Reggie Brooks, *Expert in Abandoned Properties*

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Abandoned Properties – One Of The Best Kept Money-Making Secrets

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CFRI General Meeting

Wednesday June 3
Doors open at 5:15 pm

Edgewater High School Performing Arts Center
3100 Edgewater Drive
Orlando, FL 32804

Directions from I-4
Westbound
From I-4 Westbound, take the Fairbanks Avenue exit (Exit #87).
Go west to Edgewater Drive. Then south on Edgewater just past Par Street. Edgewater High School is on the right.

Directions from I-4
Eastbound
From I-4 Eastbound, take the Par Street exit (Exit #86).
Go West to Edgewater Drive and Edgewater High School will be straight ahead.

CFRI Orientation
Held at the CFRI Education Center, 138 Wilshire Blvd., Casselberry, FL 32707
(Required. Must arrive on time.)

Wednesday, June 10, 2015
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 Education Center
138 Wilshire Blvd.
Casselberry, FL 32707
407-328-7773

organizational notes

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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.

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The Best Negotiators Let Both Sides Win

Good negotiating skills are an absolute necessity for every successful real estate investor. Real estate investing is largely a people business and some form of negotiation will be required in almost every transaction. Negotiating skills are essentially a collection of interpersonal and communication skills used to achieve a desired result. Negotiations only come into play when two parties disagree on the solution to a problem or the goal of a contract. Successful negotiation requires the two parties to come together to create an agreement that is acceptable to both. The following points come to mind when thinking back on how the negotiation went in my most recent real estate transaction.

Be prepared before you begin bargaining. Determine your goals and the areas where alternatives exist. As a buyer, the common standard is to determine the Maximum Allowable Offer or MAO. This is the most you can offer and still meet the intended goals of the transaction. The way you calculate MAO depends on the goal of short term or long term gain. As a seller, calculate a desired goal and the “Best Alternative to a Negotiated Agreement” or “BATNA.” This is a concept from the book “Getting to YES: Negotiating Agreement Without Giving In” by Roger Fisher and William Ury. BATNA is described as the alternative action that will be taken should your proposed agreement with another party result in an unsatisfactory agreement or when an agreement fails to materialize. In other words, it is the lowest offer you are willing to accept.

Active Listening is the ability to listen to the other party during the debate. It involves the ability to read body language as well as understand verbal communication. Listen to the individual to determine his/her interests and goals during the meeting. Spend more time listening and less time expounding on the virtues of your viewpoint. Learn to remain silent when the other person stops speaking. Not speaking is a skill that requires practice. Our natural instinct as a negotiator is to fill a pause in conversation with more conversation. Wait for the other party to continue the conversation and provide you with more in-depth information.

Ethical standards and reliability in negotiation promote a trusting environment in all of your transactions. Both parties in a negotiation must trust that the other party is acting with integrity and will follow through on promises and agreements. As a trusted real estate investor and CFRI member, we must negotiate in fairness and in accordance with the law. We must also have the skills to execute on our promises after the bargaining ends. Negotiation is not necessarily a one-sided argument. Both sides of the transaction must work together to reach an agreeable solution and the best negotiators let both sides win.

June is going to be another month packed with networking and educational opportunities. The details of each event are posted on the member calendar on the CFRI webpage and in this edition of the monthly newsletter. This month, Reggie Brooks will be talking about making big money with vacant distressed, abandoned property at the general meeting. Reggie is the #1 abandoned property specialist in North America and is dedicated to inspiring others to achieve personal success through real estate investing.

Thank you to our members and sponsors who participated in CFRI’s Texas Hold’em charity event. The proceeds will benefit the Orlando Union Rescue Mission.
Abandoned Properties – One Of The Best Kept Money-Making Secrets

When I began my career as a real estate investor in 1985, I stumbled across a little known area of real estate that had the potential to make us a ton of money. This was an area of the market that went unnoticed by most people. This was the area of abandoned properties.

How To Profit From Abandoned Properties

You might pass these properties on a daily basis, but just never paid much attention to them. You could be passing up hundreds of thousands of dollars in profits! These are properties that the owner has walked away from for whatever reason. It could be a divorce situation, an illness, a death in the family, a job relocation, or any number of other reasons. Do we care why? Absolutely not! Don’t waste your energy trying to figure out why sellers do what sellers do.

A $58,000 Profit Right Across The Street

I remember a young lady in one of my 2 day classes. In the first day of class, we taught a whole day of unconventional ways to find profitable deals. One of those methods was how to find and profit from abandoned properties. The next day, the young lady came to class and told us an interesting story about an abandoned house right across the street from her house. She said that when she got home from the first day of class, she put her key in her front door to go inside. Suddenly, for no apparent reason, she stopped and immediately turned around. Across the street was an abandoned house. She had unconsciously seen the abandoned house every time she walked out of her front door, but until now she just never paid any attention to it. The windows were broken out, the grass was high, there was trash in the yard, and on and on.

