



Welcome to Real Estate Investor's Thunder

Your journey through the world of
Real Estate Investing





Mission Statement

- ✓ To Educate, Equip, and Empower Real Estate Investors.
- ✓ To Connect each other with other like-minded individuals and associated professionals.
- ✓ To maintain the highest in moral, ethical, and legal standards for our industry.
- ✓ To help members to be profitable from the start.
- ✓ To encourage members to have fun building their wealth.





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Let's Hear from YOU...

Self Introduction:

- Your Name
- Where are you from?
- Why are you here?





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To Help You We Can:

- ✓ Buy Your Leads
- ✓ Buy Your Deals
- ✓ Consult & Advise
- ✓ Creatively Construct Your Offers
- ✓ Finance Your Transaction
- ✓ Create and/or Buy Your 'Paper'
- ✓ Partner or JV With You





Disclaimer (part 1 of 2)

Real Estate Investors Thunder (REIThunder), its founders, members, or presenters, assume no liability or responsibility for the outcome of any real estate transaction, decision, or other action that any member, guest, or visitor, may enter into as the result of attending any meeting of REIThunder, listening to any guest speaker, or talking to any REIThunder member, guest, or visitor





Disclaimer (part 2 of 2)

REIThunder in no way endorses any real estate or investment offering that may be made. Members of REIThunder, guests, and visitors are urged to perform their own due diligence investigations before entering into any real estate transaction or other contractual relationship.



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We cannot guarantee your success,
but we can show you how to get there!





Tonight's Meeting Agenda

1. Opening Icebreaker/Game
2. Topic #1 Make Money as the Market "Corrects" and Even More if it 'Crashes.'
3. Break Time
4. Topic #2 Real Estate Contract Addenda



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Alan David Kosinski

Presents:

Tonight's Icebreaker:

**Great Real Estate Investment Properties
are known as Golden Rooftops.**

How good are you at finding them?

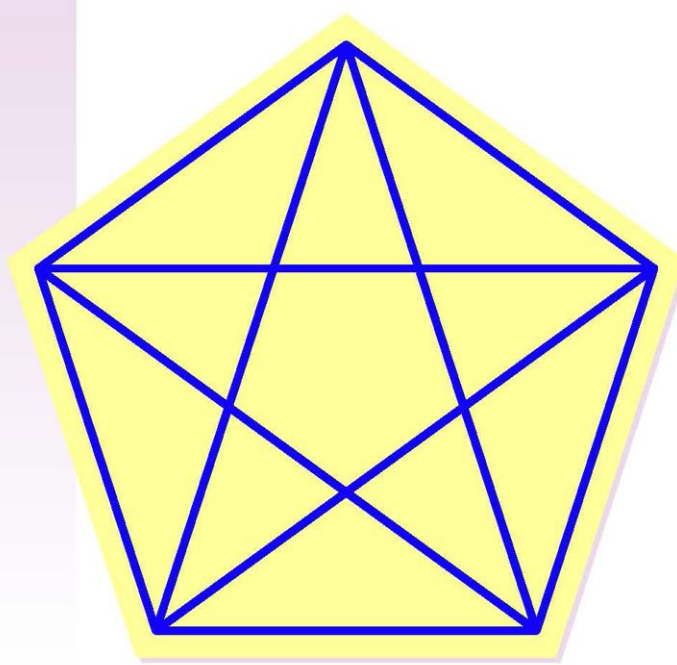
Let's try an example:





Icebreaker

How
many
Golden
Rooftops
can you
Find?



Counting the Triangles
by Henry E. Dudeney

The question is how many different triangles are hidden in this figure?

