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Treat Your Investing as a Business – Part II
Create a plan, track it and stick to it  p. 10

CFRI September General Meeting will be held on September 11, 2013!!!!

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ADDRESSING THE NEEDS OF THE REAL ESTATE INVESTOR FOR OVER 15 YEARS
Dealing Directly With Sellers

Find out why the Five Touch Approach is the best method for working directly with sellers.

By CHRIS MCCLATCHEY

Do-It Yourself Comparative Market Analysis

Learn a few tips on how to do an informal comparative market analysis when selling your investment.

by GREG SCHMID

Treat Your Investing As a Business

Greg continues his article from August on why and how to treat your investing as a business from Day 1.

by GREG SCHMID
CFRI General Meeting

Wednesday, September 11
Doors open at 5:15

Orlando Science Center (OSC) 777 E. Princeton Street, Orlando, FL 407-514-2000 or Toll Free 888-OSC 4FUN

Directions from 1-4
From 1-4, take the Princeton Street exit (Exit 85). Go East over the railroad tracks and under the pedestrian "skywalk". At the very next traffic light, turn Right into the OSC parking garage.

Directions from 17/92
If traveling on 17/92, turn West onto Princeton Street. At the very next traffic light, turn Left into the OSC parking garage.

CFRI Orientation
Held at Herzing University, 1865 SR 436, Room 217, Winter Park, FL 32792
(Required. Must arrive on time.)

Thursday, September 19
CFRI Business Members:
6:30 p.m. to 7:00 p.m.
CFRI General Members:
7:00 p.m. to 7:30 p.m.

CFRI Corporate Office
312 Wilshire Blvd.
Casselberry, FL 32707
407-328-7773

CFRI Staff Members

Executive Director, Deborah Bracknell, executive@cfri.net
Office Manager, Lenore Bentley, administrator@cfri.net

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Legislative Chair
Steve Flewelling, legislativechair@cfri.net

CFRI Office
312 Wilshire Blvd., Casselberry, FL 32707
Phone: 407-328-7773, Fax: 407-328-4446

Our Mission Statement
Central Florida Realty Investors, a not for profit business association, is dedicated to promoting ethical real estate investing and to protect and promote the best interest of our membership through educational and networking opportunities as well as community, legislative and public relations.

Legal Disclaimer
CFRI does not exist to render and does not give legal, tax, economic or investment advice and disclaims all liability for the actions or inaction taken or not as a result of communications from or to its members, officers, directors, employees and contractors. Each individual should consult his/her own counsel, accountant and other advisors as to legal, tax, economic, investment and related matters concerning real estate and other investments.

Content Disclaimer
The views and opinions expressed by authors of articles contributed to this newsletter do not necessarily reflect those of the association, the board of directors or the staff.

Advertise in the CFRI Newsletter

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<th>Rate Schedule</th>
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Two-color ad on glossy wrap is an additional 25% above posted rates. A 10% discount is given on ads pre-paid for 6-12 months. Any changes to a pre-paid ad will incur a minimum charge of $20. The deadline to submit ad copy is the 1st of each month. All ads must be prepaid. Contact to verify ad format can be accepted, PDF preferred. There is an additional charge of $25 to typeset a business card or 1/4 page ad layout, $60 for a 1/2 page or full page layout. Opportunities also exist for advertising on www.CFRI.net. Call 407-328-7773 for more information. Email ad copy to communications@cfri.net. Mail payment to: CFRI, 312 Wilshire Blvd., Casselberry, FL 32707
The summer is over CFRI! I hope we all had a relaxing summer and you are ready to hit the Fall season.

Please mark your calendars to be sure you will be attending this month’s General Meeting. Every 2 years, CFRI has an opportunity to update or review its Bylaws and make changes if necessary. This is that year, and as the Bylaws state we need many of our members to turn out and vote. Yes, there will be a ballot, giving you the opportunity to vote Yes or No on the proposed changes. This is important because our Bylaws are our official governing documents. We are an all volunteer organization and we need as many of you as possible to make this happen. This year’s changes are nothing drastic. See the last month’s newsletter or CFRI Vice President Marlene Green for more details.

We have one of the best events CFRI offers coming up soon, The ‘Junkers to Jewels’ Bus Tour. It is one of the best in the country and features an all volunteer group of expert instructors. It is one of the ‘Must Dos’ if you are a real estate investor. Just ask anyone who has been to it before for their thoughts. The last Junkers sold out with a full bus, so sign up early and Don’t Miss the BUS!

When you first join CFRI or are new to investing you may become overwhelmed with all the different choices. However you have to take it one step at a time. Don’t compare your pace with anyone else’s. Certainly use their accomplishments as encouragement to take action. I have become pretty good friends with one of my students who at the time was brand new to real estate. He has since made an amazing complete 360 degree turn from when we first met. At one point during the tax deed class he began picking up all his belonging to leave before the class was over. He had become frustrated with himself and the pace he was learning at and was ready to through the towel in. I and another student talked him into staying. Fast forward to about a year later, he is now what I call a ‘Mogul in the Making’. He buys condos at $3,000-$5,000 each... and that is the most he pays! They make him about $500 of cash flow monthly and boy is he happy....all because he didn’t give up on himself. Mind you the condos are arguable in the most crime infested development in Orlando. But like he says, “People have to live somewhere.” He fixes up the units pretty well and now has hired his own onsite maintenance. I won’t be surprised one day if he buys out the entire developments. That is how it starts, one at a time.

Don’t forget we are always looking for volunteers, especially at this time of the year for the Board of Directors. Elections are in October. Call the office or me for details.
The Biggest Mistake Investors Make.

We were the fourth investor to look at the property. The seller called me the day before. I asked about the house and wrote down all of the relevant information. I scheduled an appointment to look at the house the next day. After viewing the house, I went to my car and pulled out a blank contract and wrote her an offer. Within minutes, she rejected my offer just as she had rejected the four other offers presented before mine. I didn’t understand it. I did what everyone else did. I used the same formulas and repair estimates. Why didn’t it work? I left that day wondering what I could have done differently.

The next day I was still thinking about that deal. I gave the lady a call and asked if I could come over and talk with her. She agreed. I went over to her house and began talking to her this time. I wasn’t asking about the house, I was asking about her. I asked her why she rejected my offer and her answer shocked me. She said something I will never forget. She said “I have adult children that steal from me and I can’t have large sums of money sitting in a bank account. Your offer was all cash. I just need enough money to move to Seattle and enough money to pay my rent on a monthly basis.”

I was floored. First, I felt bad for the lady that she had children that stole from her. Secondly, that out of all five investors (including myself) not one of us asked about her and her situation. We acted like robots. We plugged her house in to our formula and made her essentially the same offer five times. That experience changed the way I do business with direct sellers. When I say “direct sellers”, I mean individuals selling their homes without the aid of a real estate professional. From this experience, I created “The Five Touch Approach”.

