

*Loral Langemeier's*

## Get Real, Inc.

1. Determine Your Real Estate Strategy or Program - What will you be buying and looking for. Determining your criteria, resources and how to research.
  - a. Start with the END in MIND to determine your acquisition strategy
2. Special Strategy Options - pro's and con's:
  - a. Lease Option
  - b. Rentals
  - c. Multi-Unit's
3. Flip and Rehab for CASH - pro's and con's
4. Creating your structure and Closing the Deal
5. Financing Your Properties
6. Contracts
7. Use of Attorney's
  - a. Contracts
  - b. Evictions
  - c. Foreclosures
  - d. Incorporations and Trusts
8. Use of Bookkeepers and Accountant's - Critical Team Players
9. Marketing, Marketing and more Marketing
  - a. On-line and Off-line Strategies
10. Tenants, Lessors and CREDIT (theirs and yours)
11. Collections and Managing Your Business
  - a. Paying your Mortgage
  - b. Collecting the rent/lease payments
12. Sustainability and Management of your Real Estate Business
  - a. Your Wealth Team and Team Meetings
  - b. Financial Monitoring
  - c. Leadership of YOUR RESULTS