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Icebreaker

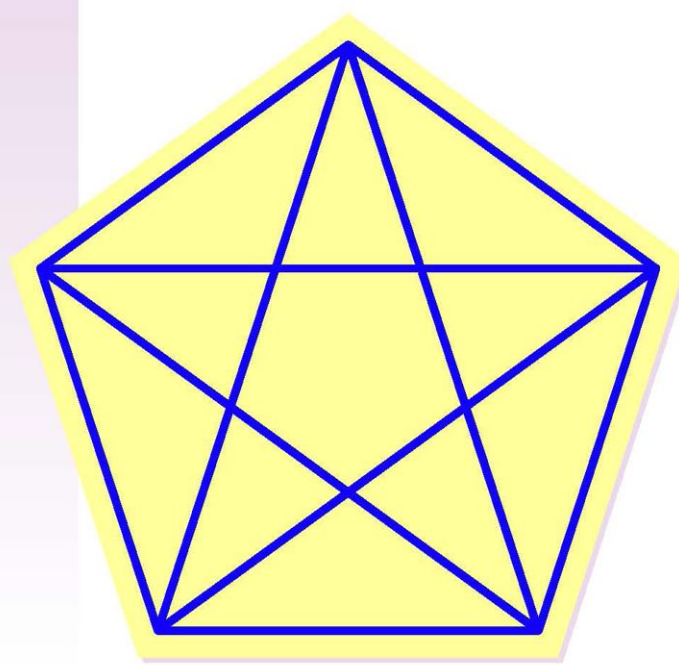
1. How many **Golden Rooftops** can you Find?
2. Now partner up with two or more people.
How many does your partnership find?





Icebreaker

How
many
Golden
Rooftops
can you
Find?



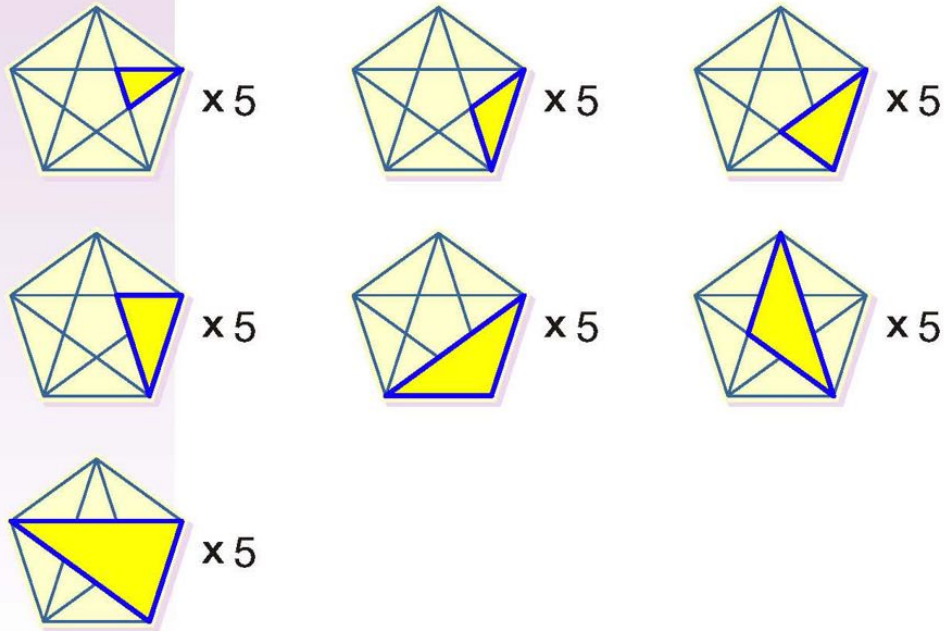
Counting the Triangles
by Henry E. Dudeney

The question is how many different triangles are hidden in this figure?

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Counting the Triangles (solution)

There are seven groups of triangles shown in the diagrams above. Each group consists of exactly five triangles with every triangle rotated 72 degrees around the center of the pentagon; one triangle from every group is highlighted in the respective diagram. So the total number of the triangles in the pentagon is $7 \times 5 = 35$.

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**“Make Money as the Market
‘Corrects,’
and Even More if it
‘CRASHES.’”**

By Alan David Kosinski





Three Ways to See Things:

1. Optimist

Expects ALL the best things to happen.

They see the best in the world.

Pollyanna: An excessively cheerful or optimistic person.





Three Ways to See Things:

2. Pessimist

Expects the worst in every situation.

Doom and gloom rule their attitude.