The Five Touch Approach is based on a very simple idea. That idea is that people do business with people they Know, Like and Trust. In essence, they do business with people they have a relationship with. The biggest mistake investors make is they see deal from a numbers perspective and not from a relationship perspective. It is well documented that in order to build rapport, you need at least five contacts with an individual. The more, the better but a minimum of five; hence, The Five Touch Approach.

Here is The Five Touch Approach as I teach it to my students.

Touch 1: The Intake - This is the first call. This is a standard call. Get as much information about the house as possible. Tell the person “thank you”. Let them know you are going to do some research and get back to them. DO NOT schedule an appointment here!!

Touch 2: Call them back about two to three hours later. Let them know you have done your research and that you would like to schedule a time to see the property. Always make the appointment in a very short period of time. Meaning: Schedule the viewing as soon as you can!

Touch 3: View the property; however, let the owner show you around. Ask open-ended questions and gather as much information as you can about the person and the property. DO NOT make an offer at this point.

Touch 4: About one hour after you leave the property, call the person back to ask them a question. Any question. It doesn’t even matter what the question is. The purpose here is not the question, but to make an additional contact. Also, when you make this call, ask for the person by First Name. When you address someone by their first name, it is a symbol of a relationship. Now you are on a first name basis.

Touch 5: Call back. Tell them you are interested in the property and that you have a few options for them. I always present three offers so that they have a choice. DO NOT give your offers over the phone. Continue on page 12
CFRI and CFRI Success Team Member Chris McClatchey presents

No Leads, No Deals, No Problem!

If you are a new investor, you know the feeling. Real estate investing is supposed to lead to extra cash, money in the bank and a few days of peace relaxing from the financial pressures of everyday life. But, you don’t have any leads ... you don’t have any deals ... and you have problems.

Let Chris McClatchey walk you through his proven system to get as many leads that will turn into as many deals as you can handle!

• Tired of a lack of inventory on the MLS?
• Tired of being in Multiple-Offer Situations?
• Tired of not getting any Deals?

Take the pressure off! Chris will show you:

• How to get leads nobody else is getting.
• Where to Find motivated sellers.
• How to Search and find high equity and free & clear properties
• How to analyze deals to put money in your pocket now!!!
• How to use the NLP to get what you want in your contracts
• The art of negotiation.
• Giving seller what they NEED to get what you WANT

Saturday, September 14, 2013
9:00 AM to 5:00 PM
Member Price: $59 thru 9/11 $79 after 9/11
Non-member Price: $79 thru 9/11 $99 after 9/11
Location:
Howard Johnson’s Plaza Hotel
230 West SR 436
Altamonte Springs, FL (just off of I-4)
You Can Do-It-Yourself Comparative Market Analysis

The ‘comparative market analysis’, or CMA, is the old standby marketing tool for agents trying to win listings. The agents try to demonstrate the value they bring to the transaction by pulling supposedly proprietary sales numbers from databases run by their associations and the multiple listing service, to assemble a set of recent and pending home sales that can provide context for pricing your house.

That assumes, of course, that the data the agents are using is accurate. That assumption is being severely tested. In midsummer 2011, the Chicago Tribune broke a story that statistics generated by the Illinois Association of Realtors were off by 8% and more. It gets worse: the statistics erroneously indicated a major improvement in sales and prices in the City of Chicago. Corrections will reach back three years.

Here are five reliable sources of home pricing trends and data that you can use to construct a sturdy comparative market analysis.

Federal Housing Finance Agency - This little-known website has two priceless tools, both drawing from home sale data pulled from federally insured loan programs (that is, mortgages backed by the Federal Housing Administration, Fannie Mae and Freddie Mac. That’s the vast majority of mortgages made each year.).

The FHFA’s House Price Index shows the home value trends for metropolitan areas from Akron (OH) to Williamsport (PA). Use the trend to see where values are headed in your area: up, down or nowhere. This shows you the momentum of your local market, which helps you know how to pace your expectations.

The FHFA’s House Price Calculator lets you plug in the purchase price for a house in any metro area; the calculator applies FHFA index to that house and serves up the likely market value of that house. Of course, this does not include the value added by improvements or subtracted by a distress sale situation.

Local property tax records - Look up – in person or online – the most recent sale price of the houses most like yours. (Most databases let you search by street address.) Plug those sale prices into the FHFA’s House Price Calculator to come up with a comparative market analysis and map of values for houses near yours.

Local building permit information - Look up – in person or online – the building permit information for nearby houses that you think are similar to yours. This will help you peer inside your neighbors’ houses and pinpoint exactly what they’ve done to improve their properties. (This assumes, of course, that your neighbors got building permits for their projects.) The permit history for each house will reveal the big-ticket improvements that support major leaps in value, such as bathroom additions, but it won’t reveal the particulars of appliances and the like.

FNC - FNC collects data about the changes made to each house (improvements, for example) and blends that with current sales data to produce indices of home value for major metro areas – far more than the 20 covered by the Case-Schiller Index.

Organize your data in a spreadsheet to identify the key trends for your neighborhood. You now have a constellation of values and trends that can help you frame a realistic market value for your own property. As an investor, knowing how to effectively price your property can mean adding tens of thousands of dollars in profits. Make sure you understand this valuable tool and how to use it in your investing business.
Kelly Kellogg,
The Appraisal Expert
Residential Appraiser · Pricing Strategist
Author · Speaker Expert · Witness

ABC’s of a CMA
Getting the listing, pricing the house strategically and having the deal close are all concerns that can be directly linked to starting with an accurate CMA. Learn to formulate a precise and legitimate CMA and blow these issues and your competition away.

Overcoming Appraisal Hurdles
Leave my seminar equipped with the knowledge to close all of your transactions. I address common appraisal issues during the loan process and how to overcome the challenges. Close your deals and increase your income!

Market Conditions
Don’t miss this exceptional opportunity to learn how to accurately and competitively price your listings in today’s market! More importantly, acquire a strategy to motivate your seller so that theirs will be the next home sold!

