

# Peter Fortunato's **How To Construct Deals That Will Close!**

January 16 & 17th, 2016 Santa Ana, CA

Jack Miller said

“Use Your Head Not Your Capital!”

Transaction Building  
Recognizing Opportunity  
Valuing the Components  
Situations, Problems & Solutions  
Distribution of Benefits  
Using the Tax Code  
Putting it All Together  
Seller Financing  
Closing Checklist  
Standard Contracts & Agreements  
Trust Agreements  
Assignment of Contract  
Purchase Money and Promissory Notes  
Installment Sale Note  
Mortgage Securing Note  
Why Would Anyone Carry a Note?  
Taking Title Subject To  
Assignments of Notes & Mortgages  
Price or Terms  
Motivated Users  
Pretender Lenders  
Offers to Purchase  
Equity Financing or Debt Financing?  
When You Have No Money

Investment Options and Tactical Options  
Securing Options  
Find a Motivated Seller  
Lease Option and Lease Purchase Agreements  
Financing In Disguise  
Subject to Purchase Agreement  
Opportunities are Found,  
    Good Deals are Created!  
Borrowing with Real Estate  
Don't Tell Me What You Won't Do -  
    Tell Me What You Will Do!  
Modification Agreements  
Case: I Don't Have Other Collateral  
0% Financing too expensive?  
Negative Cash Flow - What's In It for Me?  
Using Other People's Assets, Labor, Contacts + Credit  
Rental Agreement with Right to Sublease  
Residential Rental Contract  
Capture Use & Income with Sandwich Leases  
Owning An Unwanted House Can be Costly!  
1031 Exchanges As Financing  
Wraps - When Buying, Selling and Investing  
Equity Participation Financing  
Over Market Price and Still a Good Deal  
Setting Up Deals Beyond the Deals  
**And much, much more!**

**This Workshop Includes a 200 page manual and 2 solid days of Discussion!**  
Pete welcomes and solicits your opinions and your questions.

YES, I want to attend Pete's class! Sign me up for January 16th & 17th at the Embassy Suites, 1325 E. Dyer Rd, Santa Ana, CA 92705. The seminar is from 9 am to 5 pm on Saturday and Sunday. The cost is \$495 for one person, or \$395 each for 2 or more, registering together. Call 818-217-4630 to register or fax this flyer to 818-217-4257. Register online at: [www.irca-losangeles.com/Deals](http://www.irca-losangeles.com/Deals)

Name

Phone

Address

City

\_Zip\_

Email

Credit Card#:

Code

EXP

I agree to let IRCA/Prosperity Through Real Estate charge my card for this event

(signature)

To book a room at the Embassy Suites, call (714) 241-3800. If flying in for this class, come into John Wayne Airport