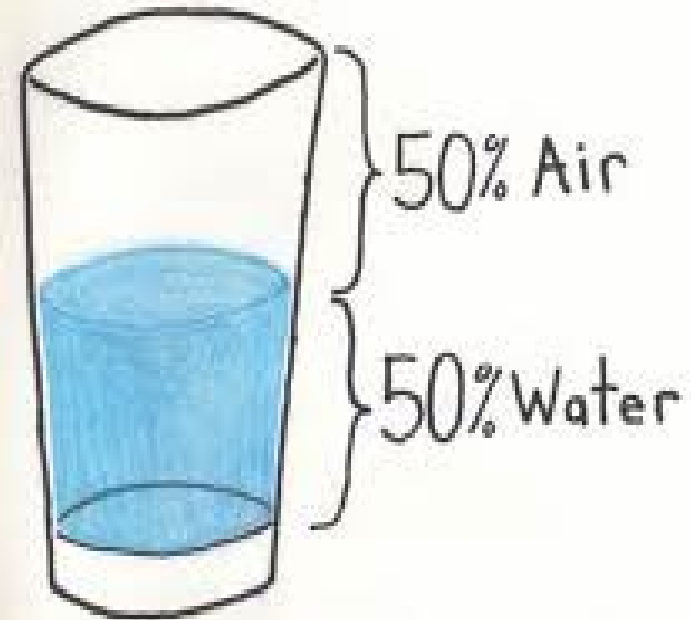
Defeatist: Expecting and accepting defeat.



Three Ways to See Things:

3. Realist

Someone who strives to make unbiased judgements and who doesn't see things through any kind of filter, neither a positive nor a negative.



Technically,
The Glass is Completely Full.





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Let's Look at the Facts

Can We Agree that:

- The Days On Market (DOM) are increasing.
- Inventory of listings is skyrocketing.
- The Real Estate market is slowing down.
- The overall economy is tightening up.
- R.E. Investors are getting 'stuck' with flips.
- Wholesalers are pulling back.





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Are these facts good or bad?

- Optimist – This is just a bump in the road...
All is well. There is nothing to worry about.
- Pessimist – We're facing catastrophe.
Economic disaster is imminent.
- Realist – Something is happening here.
Let's make it positive.
How can we help people and make money?