Don’t Miss this opportunity to hear Kelly Kellogg, The Appraisal Expert
Come be Rocked!
You’re Invited to attend her seminar:
Overcoming Appraisal Hurdles

Thanks to our sponsor, attendees will receive a free copy of ABC’s of a CMA, by Kelly Kellogg

Recent praise from Dan at Prudential:
Kelly, Thank you so much for doing the seminar at my office today. Your knowledge is tremendous! All of the agents who attended were totally “rocked”

Date:
September 5, 2013 6:30 PM to 9:30 PM
Member Price:
$ 59 thru 9/2 $79 after 9/2
Non-member Price:
$79 thru 9/2 $99 after 9/2
Location:
Space Coast Convention Center (Holiday Inn)
301 Tucker Lane
Cocoa, FL 32926 (Just off of I-95)

KKellogg@Appraisal-Experts.com · 407.644.8885 · www.Appraisal-Experts.com
Why You Should Treat Your Investing Activities As A Business Part 2

Welcome back. We’re picking up right where we left off and not missing a beat, so you might want to review Part 1 now. We talked about getting clear on your objectives, making written offers and whether you should “build a team” before you get momentum. Today, let’s start with what the backbone of any business operation really should be.

METRICS AND EFFICIENCY

In a previous CFRI newsletter article I wrote: “The goal in [any] business is always to: Work less, make more, reduce risk and increase value.” In order to accomplish these things, you need to be efficient in your activities. In order to be efficient, you need a plan and an order to your activities. In other words, everything operates on a system. Part time or full time, you need a system. If you don’t have priorities and a system and goals to guide you, you’ll find yourself spending too much time on the “urgent many” tasks instead of the “critical few” that make the real difference.

Along the lines of efficiency, set regular working hours for your business. Make an appointment with yourself and show up. Turn off your phone, close your email client and focus on execution for the time allotted. Nothing is more important, except maybe a fire. Seriously. Take your business seriously and give it the priority it deserves. It will pay you back. I know. Also, establish a regular place to work from, a place to keep your records. A table, desk or room. Dedicate that space to your business. Having written goals, a system and priorities should at least triple or quadruple your results. I’ve seen it happen for myself, more than once.

When I look for a bargain on a business to buy, I’m looking for a lack of systems in place. I’m looking for chaos, obsolescence and burned out sellers. This is precisely the opposite of the way to conduct your real estate business. Your business should be system-oriented. This means a carefully chosen process for all the activities you do.

Once you have chosen the processes, document them by writing them out and putting these policies and procedures in a notebook. This is your framework and becomes part of your business plan. Once you have the areas of your business documented, it makes it easy to budget time between the various activities by plugging them in time blocks into a calendar, based of course on your available time to work the business.

In the beginning, marketing and interacting with sellers, along with some educational and networking time is all you’ve got to budget for. Keep it simple. The best plans and systems are simple, and your highest result activities are clearly and unquestionably lead generation, communicating with sellers and making written offers.

Make a business plan. Every business needs one. This is probably the one thing that can get you further ahead than any other single thing you can do. Craft a business plan, even if your activities are more of a hobby. Without it, your business is rudderless, motorless, Flotsam. A business plan will put you on the map and kick start your success. It keeps you serious and focused. A business plan will provide a framework for your progress.

Measure your results. Track your number of leads and offers. Track everything. These are called metrics and are great motivators by which you can better yourself and your performance. Only generated 13 leads and made 6 offers last month? Shoot for 25 leads and 15 offers this month. Businesses are compared to each other by industry metrics. If you don’t track anything but your checkbook balance, how do you know how you’re performing? You want to be improving in efficiency in everything all the time.

A business plan forces you to analyze the components of the business and it’s structure. You have options, you need to make decisions. It’s very valuable to think through all facets of what you’re doing, why you’re doing it, and how you’ll get there, when. A business plan includes a marketing plan and that is the basis and foundation of all businesses. No marketing, no revenue, no profits.

With regards to a real estate business, part of your business plan should include the details of systemizing the acquisition process, budget and timeline, systemizing the rehab process with written contractor agreements, a timeline, etc., and systemizing the sales process with a marketing and financing plan. Don’t get carried away and over-prepare with these activities. Start your marketing while you pull these things together.
Why pay $2,000, $10,000 or even $20,000 for a Guru Bus Tour! When CFRI local experts can show you how to work in your own backyard?

CFRI’s Premier Event Junkers to Jewels is the most comprehensive 3 Day Workshop for Real Estate Investors offered in Central Florida.

Junkers to Jewels
Will give both the new investor and the seasoned pro insights as to how “the other guys” are making money rehabbing properties.

And you will do it at 1/10th the price being charged by other organizations for the same seminar!

You will spend Friday evening and all day Saturday in class learning the ropes from "the pros".

On Sunday you will travel on the bus and put your new knowledge to work. You will look at properties, do the math and determine if they would be a good deal to buy and rehab.

Whether you swing a hammer or write checks, when this seminar is completed you will be ready to do your first rehab!

TOPICS COVERED INCLUDE:

“FINDING PROPERTIES & CALCULATING ACQUISITION COSTS”
     - Past Vice President Todd Hutcherson

“FINANCING PROPERTIES”
     - Fern C. Burr

“HOME INSPECTIONS”
     - Jon Bolton

“FINDING COMPARABLE SALES”
     - Danny Vargas

“REPAIR COST ANALYSIS”
     - Greg Clarkson

“NEOTIATING THE DEAL”
     - Augie Bylott

The April 2013 SOLD OUT! REGISTER NOW!

DATES/TIMES:
Friday, September 27  6:30 PM to 9:30 PM
Saturday, September 28  8:30 AM to 5:00 PM
(workbook & lunch included)
Sunday, September 29  9:00 AM to 4:00 PM
(Tour and evaluate properties)

LOCATION:
SpringHill Suites Orlando Airport
5828 Hazeltine National Drive
Orlando, Florida 32822 USA

REGISTER:
www.CFRI.net or call 407-328-7773

COST:
Members (must be a member of their local REIA or CFRI)
$249 thru 9/24 • $269 after 9/24
Non-members
$269 thru 9/24 • $289 after 9/24
Touch 6: With offers in-hand, you sit down face to face with the seller to present your offers.

By applying The Five Touch Approach, your chances of success will increase tremendously. I have had sellers accept my offers over other investors even though their offers were better. They accepted my offer over the others because we had a “relationship”. We were on a first name basis and they felt like they Knew me, Liked me and Trusted me.

Use The Five Touch Approach. It really does work!!!

Continued from page 6

phone. They will ask but resist the request. Schedule the appointment.

A well thought out business plan can prove to be your golden goose. Along with all the benefits, it also provides written goals, which as we all know is the real basis for all significant achievement and something some high percentage of the population never takes the time to do.

Some high percentage of the population will also retire broke and dependent. Step out of that line today and make it a priority to plan and structure your activities with a written and formal business plan. And once you have your plan, work it. Stick to it. Don’t chase the next shiny object you see two months later. You must stick with your plan, constantly adjusting your approach.

