

Monday	Tuesday	Wednesday
<p>Buying Performing Notes on NotesDirect</p> <p>Note Flipping</p> <p>Dealing with Note Sellers for Fee Income</p> <ul style="list-style-type: none"> • Most effective marketing • Negotiations and presenting offer • Investor Options <p>Partials</p> <ul style="list-style-type: none"> • Math for optimal structure & result • Operational questions <ul style="list-style-type: none"> ▪ What an IRA company wants ▪ Spread sheets to manage • Personal Property Trust <p>Master Broker</p> <ul style="list-style-type: none"> • Vetting them before committing paper owner • Financial modeling - who gets what... 	<p>Selling property w/Seller Finance (on terms) Consumer and Investor Turn-Key</p> <p>Buying Non-Performing due diligence</p> <p>Buying on Terms</p> <ul style="list-style-type: none"> • Recognizing the Deal (the Vision) • Talk-off with property seller <ul style="list-style-type: none"> ▪ Know what your negotiating for ▪ Patient & Persistent person wins ▪ Financial Modeling (Terms) ▪ Down Pmt – Rate – Term ▪ The 45 other 'Soft Terms' points • Seller carry debt w/ no underlying debt • Seller's existing underlying financing • Closing Management <p>Practice using Note Architect software</p> <p>Non-Performing Loan Ownership and Management</p>	<p>Raising Capital</p> <ul style="list-style-type: none"> • What Ben Does "Master Broker to forming Company" • Partial Investor <ul style="list-style-type: none"> ▪ Talk-off with Passive investor • Lenders for Real Estate <ul style="list-style-type: none"> ▪ Resell RE via wrap <p>Utilizing NoteSchool's Play Book</p> <ul style="list-style-type: none"> • Locate passive money <ul style="list-style-type: none"> ▪ Where they hang out • Peak their interest in what we do • Presenting Note Opportunity "The pitch" • Continually warming the passive investor <ul style="list-style-type: none"> ▪ 1st day to 6th month • Growing from one investor to their friends <p>Business Operations</p> <ul style="list-style-type: none"> • Accounting • Software • Legal • Vendors