Embracing Change

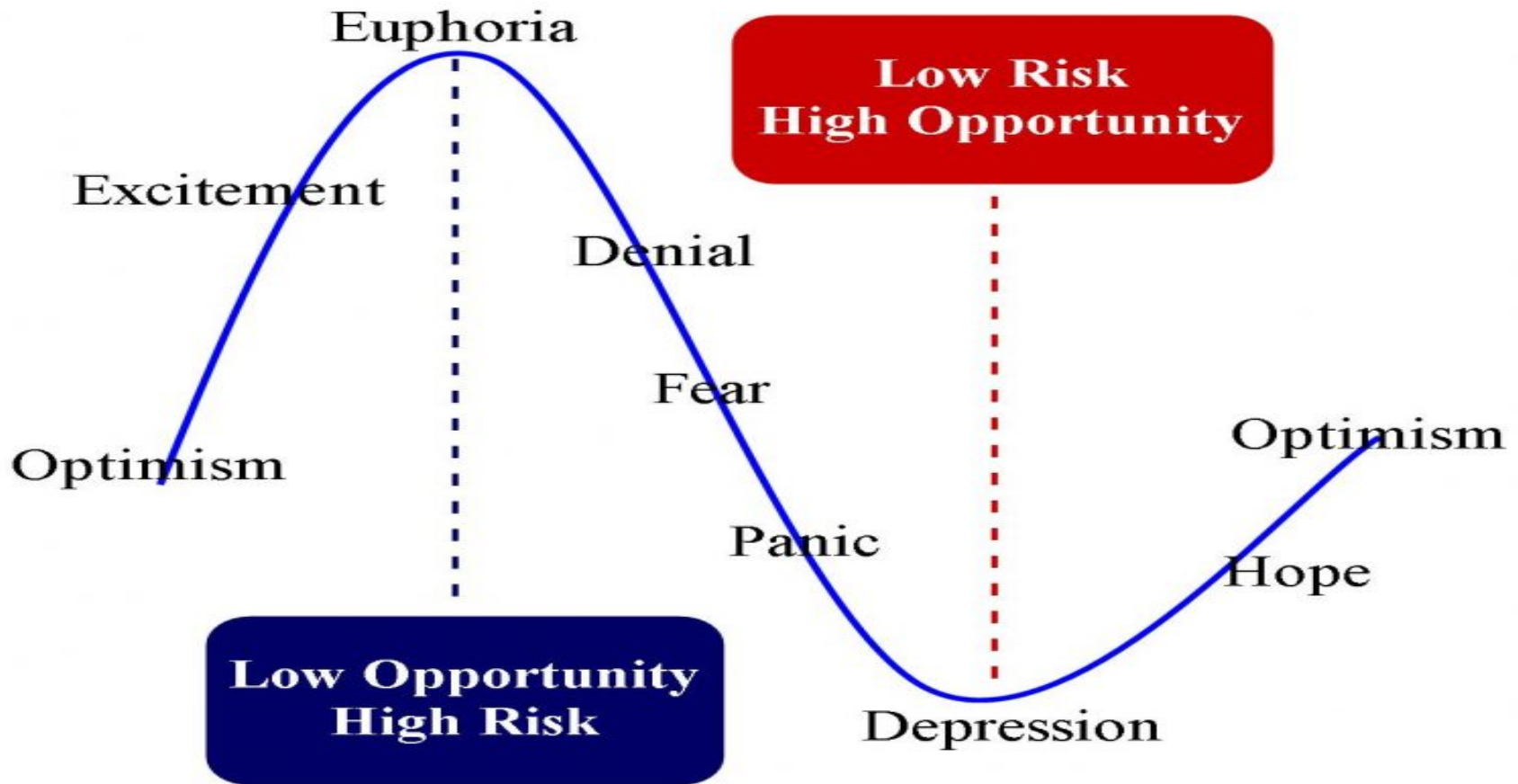
- Accept What is Happening.
- Nothing is Unusual or Unexpected
- Real Estate Values Always Fall...
...then Rise Again
- When they rise again, they surpass the last highest value point.