After the class was over, the young lady stayed in touch with me. I had asked her to keep me informed as to the progress of her deal. It took her around three months, but in those 3 months she successfully purchased the property, fixed up the property, marketed the property, and made a profit of $58,000! By the way, she had no money, no credit, and no job, but she was still able to make this kind of profit.

Why Abandoned Properties?

When you work with abandons, you have an excellent opportunity to use the best financing in the world – seller financing. There are several reasons why we prefer seller financing over conventional financing.

Rarely will a seller ask to see your credit report. If you have credit problems, it usually will not become an issue. Many times the seller is completely open to many creative strategies that will help to eliminate their abandoned property problem. After all, what does the seller have to lose? His abandoned property is just sitting there not making any money.

Continued on Page 14
In this exciting all-day seminar, Reggie and Dr. Lowery will show you:

- How to make big profits using a unique niche in the marketplace—Abandoned Properties
- How to invest with no cash
- How to invest with no credit
- Insider secrets that the professional investors use to turn $15,000 profits into $50,000 profits and more
- Hot new tips and insights that the professionals use to find profitable deals—especially in today’s market
- Hidden cash producing secrets that even so-called smart investors don’t even know
- How to uncover hidden value in properties that most seasoned investors overlook
- How to profit from properties that most investors consider worthless
- How to write your contracts to maximize your profits
- How to use creative financing to fund your deals
- And much, much more.....!

Saturday
June 6, 2015
9:00 AM to 5:00 PM

Members:
$59 thru 6/3
$79 after 6/3

Non-Members:
$79 thru 6/3
$99 after 6/3
(lunch is included)

Location:
CFRI Education Center
138 Wilshire Blvd.
Casselberry, 32707

Register:
www.CFRI.net
407-328-7773

4 PHP Credits in Purchasing & 3 in Finance
We all hear it quite often; Real Estate can be an incredible vehicle in creating wealth and passive income. Over 20 years ago, I made the decision that I wanted to be a real estate investor. So I did what many other aspiring real estate investors do, I became a real estate agent. I didn’t know any better and I figured it was the next step and the best way to find the properties I would purchase as investments. Strangely enough, I found my first investment property through another realtor. It was a 6 unit building that had great cash flow. In my mind, I did it. I was on my way! Six months later, I found a second property. This one was brought to me through a family member who knew I was investing in real estate and knew someone that wanted to sell. His friend’s parents wanted to sell their triplex because they were retiring soon, and were looking to cash out. He referred me to them and my second investment property came to be. In addition to my first rental this property not only provided great cash flow, but instant equity; and lots of it!

Initially, things were going great! What I didn’t realize upfront was that I had just bought myself several different professions. I soon became a plumber, a property manager and a handyman. Although I was delighted with my cash flow I wasn’t pleased doing all the work myself. My days became busier and busier with activities that stopped me from finding more deals, growing my business and cash flow.

Here’s the good news: while I learned about investing and business the hard way, you don’t have to! You’re not alone and you certainly don’t have to do it all yourself.

If you are serious about getting started with your real estate business, you certainly owe it to yourself to learn from other people’s mistakes. Stop reinventing the wheel and learn from my experience in the business. Whether you are looking to buy and hold, rehab and flip, wholesale or any other aspect of investing, you need to learn what NOT to do. Most importantly it is critical you get systems in place and put together a power team that will help you reach your goals. Remember you don’t want to do it all yourself.

Please join me on June 13th and I will share with you the do’s and don’ts of how to get your real estate investing career up and running. You will learn what to look for when putting your power team together and exactly how to do it. Remember, if you truly want to be successful in real estate and have a growing thriving business, you can’t do it on your own. I will also share with you the systems that are vital to have in place in order to keep the deals coming and money flowing.

There is no time like the present to get started, don’t procrastinate, and please don’t do it the way I did. Be prepared to ask questions and learn. See You There!
Getting Started in Real Estate: The Do’s and Don’ts to Building a Profitable Business with Lorraine Castro
9:00 am - 1:00 pm, Saturday, June 13

Don’t reinvent the wheel. Learn what it takes to start a profitable real estate business as we go through the do’s and don’ts of getting started the right way. Whether rehabbing, buy and hold, or just wholesaling, we’ll cover all the details of what you need in a power team so you can build a successful business from the beginning.

- Understanding Different Investing Strategies
- Effectively Working with Realtors
- Reading & Writing Contracts
- Who You Need on Your Power Team (and where to find them)
- Implementing the Right Systems
- How to Find Financing

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How a Good CRM Can Change Your Life

The most successful investors spend the majority of their time in profit-making activities.

Are you drowning in details, paperwork and the crush of people and things to keep track of? Struggling with keeping on top of tasks and deadlines? Is communicating with your team a mess of emails and text messages?