If you’re not incorporated, get an LLC or corporation right away. They are inexpensive and easy to obtain. Talk to an accountant and/or attorney to choose the right entity for your operations. This is the basis for any business in today’s America. You need the asset protection and insulation from lawsuits this basic protection affords. This also assists in making more expenses deductible and generally gives you more options to shelter income from taxes.

www.CFRI.net

Continued from page 10

There are lots of tax benefits for small business owners. Do some research and you’ll find it’s not a challenge to increase your deductible business expenses thus lowering your taxable income and your taxes. Effort to keep more of what you earn is better than a raise in income. I won’t go into why now, but believe me, it’s superior to earning more money.

Finally, it’s paramount to marry your plan to a timeline. Set some dates and milestones. Make some deadlines. Learn to utilize them. Deadlines, when given the chance, can be your best partners.

I hope you’ve realized by now, as I have ... No one is keeping secrets. There are no secrets to this business or to finding good deals. There’s no secret to marketing for deals. I’ll bet you already know what to do. The secret is in the doing. If you treat this like a hobby, you’ll get hobbyist results. Apply consistent effort and results will blossom.

Keep your education up-to-date. Stay current. Keep investing in yourself. Join together a plan with some goals and action and you’ll be unstoppable. And a final point in closing ... don’t ever stop the marketing machine. It is the lifeblood of any business. See you at the Deals of the Month!

Trust is vital.

In this market, you want an experienced Realtor on your side that has the knowledge, the ability, and the resources to keep you profitable.

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Mailing Services
Morning Session 9:00 AM to Noon
No Money Down!

CFRI Legal Advisor and Business Member Joe Segal will teach you everything you need to know so that you can buy property with NO money down – all the time.

It’s the problem every investor faces at one time or another: the perfect property, the perfect deal and no money to put down! Whether you don’t have money or yours is all tied up, you do NOT have to pass up that deal.

- How to structure your offer
- How to present it to the seller
- How to position yourself for credibility and believability

Afternoon Session 1:00 PM to 5:00 PM
Build Passive Income – On Your Terms!

CFRI Success Team Member Fern C. Burr will build on everything you learned in the morning session by showing you how to create a huge pile of cash you can use to make money for the rest of your life WITHOUT working at a job.

If you could retire with millions in less than 10 years, would you?

- Master the Negotiation Table
- Overcome seller objections like a pro
- Ask the right questions that will create deals that MAKE you money

Saturday, September 21, 2013
9 AM to Noon and 1:00PM to 5:00 PM
Howard Johnson’s Plaza Hotel,
230 West SR 436, Altamonte Springs, FL
(Just off of I-4)

Lunch is included if you register to attend both!

Members:
$59 for one, $98 for both thru 9/18.
$69 for one or $118 for both after 9/18

Non-members:
$69 for one, $118 for both thru 9/18
$79 for one or $138 for both after 9/18

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THE 2013 FLORIDA LEGISLATIVE WRAP UP

The Florida legislature closed out its 2013 session in May. A bunch of real estate and mortgage related bills got passed and sent to Governor Scott’s desk. This is a summary of what happened and my non-legal opinions on how they will affect the industry. Unlike most years, 2013 had some very sweeping changes that will send ripples through the community. Take a look at what happened.

For reference, you can read the full text of these bills by going to http://myfloridahouse.gov, keying in the bill number, and reading the “Enrolled” or final version of these bills. If Governor Scott has signed the bill into law, I will let you know below. Otherwise it is still awaiting his signature or possible veto as of the date I wrote this article.

House Bill 77 - Landlord and Tenant. This is probably the most extensive change that has occurred to this Landlord and Tenant Act since the mid-1990’s. Lots of changes. Here are the highlights but there are other changes as well so it is a good idea to read them all. (1) The biggest change is a new disclosure regarding security deposits in Florida Statute 83.49. This disclosure is several paragraphs long and needs to be given to all new and renewing tenants. It describes the rights of landlords and tenants to make claim on the deposit once a lease ends. (2) Also with the deposit there are some clarifications about filing timely claims on the deposit, about when notice must be given if the deposit is moved from one bank to another, and what happens to the deposit if the property sells. (3) Statute 83.51 is changed to state clearly that Landlords are obligated to maintain window screens but only once per year. It is amazing how often tenants and their children destroy those screens. (4) Statute 83.56 is changed to make a slight edit to the 7-day notice of non-compliance. This edit allows Landlords to evict on a repeat offense without posting a new notice. This change also clarifies that accepting partial rent payments is permitted and the procedure for evicting once partial rent is received. (5) Statute 83.60 is changed to make it more difficult for tenants to get cases dismissed based on a defective 3-day notice. Governor Scott did sign this into law and it is effective on July 1, 2013.

House Bill 87 - Mortgage Foreclosure. This law should put a major damper on all the “foreclosure defense” and “forensic audit” firms out there. It does give some relief to borrowers but it is heavily slanted towards lenders. Here are the highlights. (1) Florida Statute 95.11 5(h) is revised to reduce the statute of limitations for a deficiency judgment down from 5 years to 1 year. If a lender wants to pursue a deficiency after a foreclosure, they have a much shorter window to do so. (2) Clarifications about lost or missing promissory notes. This is Statute 702.11 and 702.15. It goes into a lot of detail on what must be done to allege that the original note is not available. (3) Statute 702.036 and 702.10 now allows a lender to do a must faster “show cause” hearing to force a final judgment through; as opposed to defendants dragging cases out for years. The Governor signed this one and it is in effect as of June 7, 2013.

House Bill 229 - Land Trusts. This bill makes a new Statute 689.073 as well as makes changes to the current land trust Statute 689.071. It has a lot of technical implications but basically clarifies party rights regarding the 689 land trust section of the statutes and the 737 general trust sections in the statutes. It also requires the title deed to have certain language in it in order to comply with the law. This law went into effect July 1, 2013.

House Bill 267 - Hidden Government Liens. This bill makes changes to Statute 695.01. It forces...
government entities to record their liens if they want to make them stick. Currently these governments could have liens for utilities, code violations, bonds, assessments, etc. and not record the lien but still force a new owner to pay the bill. This new law says that if the government fails to record, then the lien is just like any other and would not affect the real estate. This law goes into effect October 1, 2013.

House Bill 277 - Green Energy Tax Exemptions. This law clarifies a 2008 Constitutional Amendment regarding energy efficient exemptions for property taxes. The Governor signed it and it is effective July 1, 2013.

Senate Bill 342. Rental of Homestead Property. It allows Florida homeowners with a homestead property tax exemption to rent out their home up to 30 days each year and still qualify for the exemption. This allows people to take advantage of high paying temporary renters who are in town for events like the Super Bowl, Daytona 500, or similar events. This law was signed by the Governor and effective July 1, 2013.

House Bill 437. Community Development. This closed a tax loophole by for-profit developers to take advantage of property tax exemptions by creating non-profit entities that were basically subsidiaries of the developer. This law was signed by the Governor and effective July 1, 2013.