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Market Cycle

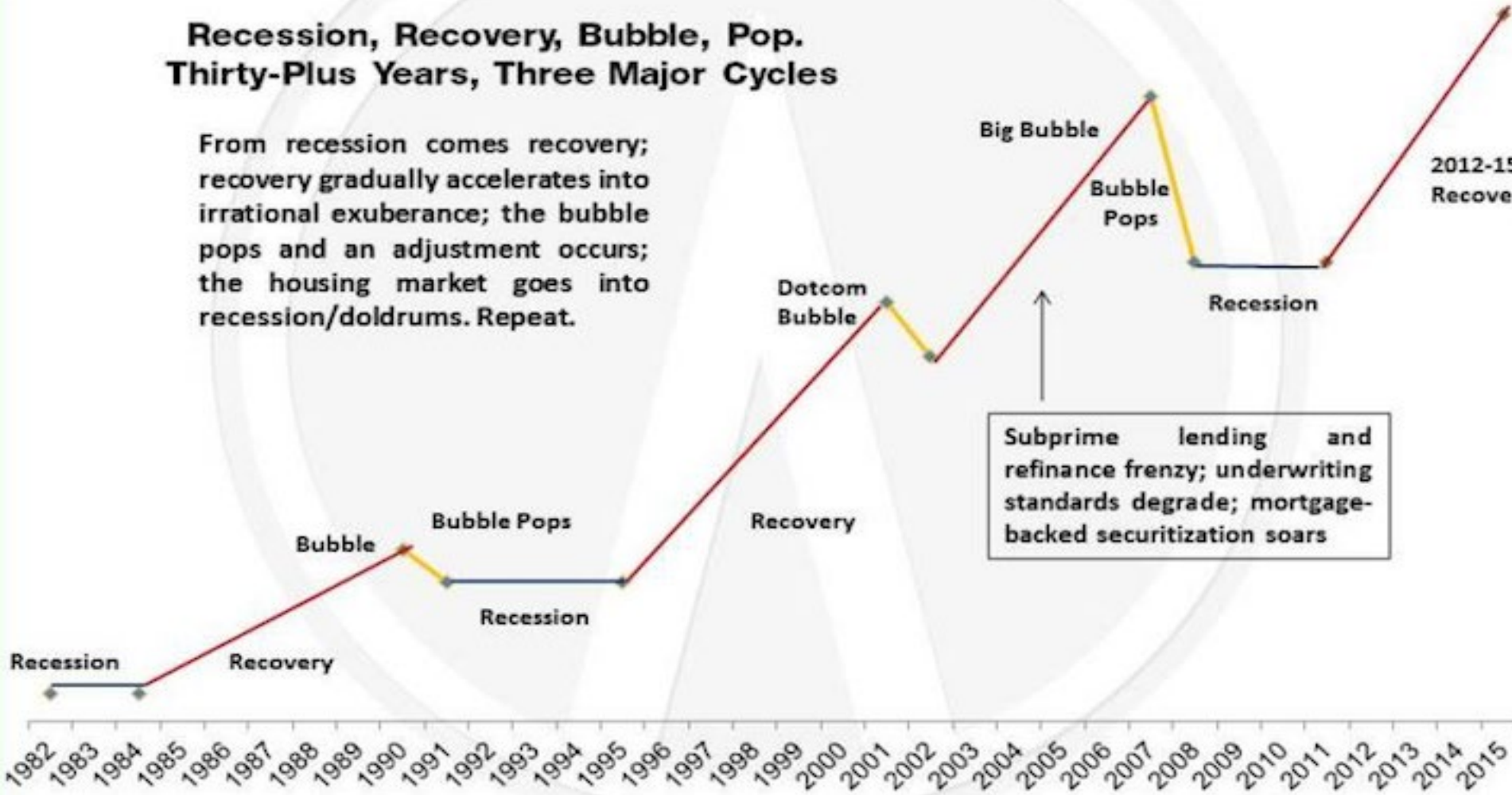


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Recession, Recovery, Bubble, Pop. Thirty-Plus Years, Three Major Cycles

From recession comes recovery; recovery gradually accelerates into irrational exuberance; the bubble pops and an adjustment occurs; the housing market goes into recession/doldrums. Repeat.





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Embracing Change

These Normal Market Changes Either:
Devastates Us Emotionally & Financially
Or
Allows Us to Make Life Abundant!

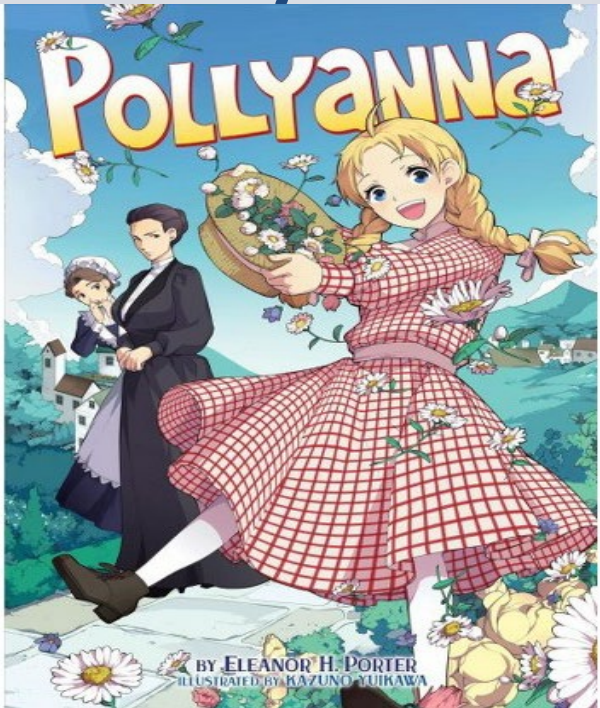


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Embracing Change

Let's NOT be
Pollyanna



Let's NOT be
Doom & Gloom





Embracing Change

- Instead Let's Look Ahead and Learn How to:
 - Go from Surviving to Thriving:
 1. Acquire Properties while others are dumping them
 2. Manage Properties correctly for Cash Flow
 3. Plan to Make Life Abundant...
...Beginning NOW!