Become an efficient manager of information, people and resources and you will have more time and energy to focus on making offers and closing deals.

Smart investors use an “in-the-cloud” software system that is both a people and relationships management system and a project management system they can access from computer and smart phone. It’s called a CRM for short.

There are many CRMs available – from free to uber-expensive. The problem with most is that they are:

1. A “boxed” system and not customizable to the way each investor wants to manage their business.
2. Cost a lot of money.
3. Have a steep, time-consuming learning curve.
4. Are tricky and difficult to use.

When evaluating CRMs, first list the tasks you want it to manage. Compare systems to get an idea what each CRM is capable of doing. Find out what others like and don’t like about their CRM.

I use and recommend Podio©. Free, highly customizable, easy to learn and to use - it connects everything and everyone so you easily stay organized. It integrates with other applications like Quickbooks, Evernote, Dropbox and host of others.

What can a good CRM like Podio do?

Manage Your Day-to-Day Activities
Create tasks on-the-go for yourself and others on your team. Keep everyone on task, in communication and accountable.

Automate Marketing and Lead Generation
Set up a lead-capture webform to automatically record each lead’s info in your CRM. Route incoming calls and text messages to your phone, email and CRM. Set up automatic follow-ups to sellers and others.

Keep Your Buyers’ List Current and Accurate
Know instantly what types of properties your buyers want, have bid on, or bought, and keep notes of conversations.

Manage Deal Closings
Keep track of what needs to be done when and by whom and deadlines and documents needed to close the deal. Set reminders for each stage of the process on every property you are working on.

Fix and Flip Faster
Manage the workflows of each project from start to finish - all the people and materials required. Stay on task and always be clear about what’s been done and what still needs to be done.

Manage Tenants and Toilets with Ease
Keep track of tenants’ applications, maintenance requests, rental payments and legal notices. Instantly access insurance policies, leases and more from your phone. Track vendors, contractors and service providers and their history with each property.

A good CRM will change your life. Free up your personal bandwidth so you can focus your time and energy on getting more deals done. Find and use a good CRM that works for you.
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with Linda Bamby

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Saturday, June 27 9:00 AM – 1:00 PM
Price:
Members $59 until 6/25 – $79 after 6/25
Non-Members $79 until 6/25 – $99 after 6/25
Location:
CFRI’s Education Center - 407-328-7773
138 Wilshire Blvd., Casselberry, FL 32707
Register online at www.cfri.net or call 407-328-7773

Linda Bamby has been a real estate investor and landlord for over 25 years. She is a practicing attorney, speaker and educator. She enjoys sharing how to run a real estate investing business faster, easier and more efficiently so investors can get more deals done faster. Linda is married with two grown daughters and is a longtime Central Florida resident.

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One of our most popular and frequently used benefits, Sherwin Williams offers unbeatable pricing to National REIA members.

Enjoy deep discounts on paint, applicators, floor covering, wall covering, spray equipment, and even window treatments! Be sure and stop by the Membership Table at the June 3rd General Meeting to pick up your CFRI Sherwin Williams National Discount Card and start saving today!
New Monthly Program REI Talk

Many of you have probably heard about a TED talk. Well I was inspired by a TED talk and thought, “we should do that at CFRI.” We are calling it REI Talk with Todd Hutcheson and it will be the Second Thursday of the month. Don’t worry, I will not be giving all the talks, but might give one of the first ones on making your website better.

For those of you who do not know what a TED talk is —here it is straight from their website.

“TED is a nonprofit devoted to spreading ideas, usually in the form of short, powerful talks (18 minutes or less). TED began in 1984 as a conference where Technology, Entertainment and Design converged, and today covers almost all topics — from science to business to global issues...”

First and foremost, our presentations will have zero sales. I actually have written guidelines defining what the speakers can and cannot do. They are allowed to have contact information on their last slide and hand out cards afterwards. No selling is allowed.

Well we are going to have our own spin on things once a month at our CFRI headquarters in Casselberry. The rules will be similar, but not exact. The talks will start promptly at 7pm and we will be finished with the event at 8:30. Probably go somewhere afterwards for a meeting after the meeting. Email me your preference between Buffalo Wild Wings and Smokey Bones. Most votes wins.

We will have two talks nightly. They will each be 20 to 24 minutes followed by 6 to 10 minutes of audience questions. I am planning on screening the questions somehow so that the best questions get asked and answered. We will probably have you email, text or tweet your questions and I will deliver with a microphone so everyone will hear the question.

So these will take an hour and what I have planned for the remainder of the evening could be really cool if you participate.

At our advanced investor luncheon on Thursday we have some lively debates and insightful help when someone brings a deal or problem to the group. I think people learn a lot by hearing how other people think about a deal or how they would structure a solution.

