

GETTING STARTED INVESTING IN REAL ESTATE



FortuneBuilders

EXCLUSIVE VIRTUAL CLASS TRAINING GUIDE

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We love to be very transparent and keep everyone's feet on the ground as we talk about investing in real estate. We always want to create realistic expectations for what this business is and what this business isn't.

PROFESSIONAL ADVICE DISCLAIMER

The following information is for educational purposes only. We will not be providing financial, legal, or professional advice. We will introduce you to strategies that we use, but they may not apply to your personal situation, so always speak with your team of professionals before applying any of the strategies learned today.

EARNINGS & PERFORMANCE DISCLAIMER

Any examples depicting profits, earnings, or results should not be interpreted as typical for the average student. Assume the average person makes little to no money. The students depicted have purchased FortuneBuilders' advanced coaching services, and some of the students may now be working as one of our coaches. We have numerous documented successful deals from our coaching students, but we do not track each student and so we cannot provide a typical result. This business takes hard work.

A portrait of Warren Buffett, an elderly man with glasses, wearing a suit and tie, with his hands clasped in front of him. The image is overlaid with a semi-transparent blue filter.

*Risk Comes From
Not Knowing
What You're Doing.*

Warren Buffett

Sadly, a lot of people don't think they need a foundation of knowledge to invest in real estate or know where to get one. And it ends up costing them big time!

Many people think that they can just buy any dumpy house, any location, slap some paint on it, add some carpet, switch on what they "learned" watching HGTV and sell the house for a huge profit.

But that is OFTEN not the case.

A lot of people I talk to underestimate the repairs needed, buy too high just to get a deal, or they get skunked by contractors because they don't have the right tools, documents, or a good foundation of knowledge of investing.

It's a terrible reason to, potentially, lose a ton of money.

If you don't know how to analyze a deal, estimate repairs or formulate an exit strategy – you really should. Your upcoming virtual training class will teach the real estate investing strategies and systems we have used for the past 17 + years, and continue to use in our investing business today.

When there is a system to be followed, you can feel more confident as you approach your next deal.

In this class today we will cover:

- The importance of having multiple Exit Strategies
- How you can benefit from our 17+ years of investing experience
- The benefits of following a Time-Tested System
- A great investment strategy for people who want to get started using little to none of their own money, none of their credit, and have really low risk!
- Where we FIND good deals on an ongoing basis
- Our 7-step rehab process that has allowed us to complete over 1,000 deals
- How to manage risk as an investor
- A very unique and little known investing strategy for creating incredible returns and finding extremely discounted properties



We believe when an investor has a solid education and the right tools, they can find more deals, better analyze those deals, make quicker offers and ultimately have more confidence to invest in more real estate.

Than Merrill

How To Get The Most Out Of This Class

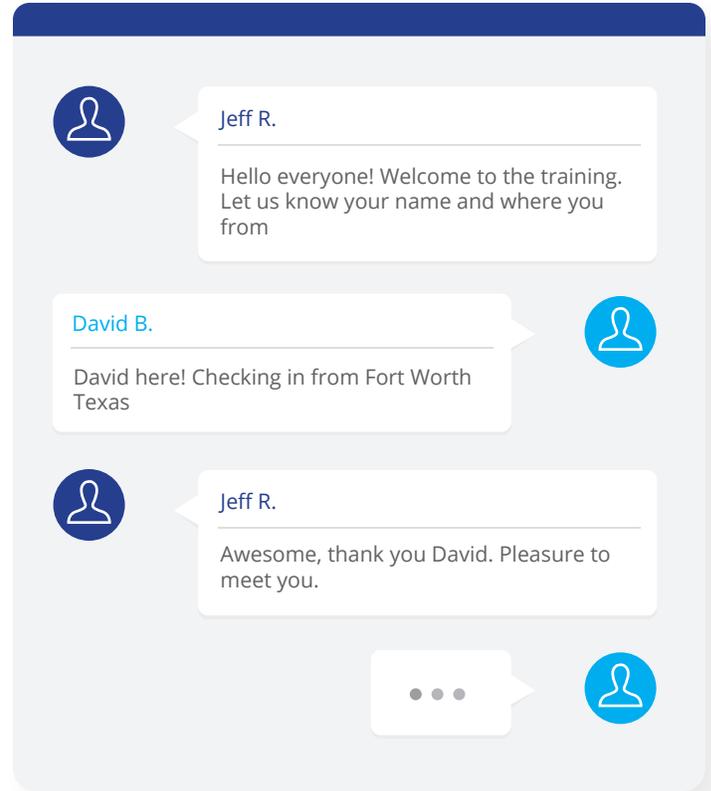
Today's class has been designed to be interactive, very educational, and fun!