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Acquire Properties...

...While Others Are Dumping Them.

1. Find Distressed Properties or Situations
2. Utilize Creative Acquisition Methods
3. Engage Creative Financing Techniques
4. Design Win-Win Purchase Agreements
5. Close Quickly





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Manage Properties...

...Correctly for Cash Flow.

1. Seek Excellent Tenants
2. Strict Application/Approval Process
3. Bullet-Proof Rental/Lease Agreements
4. Strick Compliance with Lease Contents
5. Violations - Begin Evictions Immediately
6. Bring in Positive Cash Flow





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How To Make Your Life Abundant

- Be a Source for Investment Property Leads
- Write Creatively Constructed Win-Win Offers
 - In any market!-
- Creatively Finance Your Transaction
- Create 'Paper' Before you Flip or Sell
- Partner With Those Who Can Help





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During Minor Market Correction

- Start or Keep Acquiring Properties.
- Use Smart, Creative, Win-Win Methods.
- Ensure that all your acquisitions are cash flow positive, or can be within 2 months.





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During Major Market Correction

- Start or Keep Acquiring Properties.
- Use Smart Creative Win-Win Methods.
- Ensure that all your acquisitions are cash flow positive, or can be within 2 months.
 - **SET HIGH ACQUISITION GOALS!**
 - **GO ALL OUT!**
- **GET YOUR MONEY MACHINE RUNNING!**





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After Market Correction

- Slow Down. Breath.
- Start Selling the lower cash flow & management intense properties.
- Keep as many properties as you can
- Refinance the Holding Properties
- Preserve the Cash
- Keep buying with Creative Methods





Review

- Become a Realist
- Base Decisions on Facts
- Acquire Properties, Hold & Rent Them
- Sell Difficult Properties on the Upswing
- Keep the Others & Refinance Cash Out
- Continue to Acquire Properties Creatively.





Did You Find Today's Information Helpful?

Would you be offended if I were to show
you how we can help you in these matters?





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How we can help you:

✓ We Can Buy Your Leads

We Pay Birddog Finder's Fees

✓ We Can Buy Your Deals

Cash for Properly Executed Purchase Agreements





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How we can help you:

- ✓ **We can Finance Your Transaction**
- ✓ **We can Create and/or Buy Your 'Paper'**





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How we can help you:

- ✓ **We Can Consult & Advise You**
- ✓ **We Can Creatively Construct Your Offers**





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How we can help you:

✓ **We Can Partner or JV with you**

Partnership = Inclusive Ongoing Agreement

Joint Venture = One Transaction per JV
(Multiple JV's are Possible)





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Review - We Can

- ✓ Buy Your Leads
- ✓ Buy Your Deals
- ✓ Consult & Advise
- ✓ Creatively Construct Your Offers
- ✓ Finance Your Transaction
- ✓ Create and/or Buy Your 'Paper'
- ✓ Partner or JV With You





Two More Things:

1. We can show you how to get your IRA, 401k, CD's, home equity, and other money to make money for you. Please Contact Alan for a Private Explanatory Consultation.
2. We provide excellent real estate education in the form of books, videos, workshops, bootcamps, and of course our Meetups.





Key Point:

Alanism:

“He who writes the paperwork wins.”



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Real Estate Investing Success

Check out our website...

Especially our calendar

REIThunder.com

RealEstateInvestorsThunder.com





Events

- Next Meetup Wednesday May 8, 2019

Enjoy a very productive month!
Contact us if you want any help!





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Get to know me and learn more at:

www.AlanDavidKosinski.com

Email me at: Alan@REIThunder.com

To set a time to informally meet as we
get to know how to help each other.