I plan on having a “Solutions Hot Seat.” A brave audience member will bring a problem or deal before the group. I will pick three people from the audience to give a panel like solution. Then we will open up the floor for questions and answers from the audience. The person on the Hot Seat will get their first beverage free after the meeting. Good bribe I hope.

So what will the REI Talks be about? My hope is that at least one of the talks each night will be on marketing, getting leads or increasing your business. The other talk will be about something that can be related to something about your home buying business.

Some topics will be finding owners, credit repair, personal branding, tax tips, tenant application process, paint colors that make your house sell faster.

Speakers do not have to be CFRI members. I would love it if you gave me suggestions for topics or actual speakers that you would enjoy hearing. So please email me at hutch1962@gmail.com if you would like to be in the Hot Seat or recommend a speaker or topic. See you at the first REI Talk.
Shark Tank With a Real Estate Twist

What is Shark Tank?
It’s a reality show where entrepreneurs seek funding partners and guidance.

Why bring Shark Tank to CFRI?
CFRI has recruited seasoned investors, our Sharks, who will make offers and suggestions to the presenters. The event will be a great learning experience for the participants and audience.

July 1st General Meeting
Edgewater High School Performing Arts Center
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LAST NAME: _____________________________
EMAIL ADDRESS: _____________________________

JUNE 3RD GENERAL MEETING
Networking Starts at 5:15 pm • Meeting Starts at 6:00 pm
Edgewater High School, 3100 Edgewater Drive, Orlando, FL 32804
407-328-7773 • www.cfri.net

Expires 6/3/2015
Continued from Page 6

The seller may have a mortgage to pay on it every month, because he wants to keep his credit clean. More than likely, he’d like to rent it or sell it but he feels that he’d have to spend a lot of money to fix the property up before he could market the property. In the meantime, another month goes by and another mortgage has to be paid. The taxes and insurance will also have to be paid. Money will still have to be spent on maintenance and upkeep. The repairs might become extensive, since the property is vacant and subject to vandalism. The neighbors are probably complaining about the eye sore. The Department of Building and Safety might have become involved. This can all add up to the seller having to spend a sizable chunk of cash every month, which can also represent a sizable headache for the seller. You guessed it. The seller is probably very motivated!

How Do We Find Abandoned Properties?

Here’s one of the easiest ways to find abandoned properties. The first thing to understand is that the more affluent the area is, the fewer the abandons you’ll find. The less affluent the area, usually the more abandons you’ll find. I encourage you to find an area somewhere in between the two extremes. If you keep your eyes open, you’ll find properties that might have the windows broken out, they might be boarded up, you might see the grass and shrubs overgrown, you might see trash, handbills, newspapers and other signs that this property might be a good candidate for a profitable abandoned property.

Keep a pen and a pad of paper with you at all times. I teach my students to take different routes to and from their normal destinations and write down the addresses of any properties that might be abandon property prospects. This might require that you leave home a little earlier than usual, but it is certainly worth it if it brings you just one abandoned property deal.

Using A Little Known Government Program With An Abandoned Property

Several years ago, I was taking my aunt to an appointment with a dialysis center when I came across an abandoned four unit building. This property showed all the classic signs of abandonment: boarded up windows, tall grass, trash, etc… I wrote the address down and called my title company as soon as I got a chance. I gave them the address, and they gave me the owner of the property and the mailing address. I wrote an offer and bought the property for $82,000. We fixed the property up using a little known government program called the Rental Rehab Program to maximize our profits. This program provided a 3 to 5% loan when the prevailing interest rates were 12%. The program also allowed any qualifying tenants to drastically reduce the amount of their out of pocket monthly rent by going on the Section 8 Government Subsidy Program after the rehab was complete. The average wait for the Section 8 Program at the time was 6 to 8 years. This was truly a win-win deal for everyone involved. We kept the property for a number of years, putting a positive cash flow in our pockets every month. We eventually sold the property and made a lot of money.

The Best Financing In The World

With the property needing as much work as it did, it would have been almost impossible to get a conventional bank loan to finance it and, at the time I was in no position to pay all cash. So, what is the solution? As I mentioned before, seller financing is the best financing in the world. The seller of the property financed the entire deal for us.

Here’s the point: Abandoned properties are one of the best kept money-making secrets in our industry. They are very good candidates for many of the government loans and grants that can super charge your profits. Tap into this area of real estate and watch your profits soar.
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Who inspects your house doesn’t matter. Until it does.

After she closed, she hired an electrician to repair some of the little things on the inspectors list. When the electrician told her she had an FPE panel and aluminum wiring and was looking at an $18,000 repair she reviewed her inspection report. The home inspector made no mention of the FPE being an issue. The home inspector also stated the house had copper wiring, not aluminum. How bad could it be she thought. When her insurance company told her they were dropping the policy her heart sank.

