

The background features a complex network of interconnected nodes and lines. The nodes are represented by circles of varying sizes and colors, including dark grey, light grey, and gold. The lines are thin and dark grey, creating a dense web of connections. The entire background is set against a dark grey gradient.

Workshop:

How to Make the RIGHT Creative Offer

Let's Define "Workshop"

- **You think**
- **You participate**
- **You learn**

What we'll do...

- **Analyze ONE (real life) deal**
- **Come up with some creative offers TOGETHER**
- **So that we can see how this process works in real life**



So here's the deal...

- **4 bedroom 2.5 bath
2500 square foot
home**
- **ARV \$335,000**
- **Updating costs:
\$100,000**



So here's the deal...

- **IN FORECLOSURE**
- **Loan balance**
\$128,000
- **Arrearage: \$30,000**



So here's the deal...

Loan details:

- **Rate 4%**
- **PITI payment \$1,200/mo.**
- **Potential rent \$2,400/mo**

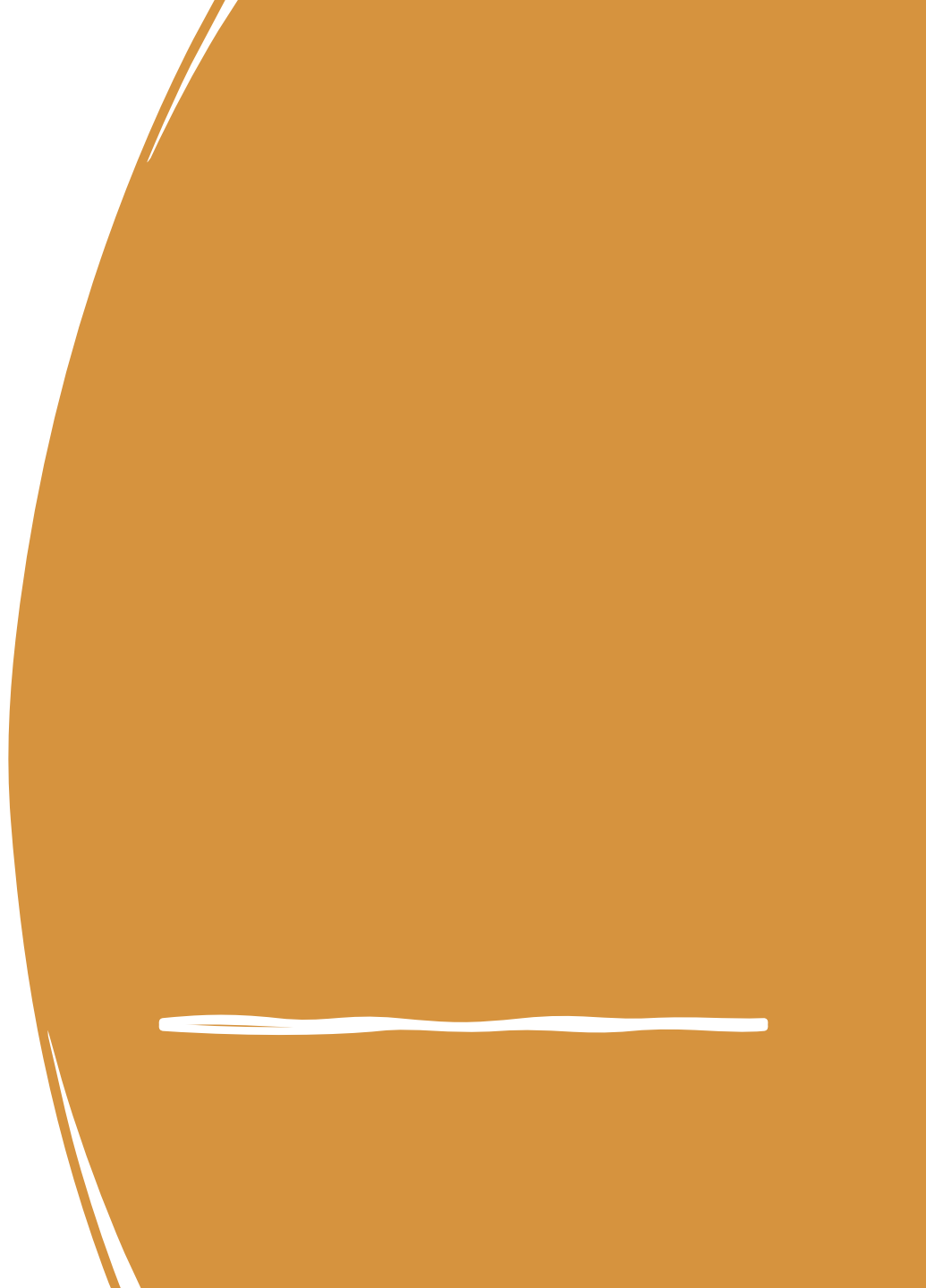
So What's Your
Offer?