House Bill 667. Real Estate Brokers and Appraisers. It makes some technical changes to Chapter 475. Among them, real estate brokers under disciplinary action cannot apply for multiple licenses without subjecting those licenses to the same discipline - it prevents a loophole in the current law. With appraisers, it brings them into compliance with Dodd-Frank federal law changes among other changes. This law was signed by the Governor and became effective June 7, 2013.

House Bill 903. Adverse Possession. This law yet again tightens up abuses of Florida’s adverse possession laws. In South Florida there was an incident that made national news by a viral video of a squatter who took up residence in a swanky million dollar mansion. In addition to properly notifying the property appraiser office of the adverse possession, the law requires the possessor to bring all delinquent property taxes and government liens current. If a person does not comply with these requirements, they can be charged with criminal trespassing. And even if they do comply with this law, and they rent the building out they can be charged with criminal theft. This law was signed by the Governor and effective July 1, 2013.

Senate Bill 1770. Property Insurance. More changes to the state-run Citizens Property Insurance Corporation. All new applicants for Citizens will have to apply for eligibility through a new clearinghouse. If people can obtain insurance within 15% of what Citizens charges, they are ineligible. It also put caps on how much insurance is available on higher priced homes. Beginning 2015, homes with a replacement cost over $1 million are not eligible any longer and that number will drop $100,000 per year for 3 years. In 2017, the cap will have reduced to homes valued over $700,000. Additionally there are several other technical changes to Citizens insurance. This law was signed by the Governor and effective July 1, 2013.

House Bill 73. Condominium Associations. This has a lot of technical changes to the condominium law regarding records, insurance, building codes, land leases, elections, and more. The changes are numerous and affect the rights of developers, board members, and unit owners in many different ways. The Governor signed this into law effective July 1, 2013.

House Bill 7119. Homeowner’s Associations. This law is similar to House Bill 73 above. It affects Homeowner’s Associations and covers a lot of the same ground as the condo association law. The Governor signed this into law effective July 1, 2013.

As you can see lots of changes took place in 2013. It is good for Realtors, lenders, and investors to become knowledgeable of these new laws as many will have significant effects on how we do business.

Rob Arnold is the investor-friendly real estate broker with Sand Dollar Realty Group, Inc. serving all areas of Central Florida and can be reached at 407-389-7318 or www.SDRhouses.com.
The CFRI September General Meeting will be held on the SECOND Wednesday of the month on September 11, 2013.

CFRI Success Team Member Chris McClatchey will be the Featured Speaker

Wednesday, September 11, 2013
Doors Open at 5:15 PM, Meeting begins at 6:00 PM,
Featured Speaker starts at 7:30 PM

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Recent examples of the benefits we provide to our clients

Bibi was trying to close on a short sale. At closing her hard money lender who had promised her 100% financing walked and she was stranded with no way to close the property. Everest Title reached out to our network of lenders and within an hour found her a new lender willing to loan 100% plus closing costs on the transaction. A few weeks later she sold the property for a sweet 20k in profit!

Greg found a property he wanted to bid on at the foreclosure sale, but it had many issues and he was afraid to bid. We investigated the property and realized it was more valuable than he or the banks BPO agent believed it to be. During the auction not a single other bidder took action. With confidence in Everest Title, Greg bid on the property, got clear title, and walked away with a cool 150k in profit!

Jason was trying to double close a bank owned property. At closing he found out the lender was insisting on a deed restriction that did not allow him to sell the property at a profit for 90 days. Due to the advice of Everest Title he was able to renegotiate the deal with the end buyer and still walk away with all of his profit the same day!

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The $175,000 home inspection.

This is about crushed dreams, personal financial collapse, enormous guilt and regret... and a hope. A hope that you may avoid the overwhelming dismay this unsuspecting home buyer barely endured. This is a true story and a bit abridged due to time and memory lapse but I trust that you will be more vigilant about your own due diligence despite the lack of some details.

When I answered the phone, I was speaking with a realtor who I had met when she was the listing agent for a house my clients were purchasing. Here voice was audibly distraught about a dire predicament she was in. She called me because she said that she had never seen an inspection company like ours before and she was very impressed. She said she desperately needed someone qualified, more qualified, than the home inspector she had hired when she purchased her dream home. She purchased this home with her aging (75+ year old) husband with dreams of fixing it up and living out the rest of their lives in this nice little house in a wooded neighborhood on a cul-de-sac in Longwood.

She said her inspector was the “senior” inspector and even had a trainee with him when he performed a full pre-purchase home inspection for her. She trusted him and his work, and why not, he was the standard from which she had grown accustomed. The inspection took a little less than two hours and revealed no major issues. Essentially the green light she and her husband had yearned for.

After closing, they immediately began to move in and make this house their forever home. She recalled to me an odd smell that was quite apparent the first day. They attempted to shrug it off as a cleanliness issue that would be remedied once they were in full swing with the cleaning and painting and flooring and all the other fun things you do when you buy a house. When the smell didn’t subside, they began to look closer. They found that the air conditioner coils were moldy so they called the air conditioning contractor to clean the coils. Besides the poor hygienic condition the system was in, the contractor found other things. Expensive things.

When the handyman arrived to tackle the honey-do list, she said he expressed concerns about some of the damages. These were big jobs, not little jobs. In fact, the front balcony would need structural repairs that would require an architect/engineer and a contractor. With fears mounting, they inspected more, probed more and inquired from more learned individuals. Her husband’s health experienced complications and it seemed he could not adapt to the new environment. She described the pain it caused both of them to move back out and back into the house they had moved from and were hoping to sell.

Within a few days I pulled up in front of a visible catastrophe. This was a 1980’s vintage, wood frame home in a heavily wooded neighborhood. Can you see what’s coming? First shocker was the brand new roofing material on the rotted deck in the front of the house.

The handyman was correct, this was a pig with lipstick. Heavily damaged wood to band beam, handrail (toe nailed only to the house) and ballisters plus the lack of proper flashing and potentially hidden damages.

Water damaged wood was in no short supply around this house. I also found pest damages. The extent of damages however could not be known without further destructive investigation. I knew this would not be good. Indeed it wasn’t.
Besides a roof that showed signs of advanced age and limited life, the attic wreaked of urine. Rats and mice. Feces throughout. The rodents had made Swiss cheese (clever pun) out of the ductwork. Hence the smell that just couldn’t be eradicated. They also chewed an FPE (Federal Pacific Electric) panel offered no ease but only fueled the fire on a very dark day. FPE panels are known for their defective breakers and have decades of ill-fated history. Surely the home inspection report documented these issues. Mine did. But the former “senior” inspector’s report, so vague, pretty much acknowledged that a house did indeed exist. So did an electrical panel. So did an AC system.