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- Flat Fee MLS listings – Investor discounts. Available in most areas of Florida.
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I began the real estate investment business in 1992 and have been a full-time investor since 1997. I have rehabbed close to a hundred houses — everything from pounding nails to just writing checks. I started wholesaling houses in 2000 and estimate I have completed close to a thousand transactions. My favorite and most profitable houses have been probate estates. I began focusing on this segment years ago. As the market has changed, the best deals are no longer from REO’s. Now they’re coming directly from sellers. Presently, we do direct mail campaigns to probates. I have several people that are involved; a researcher, a mailing person, and a person for intake of leads. Each month I get pre-scrubbed probate leads from the three counties. These get set up in a mail merge and letters are sent out to the PR, or Personal Representatives of each estate. The goal is to find an estate with property attached to it, send them a letter offering to buy it, and the PR calls you back to start the sale process.

When a seller calls we only ask five questions. In my opinion, I don’t like those interrogation questionnaires some people are doing. It’s too much to ask a seller at first. The questions we ask are; What is your name? What is the address of the property? What is your contact information? What can you tell me about the property? And lastly, why are you selling? After that we do our CMA, or Comparable Market Analysis, to get the value. This way, before we go to the property, I already know what it’s worth after it’s been fixed up.

Bill P. from St. Dunstan, Connecticut was one of those motivated sellers who called me from a letter we sent. We met him and walked the property. It was as to be expected from a probate estate — it was outdated and had a bit of deferred maintenance you could say. This one in particular had one more twist. It is not unusual to find a house with a lot of stuff but this owner had been a hoarder. I walked the property and house trying to determine what it would cost to put back on the market. I estimated that it needed $75,000 to $100,000 in repairs and listened to what the seller was saying carefully. I ask a lot of questions as well as try to small talk with them. I do this to find the seller’s true motivation. In this case, Bill wanted out. The rest of the heirs gave him an Ok to make the deal. They wanted the most cash they could get but needed to close quickly. This is what motivated sellers looks like.

When we talked with him, we found out he received ten letters from wholesalers plus one from a realtor offering to list it for top dollar. However, after listing to him, I determined that the listing agent was probably out the running. He didn’t want to list it and wait for it to sell, he wanted out ASAP. It so happened that he had called back all ten letters he received. Only six returned his call. Out of the six, only three of those showed up and actually made him an offer.

I took a big leap on this house; I offered no inspection period and I required a $5,000 non-refundable deposit. It needed a little more than I accounted for but I knew I could make a profit if he accepted. We put in our offer and a few days later got a call back. We won the bid! At this point, the system that I built for wholesaling kicks in and it gets packaged up and put on my website right away. Within a day, another wholesaler in town bought it from me for a $10,000 profit. I was very happy because he was now providing me with a $5,000 deposit. He, in turn, sold it to a rehabber for another $10,000 on top of that. That rehabber is currently doing an outstanding job renovating it. He expects to put it on the market for more than $30,000 above what I thought it was worth.
Robin got this lead on a discounted note from another CFRI Member who knows she likes to buy notes. The note was collateralized by a 2 bedroom single wide mobile home built in 1973 on 1/4 acre land in Polk County. About half the properties on the street are single family homes, the other half are mobile homes or multifamilies. Another investor had bought the mobile home in 2010 for $16,000. It needed a lot of work. He then sold it quickly for $35,000 with owner financing to someone with a $2,000 down payment and the skills to fix it up. The terms of the note were $33,000 at 5% over 8 years, with $400/month payments. 4 years of on-time payments had already been made, leaving the balance due to be about $18,000. Robin’s Self-Directed Health Savings Account (HSA) bought the note for $8,000.

It was hard to find good comps, but the lowest priced lot that sold in the area was around $12,000, and the lowest priced MH sold for around $21,000.

The note seller was having health problems. He had been driving over every first of the month for 4 years to pick up $400 cash for the mortgage payment. He didn’t want to leave that burden to his wife to handle. Robin only drove out to the property once on the day of the closing to see the inside of the mobile, and to meet the borrowers and the sellers of the note. The borrowers had basically rebuilt the mobile home, having replaced all floors, walls, ceilings and roof. Robin had prearranged with the borrowers for them to have the future monthly payments set up on automatic bill pay from their bank account. She has received on-time payments for the past 7 months since she bought the note. The note seller had not gotten owner’s title insurance when he sold the mobile home, so Robin’s HSA paid for that along with $1,000 to the CFRI member who gave her the lead.

What is the yield on this discounted note?

$9,400 total invested to receive a payment stream of $400/month for 48 months = a 41% yield. All tax free since it is held in Robin’s HSA which she can spend on qualified medical expenses. She chooses not to use that money yet, but to leave it in the HSA so she can make it keep growing tax free on more deals like this one and will have much more money available as she gets older and has more medical expenses. Her contributions to the HSA every year are also tax deductible.

