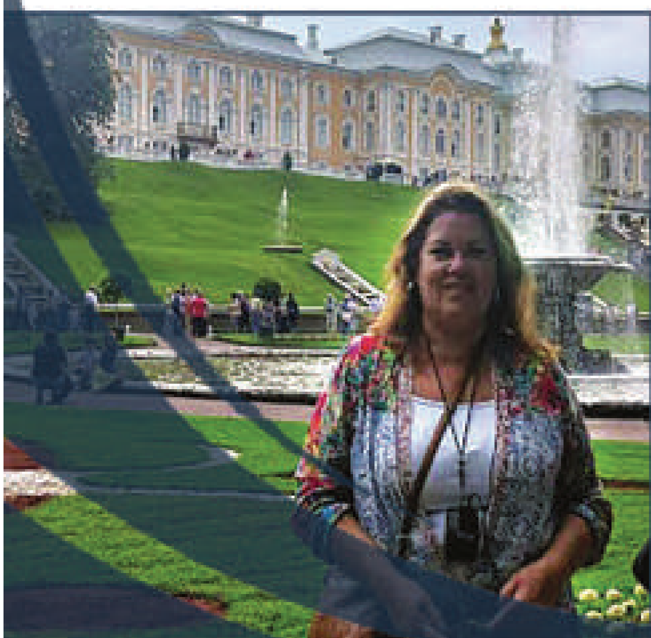
My focus at this point was just to give training to people about buying real estate, and within a year it was successful, I guess, for a membership site. But people kept telling me, 'You need to go out there, you need to talk to people, you can't hide behind a computer – you have much more of a presence, charisma.' This one person, now a good friend, he kind of pushed me to do that. That's why I started doing these live events. I started first in St Louis, as that's where I lived, and slowly expanded into other areas."

Cherrell Tarantino

LAURA ALAMERY

REAL ESTATE INVESTING MENTOR

www.lauraalamery.com



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By Lori Peebles,
REI Wealth Reporter


Karen Laine and Mina Starsiak

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Karen Laine and Mina Starsiak

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By Lori Peebles,
REI Wealth Reporter

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Garage Sale Real Estate

By Jimmy V. Reed

F [illegible] **“I’m just too broke”** [illegible]

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making offers *By the way I have taught thousands of students whose number one fear is to make an offer.*

wahlah Garage Sale Real Estate

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are you up for some Garage Selling?

Jimmy V. Reed

10 Things to Look for When Comparing Real Estate Syndications

By Tom Wilson
CEO and Founder of
Wilson Investment Properties

T

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Preferred Returns

Dividends

Track Record

Taxes

Reporting Periods

Profit Split

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Upfront Fees

Asset Management Fees

Profit Splits

Exit Plan

Voting Rights

Approaches To Real Estate Negotiation

By Bruce Kellogg

I


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