In the downstairs bathroom, I remember the walls being wet. Not just behind the tile, but behind the toilet, under the sink and beside the shower. I remember sneaking a peak behind the wall paper in an area where it was already peeling off...fungal growth. Type and extent unknown.

After 5 ½ hours of inspecting and documenting all that I could, I printed my reports and pictures. The delivery was painful and arduous. Most of the information was novel and contrarian to the previous report. The data was saturated with dark and sullen news. Her demeanor, somber, overcast, demoralized.

We had developed a peculiar kind of friendship, one because I was curious and interested in what happened next and two because she needed me to listen. She kept me informed of how things progressed, rather digressed. I visited the house once more prompted by her grave description of what they had found when they started opening up the walls. Granted these things were concealed and no inspector could have predicted what was to be uncovered. However, my inspection stated that destructive investigation was required because of the outward signs I identified and some educated hypothesis of what might be lurking. Massive and broad scale termite damages. Structural concerns and technical failures. Mold, rats and roaches. The kind of environment you don’t enter un-protected. The scene in all, was ghastly.

Though mortgage companies had been contacted and debriefed, they offered little remedy. An attorney was apparently involved but I don’t know or remember what happened there. Her husband’s health continued to decline. He contracted hantavirus and died. I had never heard of it before that time but it apparently came from his exposure to all the rat feces/urine/odor. Sounds weird but I wish I had offered a shoulder.

I sincerely hope that you take this information and use it to protect yourself, your investing career and your mental and physical health. Please realize the incredible value in hiring a professional home inspector. A licensed and professional inspector or tradesperson should be included in every deal that you do. Remember, that inspectors will come with varying degrees of experiences, qualifications and dissimilar tool boxes. Do your due diligence before you buy. Saving $50 could cost you $175,000.
CFRI Members for less than a year, Liz Brumer and Dennis Smith learned about Buying Notes from their two mentors, Eddie Speed at a recent CFRI Meeting and Scott Carson at Chris McClatchey’s Real Wealth Event. Since learning about buying notes, Liz and Dennis have been focusing on acquiring non-performing notes directly from their fund sources that provide a list of non-performing notes for them to cherry-pick from.

In this month’s deal we’ll share how after 2 strikeouts with prospective buyers, they were able to broker a non-performing note for an owner-occupied 3BR/2BA SF Residence in Sanford and get paid $6,000 after 10 days of work.

After reviewing the list from the Fund Manager (Seller), they picked this property and did some light due diligence. They found unpaid taxes of $1,864 and a 2nd mortgage of about $10,000. They made an offer of $26,000 and it was accepted by the Fund Manager (Seller). They disclosed that they would need time to procure funds and that they didn’t personally have the funds on hand. They had 5 days to finish all title search/BPO and find a buyer for the note.

They immediately ordered a CMA (Comparative Market Analysis) from a fellow CFRI member – Duane Anderson@ Coldwell Banker and had a title report called an O&E pulled from Abstrax Title Company. This all took about 24 hours to turnaround.

They then advertised their deal using tools like LinkedIn, Postlets and MailChimp to get the word out to their buyers’ list. Within 24 hours they received 20 emails regarding the deal – about 5 were serious investors. They were contacted by a fellow CFRI member within 24 hours who wanted to purchase the note with his Self-Directed IRA. Due to complications in the paperwork needed by the Custodian they were unable to close by the closing date. Strike ONE! Luckily – the Fund Manager (Seller) gave them an additional 2 days to contact any other interested parties.

They contacted another prospective buyer who had expressed interest in the deal. They later found out after a few days from the Fund Manager (Seller) that the “buyer” was going behind their back to try to cut them out of the deal! Strike TWO!

Fortunately, the Fund Manager (Seller) was an honorable man and denied the “buyers” offer unless he paid Liz & Dennis’ fee. The unethical buyer would not, so the Fund Manager (Seller) gave them more time! (That unethical buyer is now blacklisted as the word is spreading about how they conduct business!)

They contacted one of the other interested investors to explain why the deal was available again and they were able to close within 2 days! The money was wired directly to the Seller and Liz & Dennis’ $6,000 fee was wired to them at the close of the same business day! TOUCHDOWN!

They were relieved after being stressed out for that period of time. However, they solidified many relationships on their buyer’s list and most importantly with the Fund Manager. Even though they had a purchase agreement and a non-disclosure/non-circumvent agreement in place, Buyer #2 still tried to get around them. Fortunately the Fund Manager is a person of integrity! Their note buyer is working on a modification and is attempting to collect the remaining UPB with interest of $142,778 over time. He/She got a steal of a deal as they have several options as the note holder of that property.

The Numbers:
Purchase Price: $26,000
Unpaid Balance (UPB): $142,778
Current Market Value: $80,000
Current Interest Rate: 7%
Current P&I: $984.65
Purchase Price % of Current Market Value (CMV) (w/ fee): 40%
Purchase Price of Unpaid Balance (UPB) (w/ fee): 22%
Total Time: 10 Days
Liz & Dennis’ Total Broker Fee: $6,000
Expense - O&E Report: $100
Total Profit: $5,900
ROI: 5,900% (Infinite!)
Yeah!  Lenore Bentley, CFRI’s Full-time Office Administrator for over 6 years, loved and respected by all of our members did her first deal! Several months ago Lenore decided to work part-time with CFRI and pursue real estate investing now that she had the time.

After seeing countless members do their own deals and sitting in on several classes delivered over the years by some of the best local and national real estate teachers, the 60+ years young, active and vibrant Lenore launched her business.

She started by narrowing down her target areas and marketing with signs, yellow letters and postcard mailings in her target area to owners. Lenore’s moniker is “GrammaBuysHomes.com”!

After diligently dispatching her marketing tools, Lenore received an email from one of the yellow letters she sent out. A gentleman wanted to sell his lot in Oviedo. Lenore found out that the property was owned with no mortgage but had many tax liens.

Lenore actually made a mistake mailing to this address and was contacted by the owner. She wasn’t really sure about having a lot for her first deal, so she contacted Sandra Edmond, CFRI’s President and The Queen of Tax Deeds, because Sandra has TONS of experience dealing with lots.

Lenore shared that one of your biggest takeaways from her story is that you should seek the guidance of other experienced investors and coaches in CFRI to mentor you through your first deal.

With Sandra’s guidance, Lenore decided to make an offer with the intention of selling the lot to someone else. Her first wholesale deal!