These little mobile home note deals are great for small amounts you may have in your self-directed IRAs, HSAs, or 401Ks, etc.
# business directory

<table>
<thead>
<tr>
<th>Type of Business</th>
<th>Company Name</th>
<th>Phone</th>
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<tr>
<td>Attorney</td>
<td>CPC Law</td>
<td>407-851-0201</td>
<td><a href="http://www.cpc.law.net">www.cpc.law.net</a></td>
<td>Charles Castellon</td>
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<td>Bookkeeping/Office Assistance</td>
<td>Priority Admin &amp; Bookkeeping Services</td>
<td>321-946-0780</td>
<td><a href="http://www.youneedabookkeeper.com">www.youneedabookkeeper.com</a></td>
<td>Cheri Yandell</td>
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<td>Cabinet Sales</td>
<td>5dayCABINETS.com</td>
<td>321-203-2614</td>
<td><a href="http://www.5daycabinets.com">www.5daycabinets.com</a></td>
<td>Chad Brillis</td>
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<td>CFRI Success Team Member</td>
<td>Ardnas, Inc.</td>
<td>407-310-4007</td>
<td><a href="http://www.ArdnasInc.com">www.ArdnasInc.com</a></td>
<td>Sandra Edmond</td>
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<td>CFRI Success Team Member</td>
<td>Charles Fischer</td>
<td>321-302-5909</td>
<td><a href="http://www.charlesafischer.com">www.charlesafischer.com</a></td>
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<td>CFRI Success Team Member</td>
<td>Creating Wealth USA, LLC</td>
<td>863-662-9429</td>
<td><a href="http://www.PactProsperity.com">www.PactProsperity.com</a></td>
<td>Augie Byllott</td>
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<td>CFRI Success Team Member</td>
<td>Fern C. Burr</td>
<td>407-330-2855</td>
<td><a href="http://www.MortgageFlorida.biz">www.MortgageFlorida.biz</a></td>
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<td>Real Wealth Publishing</td>
<td>321-501-1855</td>
<td><a href="http://www.myrealwealth.com">www.myrealwealth.com</a></td>
<td>Chris McClatchey</td>
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<td>Construction - Residential/Commercial</td>
<td>Mark Orman Construction</td>
<td>321-945-2500</td>
<td><a href="http://www.markormanconstruction.com">www.markormanconstruction.com</a></td>
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<td>Contractor - Air Conditioning</td>
<td>Air Conditioning Experts Inc.</td>
<td>407-266-5464</td>
<td><a href="http://www.407cooling.com">www.407cooling.com</a></td>
<td>Harold Gentry</td>
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<td>Contractor - Building</td>
<td>Landco Builders</td>
<td>407-301-2725</td>
<td><a href="http://www.inspectagator.com">www.inspectagator.com</a></td>
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<td>CPA - Incorporation Services</td>
<td>Small Business Resources USA, Inc.</td>
<td>407-296-4646</td>
<td><a href="http://www.sbrolando.com">www.sbrolando.com</a></td>
<td>James Duerr, CPA</td>
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<td>407-678-4663</td>
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<td>Jon Bolton</td>
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<td>Landlord Forms</td>
<td>EZLandlordForms, LLC</td>
<td>877-367-6771</td>
<td><a href="http://www.ezLandlordForms.com">www.ezLandlordForms.com</a></td>
<td>Denise Supplee</td>
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<td>Legal Services</td>
<td>Legalshield/Identity Theft Shield</td>
<td>407-519-0260</td>
<td><a href="http://www.protectmyfamilyandbusiness.com">www.protectmyfamilyandbusiness.com</a></td>
<td>Marlene Green</td>
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<td>Marketing</td>
<td>Marketing 2.0</td>
<td>407-479-8591</td>
<td><a href="http://www.makingagentsrich.com">www.makingagentsrich.com</a></td>
<td>Jonathan Rivera</td>
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<td>Mortgages</td>
<td>Fidelity Funding Mortgage Corp.</td>
<td>407-275-5112</td>
<td><a href="http://www.fidelityfundingmortgage.com">www.fidelityfundingmortgage.com</a></td>
<td>Jonathan Czarny</td>
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<td>Mortgages</td>
<td>Patriot Home Funding, Inc.</td>
<td>877-377-8123</td>
<td><a href="http://www.mypfh.com">www.mypfh.com</a></td>
<td>Pierce Outlaw</td>
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<td>Mortgages - Commercial</td>
<td>Lima One Capital</td>
<td>404-908-0080</td>
<td><a href="http://www.limaonecapital.com">www.limaonecapital.com</a></td>
<td>Cortney Newmans</td>
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<td>Mortgages - Commercial</td>
<td>Q Capital Management</td>
<td>407-702-1202</td>
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<td>Mortgages - Hard Money</td>
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<td>Real Estate Brokerage</td>
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<td>Real Estate Brokerage</td>
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<td>407-484-9915</td>
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<td>Creative Homes of Orlando</td>
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<td>Refinishing Company</td>
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<td>Corey Gonsalves</td>
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<td>Residential Engineering Services</td>
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<td>Roofing Contractor</td>
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<td>407-709-4998</td>
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<td>Title Company</td>
<td>Absolute Title of Central Florida</td>
<td>407-401-8506</td>
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June 1
COMMERCIAL & LAND DEVELOPMENT*, with Josh Harris & Scott Banta
Focus Group. Explore land development and different aspects of commercial investing. (Meets at 6:30 pm, Orlando/UCF area. First Monday of Each Month.)