If you said
ANYTHING
other than...

“I don’t know
what offer to
make, because
I don’t know
what the
seller’s
problem is yet”

Then You
Don't
Understand
How This
Works.





The Seller's Story

- **Husband died 2 years ago**
- **She stopped taking care of her diabetes**
- **And her finances**



The Seller's Story


- **Has a pension of \$4,500/mo.**
- **But didn't pay the mortgage because of depression/physical issues that are now resolved**



So What's Your
Offer Now??

Still No...

**Because STILL
you don't know
what the seller
wants**



What the Seller Says She Wants

- **“A loan to keep my house”**
- **What part of that should you have heard?**
- **And what should you say to her?**

Architectural blueprints are shown on the left side of the image, partially unrolled. They feature various technical drawings, including floor plans and sections, with numerous numerical dimensions and annotations. The blueprints are set against a light blue background with a subtle wood-grain texture.

NOW let's work thru the deal

- **What's the total amount of money needed here?**
- **\$158,000 to purchase**
- **+ \$100,000 to update**
- **+ ?? To hold, sell etc.**
- **\$258,000**

That's AT
LEAST 77%
of Value

Are you OK
with that? Why
or why not?

Architectural blueprints are shown in the background, partially unrolled, displaying various floor plans with dimensions and structural lines. The blueprints are rendered in a light blue, semi-transparent style.

What are some possible exit strategies?

- 1. Fix it and flip it**
- 2. Fix it and rent it**
- 3. Partly fix it and sell it repair for equity**



How much of that money needs to be cash?

- **\$30,000 to catch up loan**
- **\$100,000 to repair**
- **?? To hold**

At least \$130,000

(where's the other \$128,000?)



*How much of that cash
has to be yours?*

- **\$0**



But what's the **IMMEDIATE** exit strategy?

**Find a way to keep the seller
in the property**

For as long as she wants

With payments she can afford

**And without YOU losing
money**

What STRUCTURES might make that work?

- **Option**
- **Subject to/leaseback**
- **Equity sharing “partnership” with the owner**
- **Estate for years**

And what might the complete picture look like?

Option:

- **\$30,000 for right to buy house for \$158,000 subject to her then-existing loan for 10-15 years**
- **With additional terms...**
- **Get the \$30k from a partner for some portion of the option**
- **Give the value of the property time to grow**

And what might the complete picture look like?

Subject to/leaseback

- **Buy for \$158,000, \$30,000 down (sent to lender at closing to catch up loan)**
- **Subject to the existing loan**
- **Seller gets long term lease at \$1200/mo, going up only when taxes and insurance do**
- **YOU maintain the property**
- **Get the cash from a partner**

And what might the complete picture look like?

Equity sharing with seller

- You buy 1/2 of the property for \$30,000 (sent to bank at closing)
- She makes payments, maintains house etc.
- When she's done with the house, you put it on the market, sell, split net after getting your \$30k back
- You get first right of refusal to buy her 1/2
- **ADDITIONAL TERMS**

Who Loves This
Stuff?



Me Too...

- **I love thinking about it**
- **I love talking about it**
- **I love learning about it**
- **I love being around people who do it**

So I'm holding a Summit just for fellow addicts

**The Creative Deal Structuring
Summit**

April 26-28, 2024

Columbus Ohio

\$797 for 1, \$1297 for 2

It's sorta like the National Summit...

Topics for everyone:

- **How to buy Subject To (legally & ethically)**
- **How to negotiate seller financing**
- **How to control properties with lease/options and options**

Topics for everyone

And how to SELL creatively

- **High-profit, low-hassle repair for equity deals**
- **Wholesaling owner financing legally and ethically**
- **How to sell with financing, then get cash by selling the financing**

Topics for everyone

And how to BORROW AND LEND creatively

- **Wrap loans**
- **Equity sharing loans**
- **Long-term private loans**

Topics for everyone

Stuff you KNOW you need to know

- **Negotiation roleplaying**
- **How to find sellers**
- **How to 'do the math'**

Topics for everyone

And that you DON'T know you need to know, but you do...

- **How to insure creative deals**
- **How to do them in your retirement plan**
- **How to get them closed**

MULTIPLE faculty members and points of view...