The lot was a ¼ of an acre, located in a nice neighborhood with homes selling from $175,000 to $500,000 on a lake near Oviedo. It was tax assessed at $21,000. Lenore thought the most she could sell it for was $17,000. She offered the Seller $10,000. She figured that $8,000 would pay off his tax liens and he would have a little cash left. He originally purchased the lot for $14,000. After negotiating, Lenore ended up getting the lot for $12,000.

Now that she had the lot under contract with Sandra’s help, Lenore put up a Weebly website (http://mimosadrlot.weebly.com) for the property with details about the lot including pictures and a video of the lot and the neighboring homes.

Most importantly, the website also provided the Florida Department of Environmental Protection’s Report along with Google Maps and a form to build her Buyer’s List. Lenore also put out signs, advertised on Craigslist, and sent postcards out.

She got one offer but that deal fell through. Lenore kept in touch with the Seller and kept spreading the word. Finally, she got a Craigslist Buyer who agreed to do a double closing by doing an Assignment of Contract. Here are her numbers:

**Timeframe 60 days start to finish with closing on Lenore’s birthday, June 28th**

- **Purchased for** $12,000
- **Sold for** $15,000
- **Due Diligence Expenses** = $150
- **Net Profit** $2,850

The other big takeaway that Lenore shared is that doing her first deal and getting her first check has built her confidence and now she is actively looking for more deals. She also shared that she developed her own style of communicating with Sellers and Buyers using her natural personality advantage.
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<td>Priority Admin &amp; Bookkeeping Services</td>
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<td>Watson Commercial Realty</td>
<td>888-406-7892</td>
<td><a href="http://www.watsoncommercial.com">www.watsoncommercial.com</a></td>
<td>Chad Creech</td>
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<tr>
<td>Real Estate Investments</td>
<td>C &amp; B Home Acquisitions, LLC</td>
<td>407-484-9915</td>
<td><a href="http://www.ilove2buyhouses.com">www.ilove2buyhouses.com</a></td>
<td>Christa Hixon</td>
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<tr>
<td>Real Estate Investments</td>
<td>Creative Homes of Orlando</td>
<td>407-694-7502</td>
<td><a href="http://www.creativehomesfl.com">www.creativehomesfl.com</a></td>
<td>Kevin Mernan</td>
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<td>Real Estate Investments</td>
<td>DGR Investment Group, Inc.</td>
<td>407-924-8000</td>
<td>dgrinvestmentgroup.com</td>
<td>Dan Roberts</td>
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<td>Real Estate Investments</td>
<td>Freshly Squeezed Homes</td>
<td>407-608-2429</td>
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<td>Real Estate Investments</td>
<td>Illustrious Life Styles</td>
<td>407-277-8880</td>
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<td>Allen Brown</td>
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<td>Real Estate Investments</td>
<td>Renaissance Adjusting, Inc.</td>
<td>407-699-0971</td>
<td>renaissanceadjustinginc.com</td>
<td>Vadim Roude</td>
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<tr>
<td>Real Estate Investments</td>
<td>SwifsSure Ventures</td>
<td>800-991-3188</td>
<td><a href="http://www.GoSwiftSure.com">www.GoSwiftSure.com</a></td>
<td>Kelly Kumbera</td>
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<tr>
<td>Repair &amp; Renovation</td>
<td>Foxy Interiors Inc.</td>
<td>407-715-1737</td>
<td>foxyinteriors.com</td>
<td>R. Marie Fox</td>
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<tr>
<td>Title Company</td>
<td>Equity Title, Inc.</td>
<td>863-802-9300</td>
<td><a href="http://www.equity-title.com">www.equity-title.com</a></td>
<td>Sue Fulco</td>
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<tr>
<td>Title Company</td>
<td>Everest Title Group, LLC</td>
<td>407-277-3700</td>
<td><a href="http://www.everesttitlegroup.com">www.everesttitlegroup.com</a></td>
<td>James Lawhun</td>
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<tr>
<td>Title Company</td>
<td>Southeast Professional Title</td>
<td>407-539-0781</td>
<td><a href="mailto:Ryan@SeProTitle.com">Ryan@SeProTitle.com</a></td>
<td>Ryan Kopczyk</td>
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<tr>
<td>Website/Technology Services</td>
<td>Visulate LLC</td>
<td>321 698 5198</td>
<td>visulate.com</td>
<td>Susan Goldthorp</td>
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<tr>
<td>Wholesale Properties</td>
<td>3 Days Live LLC</td>
<td>407-834-1325</td>
<td>hpinvestment.com</td>
<td>Hunter Paschall</td>
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<td>Wholesale Properties</td>
<td>407CHEAP.com</td>
<td>407-617-4289</td>
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<td>Todd Hutcheson</td>
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<td>Wholesale Properties</td>
<td>Equity First Realty</td>
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<td><a href="http://www.equityfirst.net">www.equityfirst.net</a></td>
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<td>Investisource</td>
<td>407-951-8848</td>
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<td>Wholesale Properties</td>
<td>Investment Homes Direct</td>
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<td>Wholesale Properties</td>
<td>R &amp; J Properties LLC</td>
<td>386-747-7776</td>
<td>rjpropertiesllc.com</td>
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<td>Wholesale Properties</td>
<td>Nextage Diversified Realty LLC</td>
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<td>hpinvestment.com</td>
<td>Hunter Paschall</td>
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<td>Wholesale Properties</td>
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<td>386-747-7776</td>
<td>rjpropertiesllc.com</td>
<td>Ron Deviney</td>
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September

**NOTE** **Mandatory** for both new General Members and Business Members.

September 2

**ADVANCED INVESTORS**, with Robin Daniels
Focus Group. Limited openings—email application from CFRI Online Library to leader. Experienced investors meet for lunch weekly to network, buy, sell, and listen to speakers. (Meets at Noon, Orlando. Every Thursday.)

September 5, 12, 17, 25

**THE ABC’s of a CMA—Comparative Market Analysis**, with Kelly Kellogg
Learn how to put together your own comparative market analysis with Appraiser Kelly Kellogg. Every attendee receives a FREE copy of Kelly’s Book! Space Coast Conference Center at the Holiday Inn, 301 Tucker Lane, Cocoa in Brevard County.

September 9

**TAX-DEFERRED REAL ESTATE INVESTMENTS**, with Ron Pruitt
Focus Group. Learn how to fully utilize self-directed IRAs and 1031 exchanges. (Meets at 6:30 pm, Altamonte Springs. First Thursday of Each Month.)

CFRI Lake County, with Augie Byllott
Chapter. Email lakecounty@cfri.net. 352-430-6107. (Meets at 6:30 pm, The Holiday Inn Express, 1810 South US 27, Clermont. Second Wednesday of Each Month.)

September 10

**CENTRAL FLORIDA REALTY INVESTORS GENERAL MEETING**
Our signature monthly networking and educational event. (Meeting 6:00 - 9:00 pm, Orlando Science Center, (OSC), 777 E. Princeton Street, Orlando.) Meeting Day Change is for September Only. October will be first Wednesday of the month.