June 2
MONEY 101*, with Nora Gregory & Steve Goldhersz
Focus Group. Identify and explore how non-bank money can work for you. (Meets at 6:30 pm, Lake Mary. First Tuesday of Each Month.)

June 3
CENTRAL FLORIDA REALTY INVESTORS GENERAL MEETING
Our signature monthly networking and educational event. April meeting will feature Reggie Brooks, the foremost vacant, abandoned and distressed property specialist in the USA. Networking 5:15 pm; Meeting 6:00 - 9:00 pm, Edgewater High School, 3100 Edgewater Drive, Orlando, FL 32804. (First Wednesday of Each Month.)

June 4, 11, 18, & 25
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 11:30 am, Orlando. Every Thursday.)

June 4
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.)

June 6
ABANDONED PROPERTIES with Reggie Brooks and Dr. Albert Lowry
All-Day Seminar. Meets from 9:00 am - 5:00 pm at CFRI Education Center, 138 Wilshire Blvd., Casselberry 32707.

June 8
WOMEN INVESTORS*, with Audrey Byllott + Marie Bravo
Focus Group. Discuss issues that women face in the real estate investment business and how to support each other. (Meets at 11:30 am, Orlando. Second Monday of Each Month.)

June 8
CFRI OSCEOLA COUNTY, with Augie Byllott
Chapter. Email osceolacounty@cfri.net. (Meets at 6:30 pm, Stetson University Center at Celebration, 800 Celebration Avenue, Celebration 32747. Second Monday of Each Month.)

June 9
CFRI SEMINOLE COUNTY, with Lee Spaziano & Fern Burr
Chapter. Email seminolecounty@cfri.net. (Meets at 6:30 pm, at the CFRI Education Center, 138 Wilshire Blvd., Casselberry 32707. Second Tuesday Of Each Month.)

June 10
CFRI LAKE COUNTY, with Kristine Baker & Nick Martin
Chapter. Email lakecounty@cfri.net. 352-256-9940. (Meets at 6:30 pm, The Holiday Inn Express, 1810 South US 27, Clermont. Second Wednesday of Each Month.)

June 10
CFRI ORIENTATION**, with Jackie Jackson & Buffie Paulauski
Get Oriented! (New Business Members 6:30 - 7:00 pm, New General Members 7:00 - 7:30 pm, CFRI Education Center, 138 Wilshire Blvd., Casselberry 32707. Second Wednesday of the month.)

June 10
QUICK START FOR RE INVESTORS*, with Adam Sleap & Fern Burr
Focus Group Topics for new investors including Quick Turn real estate, Landlording, Negotiating, plus others. Starts at 7:30 pm. CFRI Education Center, 138 Wilshire Blvd., Casselberry 32707.

KEY * Open to ONLY CFRI Members, space providing. To participate, login to www.CFRI.net and register EACH month a minimum of ONE DAY before the event.

NOTE ** Mandatory for both new General Members and Business Members.
June 11  
REIA TALK*, with Todd Hutcheson  
Focus Group. CFRI’s take on the Ted Talk. Two speakers will give a 20 minute presentation followed by 10 minutes of Q & A. A lively discussion will follow the speakers for 30 minutes. (Meets at 7:00 pm, Orlando area. Second Thursday of Each Month.)

June 12  
CFRI MEMBERS ONLY AFTER HOURS NETWORKING*, with John Murdock  
Focus Group. Providing CFRI members with a Friday evening business networking opportunity in a casual setting. (Meets at 5:30 pm, Orlando area. Second Friday of Each Month.)

June 13  
GETTING STARTED IN REAL ESTATE: THE DO’S AND DON’TS TO BUILDING A PROFITABLE BUSINESS, with Lorraine Castro  
Saturday Seminar. Meets from 9:00 am - 1:00 pm at CFRI Education Center, 138 Wilshire Blvd., Casselberry 32707.

June 15  
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.)

June 16  
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.)

June 16  
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 Tuesday of each month.)

June 17  
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.)

June 18  
QUICKTURN / FLIPPING* with Charles Fischer  
Focus Group. Explore the basics of rehabbing. Email quickturn@cfri.net. (Meets at 6:30 pm, Orlando. Third Thursday of each month.)