So, how can you get the most out of today's class?

Take Great Notes - Grab a pad & pen or your favorite note taking app. There will also be spaces in this book for you to fill in some blanks and take some notes throughout, use it, so you won't forget anything important

Remove All Distractions - If you can, we recommend attending the class from a quiet place where you can concentrate and hear clearly what is being taught. You never know when you will hear or see something that gives you an aha moment!

Participate During Class - Our team will be live on chat throughout the class, so you can ask questions in the chat box throughout the class, and there will be a couple spots for live Q&A sessions!



Investing successfully in real estate is about YOUR knowledge

4 Focused Topics Today

1. _____

2. _____

3. _____

4. _____

FIRST INVESTOR QUIZ!

Is there risk in Real Estate? _____

How much of my money can I lose? _____

If there is risk, then how do we manage that risk? _____





*Biggest mistake
amateurs make in
real estate?*

They pay too much for a dumpy property because they don't know their numbers!



*The next biggest
mistake people make
after paying too much
for a property*

is they miss one or more of the HOLDING COSTS.

Benefits of Having a Business System

Professionals use a **SYSTEM** to invest.

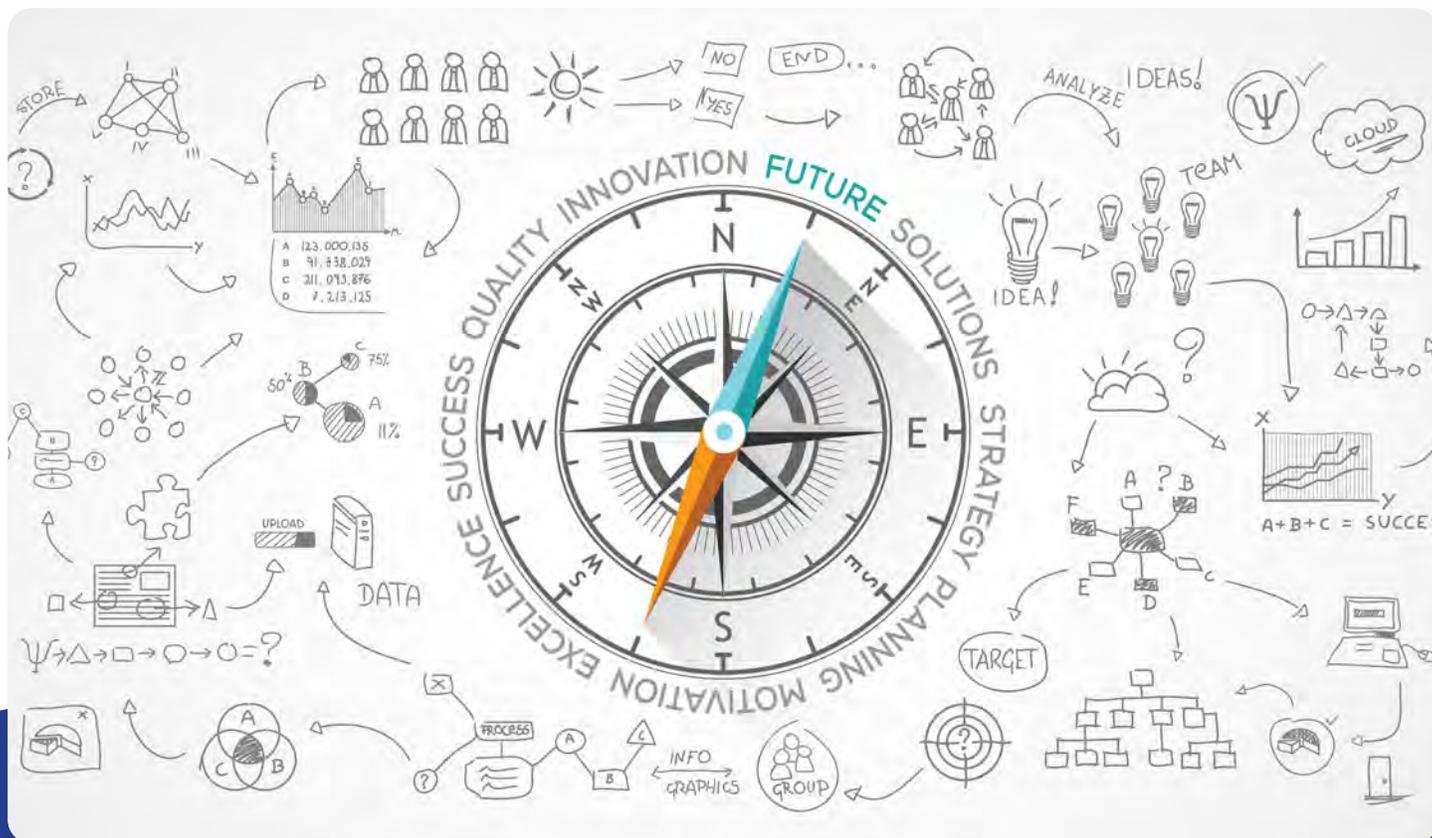
A "system" is a step by step process to know what to do from the start all the way to the finish of a task or a project.