CFRI Seminole County, with Marty Orefice + Dave Dostal
Chapter. Email seminolecounty@cfri.net. (Meets at 6:30 pm, at the Howard Johnson’s Plaza Hotel, 230 W. SR 436, Altamonte Springs. Second Tuesday Of Each Month.)

September 11

**LANDLORDING AND PROPERTY MANAGEMENT**, with Sue Goldthorp
Focus Group. Learn all aspects of being a landlord such as screening the tenant, evictions, how to handle the 3:00 a.m. phone call, etc. (Meets at 6:30 pm, Orlando. Second Thursday of Each Month.)

September 12

**NO LEADS, NO DEALS — NO PROBLEM!!**, with Chris McClatchey
CFRI Success Team Member Chris McClatchey helps you get your investing business off to a running start. Don’t worry, mon! Howard Johnson’s Plaza Hotel, 230 West SR 436, Altamonte Springs.

September 14

**FORECLOSURES, SHORT SALES, & REOs**, with Ivan Salvador
Focus Group. Explore different investing techniques, including foreclosures, short sales, and REOs. (Meets at 6:30 pm, Orlando. Third Monday of each month.)
CFRI BREvard COUNTY, with Chris McClatchey & Charles Fischer
Chapter. Email brevardcounty@cfri.net. 321-453-2300. (Meets at 6:30 pm
to 8:30 pm, Space Coast Association of Realtors, 105 McLeod St., Merritt
Island. Third Tuesday of Each Month.)

CFRI ORANGE COUNTY, with Doug Mascio
Chapter. Email orangecounty@cfri.net. 407-328-7773. (Meets at 5:30 pm,
Marks Street Senior Center, 99 E. Marks St., Orlando, 32803. Third Wednesday
of Each Month.)

CFRI ORIENTATION**, with Annette Santiago
Get Oriented! (New business members meet at 6:30 - 7:00 pm. New
General Members meet at 7:00 - 7:30 pm, Herzing University, 1865
SR 436, Room 218, Winter Park, FL 32792.) Meeting Day Change is
for September Only. October will be second Wednesday of the month.

QUICK START FOR RE INVESTORS* with Adam Sleap + Fern Burr
Focus Group - Limited Openings - email administrator@cfri.net.
Topics for new investors including Quick Turn real estate, Landlord, Negotiating, plus others. Starts at 7:30 pm, Herzing University, 1865
SR 436, Room 218, Winter Park, FL 32792. Meeting Day Change is
for September Only. October will be second Wednesday of the month.

NO DOWN PAYMENT: HOW TO BUY YOUR FIRST PROPERTY WITH NO MONEY
DOWN! with Joe Segal
Joe Segal teaches you how to find properties and buy them without any money!

FLIP OR HOLD: MASSIVE PASSIVE WEALTH with Fern C. Burr
Fern C. Burr will show you how to work your properties into a massive cash
machine!

CFRI BOARD MEETING
Open to all CFRI members. Non-board members must RSVP to
attend—call 407-328-7773. ( Begins at 6:30pm, CFRI Corporate Office,
312 Wilshire Blvd., Casselberry, FL 32707.)

REAL ESTATE INVESTMENT TECHNIQUES*, with Augie Byllott + Christa Hixon
Focus Group. Limited openings—email Augie@PACTProsperity.com.
Explore utilizing different investment techniques. (Meets at 6:30 pm,
Orlando. Fourth Monday of Each Month.)

BUSINESS & TAX STRATEGIES*, with James K. Duerr, CPA
Real estate investing with an emphasis on entity structuring and varying tax
treatments. Email businesstaxstrategies@cfri.net. 407-298-4646. (Meets at
6:30 pm, Orlando. Last Wednesday of Each Month.)

CFRI VOLUSIA COUNTY, with Art Musselman + Bob Burozski
Chapter. Email volusiacounty@cfri.net. (Networking at 6:00 PM. Meeting at
6:30 PM. Comfort Inn & Suites, 90 Professional Blvd., Daytona Beach. Last
Thursday of Each Month)

REAL ESTATE LAW with Charles Castellon
Focus Group – Limited Openings. Discuss all aspects of Real Estate law
with an experienced Real Estate attorney. (Meets at 6:30 pm, Orlando. Last
Tuesday of Each Month.)

JUNKERS TO JEWEL: TRAINING AND BUS TOUR
This 3 day event features hands-on learning about how to evaluate potential
investments. Spring Hill Suites, 5828 Hazeltine National Dr. Orlando near
the Orlando International Airport.
Don’t Miss This Opportunity...

The September 11 General Meeting features Chris McClatchey, one of CFRI’s most popular speakers. He will jumpstart every investor into action with his information on how to find and fund any real estate transaction, no matter how new to real estate investing you are.

Location: Orlando Science Center
777 E. Princeton Street, Orlando, FL 32803

Date: September 11, 2013.
Time: Doors open at 5:15 PM for networking
General Meeting begins at 6:00 PM
Featured Speaker begins at 7:30 PM

Sponsor a General Meeting for CFRI

- Get a premium table location
- Ability to pass out information in the Auditorium
- 5-10 minutes on stage to promote your business

Sponsor the General Meeting for $250.

If your business would like to sponsor the General Meeting, contact Administrator@CFRI.net or call (407) 328-7773.

Thank you for your support!

Our Gift To You! Enjoy!

PLEASE BE OUR GUEST (A $20 VALUE)
COMPLIMENTS OF CFRI BUSINESS MEMBERS

NAME: _______________________________________________________

DATE: _______________________________________________________

COUPON SOURCE: _____________________________________________

Expires 12/5/12

October 5, 2013  Zach Childress, national expert on wholesaling properties
October 9-10, 2013  Tax Deeds and Liens two-day boot camp with the Queen of Tax Deeds, Sandra Edmond.
October 12, 2013  CFRI Success Team Member, Augie Byllott, will share a full-day of tips, techniques and secrets for the new real estate investor. This workshop will be held at a location near the Orlando International Airport.
October 19, 2013  Todd Hutcheson shares how to find out what your deal is really worth.
October 25-27, 2013  REI Rainmaker Event

(All meetings subject to change.)
SIL Lends on residential and commercial investment properties.

We are looking forward to CLOSING your loans!

Please Contact
Jon Doss 407-252-6075
NMLS# 784125

3840 Saint John’s Parkway
Sanford, FL 32771
407-878-2830
407-878-2831 Fax
NMLS# MLD804
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The monthly calendar provides an at-a-glance overview of events detailed on the Upcoming Events page. For complete descriptions, please turn to page 24.