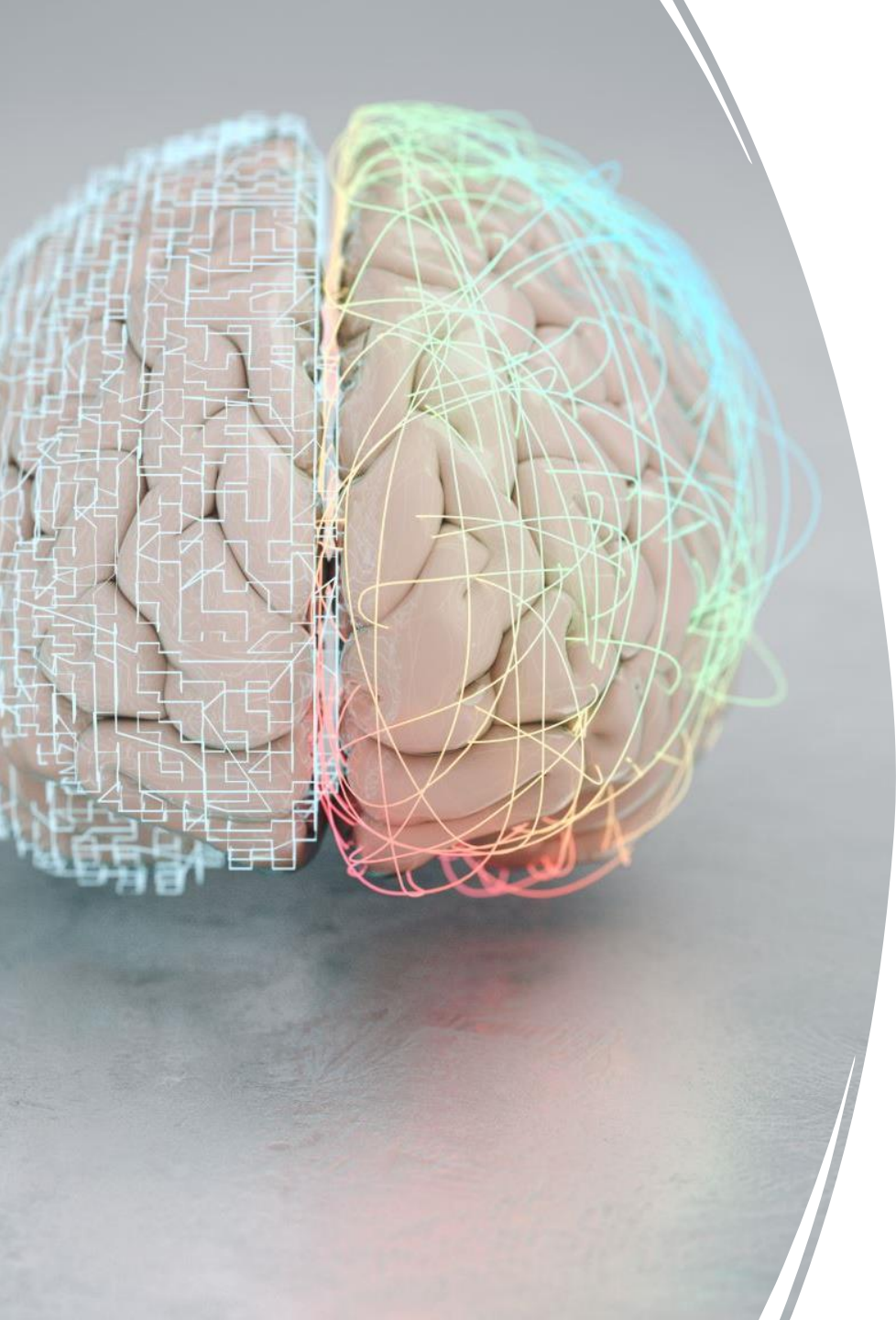
- **Maria Giordano**
- **Lindsey Jensen**
- **Courtney Fricke**
- **Anita Johnson**
- **Pete Fortunato**
- **Andy Teasley**
- **and 6 more...**

But only ONE real goal...

- **To give you the tools to build more wealth with less cash and credit**
- **And the community you need to support you!**

It'll be a LITTLE different...

- **Smaller**
- **Mini-workshops by attendees**
- **Hands-on sessions**
- **No herds of thundering children**



But still no-brainer cheap

- **\$497 for you, \$697 for you and a partner**
- **(a \$300 savings per person!)**
- **Thru 12/31 only!**
- **OREIAconvention.com**

Sign up today...

-
- **Get the best deal**
 - **and get the best people around you**