One of the many benefits of a franchise-like business model (ex. McDonalds, UPS Store, Dunkin') is that typically have a higher success rate because they systematize their business to take the guesswork out of the day to day processes. Systems can make a **HUGE** difference between success and failure in a business.

Here are some benefits of using a pre-created Time-Tested System:

1. Reduce trial & error - Leverage other people's mistakes
2. Done for you services - access to templates, scripts, & guides
3. Shortens the Learning curve dramatically
4. Credibility established from the start
5. Confidence in the process of completing a deal

One of the benefits of learning from a company who has been where you are, and is where you want to be is you can follow a step by step process/system to shorten the learning curve and increase chances of success!



About Than's real estate companies

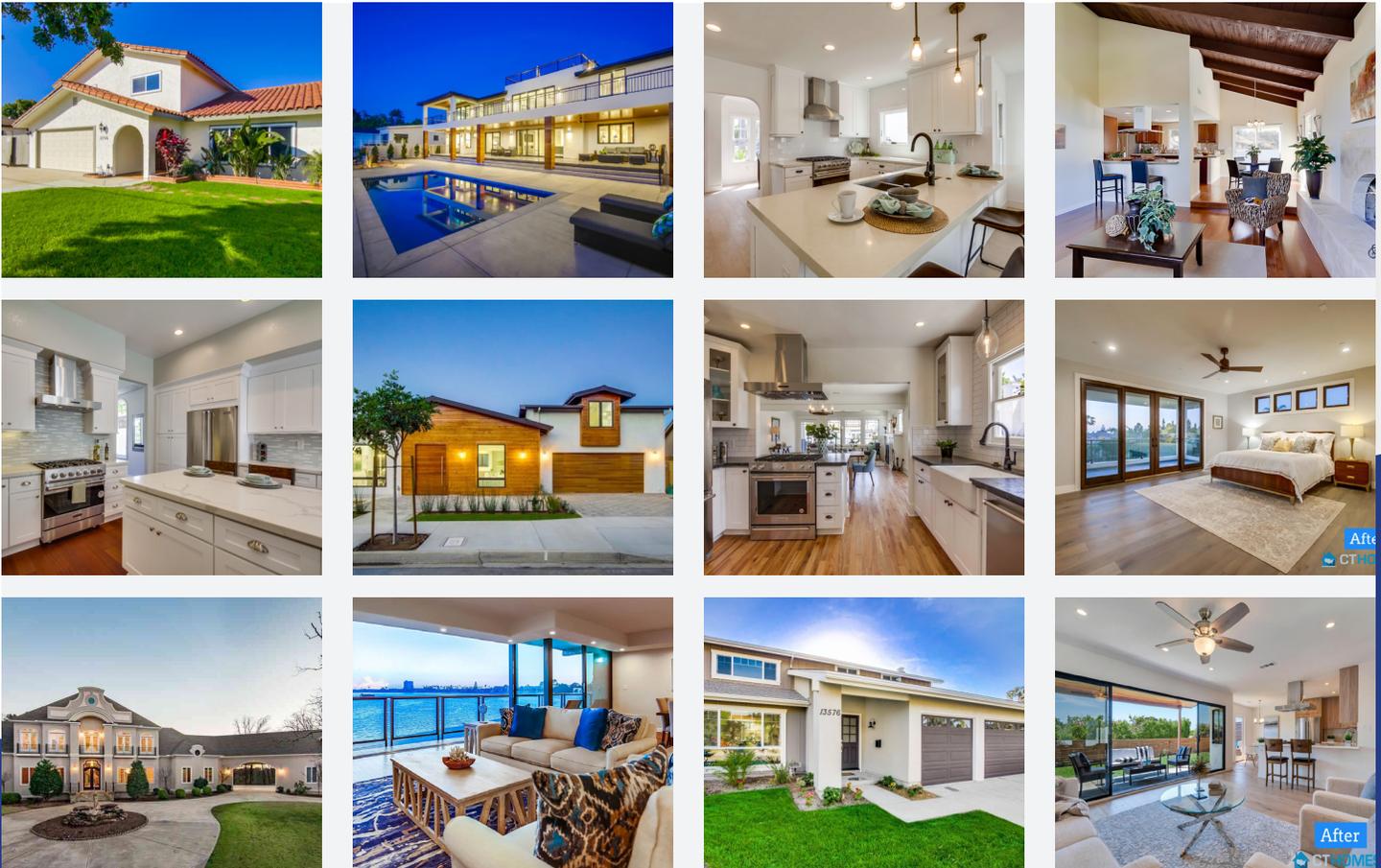
You should always feel confident in who you are learning from. Be careful where you get your advice!