June 22  
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.)

June 23  
WEST VOLUSIA COUNTY with Bob Borozski & Don Wollard  
Chapter. Email westvolusiacounty@cfri.net. (Networking at 5:30 PM. Meeting at 6:30 PM, West Volusia Association of Realtors, 425 S. Volusia Avenue, Orange City 32763. Fourth Tuesday Thursday of Each Month)

June 24  
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.)

June 25  
CFRI VOLUSIA COUNTY with Josh & Marlena Dates  
Chapter. Email volusiacounty@cfri.net. (Networking at 6:00 PM. Meeting at 6:30 PM. Best Western Plus International Speedway Hotel, 2620 W. International Blvd., Daytona Beach, 32114. Last Thursday of Each Month)

June 27  
4 HOUR BIZ IN A BOX, with Linda Barnby  
Saturday Seminar. Meets from 9:00 am - 1:00 pm at CFRI Education enter, 138 Wilshire Blvd., Casselberry 32707.

June 30  
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.)
cfri announcements

General Meeting

Don’t Miss This Opportunity...

The June 3rd General Meeting will feature “Make Big Money with Unwanted, Vacant, Distressed Properties” with Reggie Brooks. Reggie is the foremost vacant, abandoned and distressed property specialist in the USA. He is also an international speaker, author and educator, dedicated to inspiring others to achieve personal success through real estate investing.

Location: Edgewater High School Performing Arts Center
3100 Edgewater Drive, Orlando, FL 32804

Date: June 3, 2015
Time: Doors open at 5:15 PM for networking
General Meeting begins at 6:00 PM
Reggie begins at 7:30 PM

Save the Date

June 3  CFRI General Meeting featuring Reggie Brooks “Make Big Money with Unwanted, Vacant, Distressed Properties”
June 6  Abandoned Properties with Reggie Brooks and Dr. Albert Lowry
June 13 Getting Started in Real Estate The Do’s and Don’ts to Building a Profitable Business with Lorraine Castro
June 27  4 Hour Biz In A Box with Linda Barnby

(All meetings subject to change.)

General Meeting Sponsorships Available

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

Sponsor the General Meeting for $250. Get a premium table location and time on stage to promote your business.

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

Thank you for your support!

Real Estate in an IRA?

Learn tax-advantaged strategies monthly
Every third Friday and fourth Tuesday

Register for FREE @ NuViewIRA.com/CFRI

Calling All Volunteers

VOLUNTEER OPPORTUNITIES ARE NOW AVAILABLE!

- Help greet and register guests at CFRI’s Monthly General Meeting.
- Earn CFRI Bucks to use towards classes, workshops or even dues.
- Get access to weekend workshops, classes, and events for FREE.

To sign up, email CFRI’s Membership Director, Jackie Jackson, at membership@cfri.net
DIRECT HARD MONEY LENDER

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NMLS# 398266

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1-2 Year Loans Up to 65% of After Repaired Value!
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<th>SUNDAY</th>
<th>MONDAY</th>
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<td>COMMERCIAL &amp; LAND DEVELOPMENT 6:30 pm</td>
<td>MONEY 101 6:30 pm</td>
<td>GENERAL MEETING EDGEWATER HIGH SCHOOL with Reggie Brooks 6:00 pm</td>
<td>ADVANCED INVESTORS LUNCH Lunch 11:30 am TAX-DEFERRED REAL ESTATE INVESTMENTS 6:30 pm</td>
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<td>WOMEN INVESTORS 11:30 am OSCEOLA COUNTY 6:30 pm</td>
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<td>LAKE COUNTY 6:30 pm CFRI NEW MEMBER ORIENTATION 6:30 pm QUICK START FOCUS GROUP 7:30 pm</td>
<td>ADVANCED INVESTORS LUNCH Lunch 11:30 am REI TALK 7:00 pm</td>
<td>CFRI MEMBERS ONLY AFTER HOURS NETWORKING 9:30 PM</td>
<td>GETTING STARTED IN REAL ESTATE with Lorraine Castro 9:00 am - 1:00 pm</td>
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<td>LANDLORDING AND PROPERTY MANAGEMENT 6:30 pm</td>
<td>BREVARD COUNTY 6:30 pm FORECLOSURES, SHORT SALES, &amp; REOS 6:30 pm</td>
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<td>REAL ESTATE INVESTMENT TECHNIQUES 6:30 pm</td>
<td>WEST VOLUSIA COUNTY 5:30 pm</td>
<td>BUSINESS-CANCELLED BUSINESS STRATEGIES 6:30 pm</td>
<td>ADVANCED INVESTORS LUNCH Lunch 11:30 am VOLUSIA COUNTY 6:30 pm</td>
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<td>4 HOUR BIZ IN A BOX with Linda Barnby 9:00 am - 1:00 pm</td>
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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 20.