Than Merrill and Paul Esajian started their real estate business, CTHOMES LLC, in New Haven, CT in 2004, then shortly after moved their operations to San Diego.

Since then, they have completed well over 1,000 residential flips and have invested in over \$1.5 billion dollars of real estate.

Checkout www.CTHomesLLC.com - Than's residential real estate investment company where you can see some of the deals we are currently working on and even deals we have already completed and sold.

- Than has been investing in real estate for over 17+ years now & completed over 1,000 deals/flips
- At any given time Than and his team are working on between **20-40 projects at once**



About FortuneBuilders

FortuneBuilders - this is our real estate education company where we train people to invest in real estate using our systems just like we do year after year. As we started doing more and more deals, people would approach us and ask how we do it and had a desire to invest for themselves.

So FortuneBuilders was created as a way to fulfill that need for people all over country to follow what we do on a day to day basis and get started investing in real estate by implementing our strategies in their area.



Equity Street Capital is Than Merrill & Paul Esajian's Multi-Family & Commercial investment company.

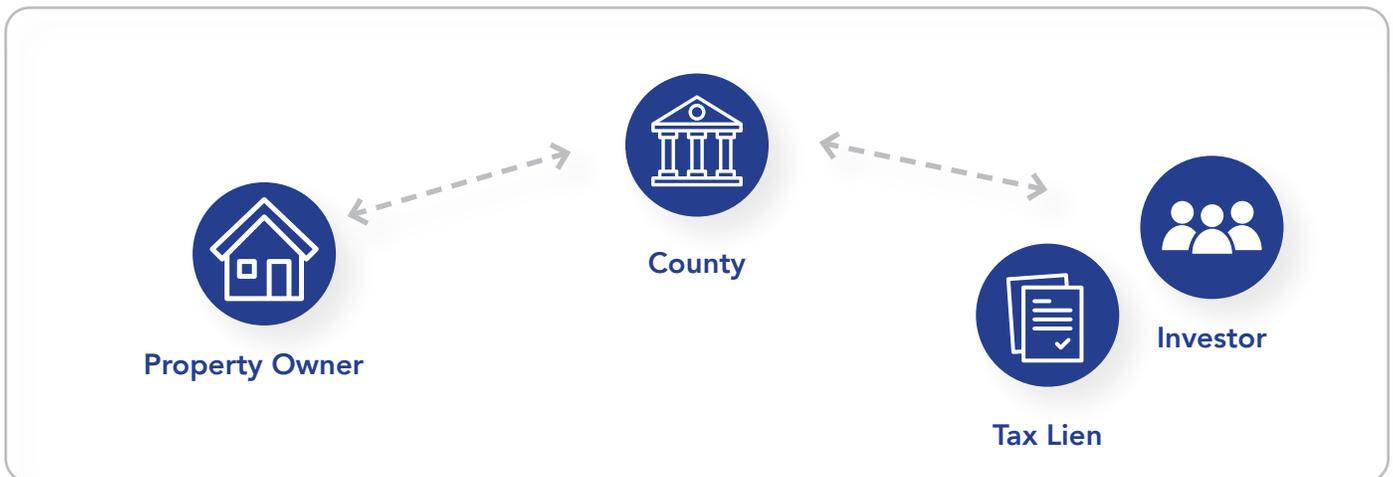
- Over 7 million sq ft of retail and office space in strategic markets across the country
- Over 3,000 rental cash flow units
- Invested in over \$1.5 Billion dollars



Tax Liens & Tax Deeds Investing

We think everyone should have this investment strategy in their tool belt. This unique and little-known strategy can be VERY POWERFUL for any investor at any level.

What is a Tax Lien?



What are the 2 major potential benefits of investing in Tax Liens & Tax Deeds?

1. _____

2. _____

First Strategy: WHOLESALING Our 3 Step System

Step 1

Step 2

The "how to" Steps in Making a SIMPLE OFFER:

- 1.
 - 2.
 - 3.
 - 4.
-
-
-
-

Great investors Use powerful **TOOLS** for deal calculations: **DEAL ANALYZER TOOL**

To make quick, confident offers on properties. Good tools can give an investor a competitive advantage in their market!



Step 3

Working together to invest in real estate!

Check out what our students from all over the country are doing in real estate. WE have beginners doing their first deal to experienced investors implementing the systems to improve their businesses. We think you will be both impressed and inspired to invest in real estate yourself!

Go to: WWW.FBWINS.COM

 Quincy Smith Miami, FL rehab	 Tracey House Rudys, AK rehab	 Araceli Thiele OAK LAWN, IL rental	 Charlene Harry League City, TX Wholesale	 Julian Montoya Arden, NC rehab	 Mary Derman Oak Forest, IL rehab	 Courtney Juarez Las Vegas, NV rehab	 Elias Tsoukalis Allerwood, NJ rehab
 Kristina Saicido Edgewood, NM rehab	 Nathan Sea II San Jose, CA rehab	 Michael Aldridge Phoenix, AZ commercial	 Jenny Le Southwest, NV rehab	 Araceli Thiele OAK LAWN, IL rental	 Phyllis Michelle Drake New Milford, CT rental	 John Devera Gautier, MS rental	 Gabrielle Tao San Jose, CA rental
 Joshua Young Bedwood City, CA Rehab	 Raelynn Beachler Wabash, IN rehab	 Roberta Knab Franklin, TN rehab	 Victor Alves San Antonio, TX Wholesale	 Kim Popen Brockport, NY Wholesale	 Alexandria Patterson Colorado Springs, CO rehab	 Suzy Roberts Playa Del Rey, CA rehab	 Desiree Crichlow Elmont, NY rehab



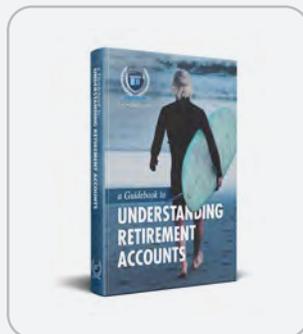
How we can help YOU become an INVESTOR!

If you are like most people getting a little help, support, education and access to tools is a priority. This is how we help people around the country to take control of their future by gaining an education in real estate through our LIVE virtual and in person training!



TOOLS & RESOURCES

One-Day Real Estate Workshop & Bonuses



REHABBING PROPERTIES: Our 7 step rehab process

What are the 7 steps to the rehab process:

1.

2.

3.

4.

5.

6.

7.

Rehabbing Tips:

- Important to know your numbers
- Always use the proper tools & documents for every rehab
- Know how to work with contractors correctly to keep them ontime and on budget
- Most important use the 6 CRITICAL DOCUMENTS when rehabbing to keep yourself safe and the project on time and on budget!



Buy & Hold Real Estate

The Retirement Problem... Solved with Rental Cash flow...

Our investment model for retirement: Flip, Flip, Flip, buy a cash flow property. Flip, Flip, Flip, buy another cash flow property.

Benefits of Buying & Holding Cash Flow properties:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Learning how to invest in real estate is **MOR`E CRITICAL** now than ever before, especially with inflation so high! Real estate has always been a great hedge against increased inflation for any investor. When inflation goes up, typically so does real estate and those owning real estate can benefit from the property value increases.





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