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2018

SEPTEMBER 28, 2018

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THE ROHNY AWARD

**Jay "Fixer Jay" Decima
2018**

The Rohny Award is a lifetime achievement and mentorship award which honors individuals who have elevated the real estate investing profession with their outstanding leadership and willingness to share their knowledge and work with others.

See testimonial videos online at
isurvivedrealestate.com



MAKE A WISH[®]

Orange County and
the Inland Empire

Grayson wished to visit the ocean and collect seashells. One week. Just sunshine, sea-turtles, smiles and sand.

One wish come true.
One family brought closer together.

Lives changed forever.

Grayson, 4

hypoplastic left heart syndrome

I wish to go to Sanibel Island and look for seashells

Visit ocie.wish.org

Share the Power of a Wish[®]



Isabelle

age 10
bone cancer

In 2016, Isabelle's family learned she had a type of bone cancer called Ewing sarcoma. Her treatment at St. Jude Children's Research Hospital[®] includes chemotherapy and radiation therapy. Because the majority of St. Jude funding comes from everyday people, St. Jude has the freedom to focus on what matters most – saving kids regardless of their financial situation. Isabelle, a straight-A student, likes art, spelling and basketball. "Isabelle's care is great, everything from her treatment to how wonderful her doctors and nurses are," said her mom. "We're thankful every day for St. Jude."

Let's end childhood cancer. Together.

stjude.org/together

EVENT OUTLINE

4:00pm-5:30pm: Registration, pictures

4:30pm: 5:45pm: Appetizers in the Grand Hallway

5:45pm: Dinner seating

5:45pm-7:00pm: Dinner is served

7:00pm: Event begins

8:30pm: Dessert & coffee

9:00pm: Panel discussion

10:00pm End

GIVING

The Norris Group pays for I Survived Real Estate so 100% of what we raise via sponsorships and tickets goes directly to Make-A-Wish and St. Jude's Children Research Hospital. If you'd like to help us raise funds, please donate via our giving page at:

bit.ly/isre2018tng



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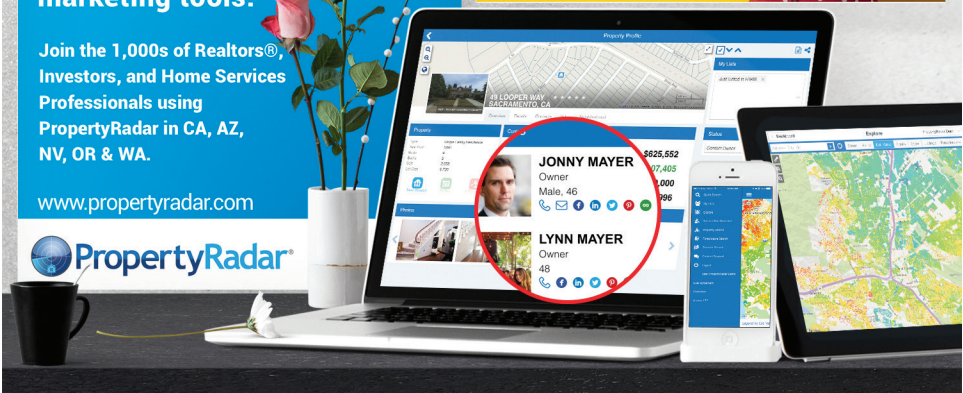
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THE MENU

Dinner created by

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Appetizers

Bacon-wrapped dates; crème fraiche flatbread with mushrooms and leeks; beef canapés

First Course

Salade Terrine

Terrine of roasted yellow and red peppers stuffed with burrata cheese, micro greens and balsamic vinaigrette

Second Course

Pan seared chicken served in a wild mushroom sauce & Oven roasted cumin scented thigh with thyme and cracked peppers

Dessert

Traditional crème brûlée served over dark chocolate

Wine graciously donated by
Rick and LeeAnne Rossiter

10% of the OneHope wine purchased for this event benefits St. Jude Children's Hospital and the Make A Wish Foundation.

Additionally, each bottle of OneHope Pinot Noir, made in collaboration with Robert Mondavi, Jr., helps an animal find their forever home. For more information on wine and gifts that give back to your favorite nonprofits, email Tiffany Humfeld at info@peaceloveandwine.com

PANEL OF EXPERTS



Marnie Blanco
VP of Industry Relations
Dotloop



Eddie Wilson
CEO
Affinity Worldwide and
ThinkRealty



Bruce Norris
President
The Norris Group



Doug Duncan
Chief Economist
Fannie Mae



John Burns
CEO
John Burns Real Estate
Consulting



Sean O'Toole
Founder & CEO
PropertyRadar



Gary Acosta
Co-Founder and CEO
NAHREP

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Marnie Blanco – Marnie manages and develops strategic partnerships with the leading brands in real estate along with MLSs, associations and third-party vendors and partners. Marnie, former VP of eBusiness for RE/MAX, led technology innovation, product management, and product marketing, training and support for the network's broker and agent technology platforms. @dotloop

Eddie Wilson – Eddie is CEO of Affinity Worldwide and Think Realty. Affinity Worldwide includes entities that serve real estate investors: National Real Estate Insurance Group (NREIG), Think Realty, American Association of Private Lenders (AAPL), RentFAX, Private Money Lending Guide (PMLG), Affinity Loss Prevention Services (ALPS), LoanMLS and Radius Renovation Group. Wilson has been an active real estate investor and private money lender for over a decade.

Wilson graduated from the Ohio School of Broadcasting, studied marketing at Georgia Tech and business management at Emory University. He took a talk radio station in Atlanta to the level of "Most Listened to Station in the World" (Radio and Records Magazine) in 2002. He speaks around the country, including at many well-known universities, on the topics of Branding, Marketing and Innovation in Business. @AAPLOnline and @WeThinkRealty

Bruce Norris – Bruce Norris is a real estate investor, hard money lender in California and Florida, and real estate

educator with over 35 years experience and over 2,000 real estate transactions. Bruce is best known for his long-term real estate market predictions including his report, *The California Comeback* in 1997 and the *California Crash* in 2006. Bruce hosts an award-winning radio show on 590am which has been in production for over a decade. In his free time practices martial arts. @thenorrisgroup

Doug Duncan – Douglas G. Duncan is Fannie Mae's Vice President and Chief Economist. He is responsible for managing Fannie Mae's Strategy Division and Economics & Mortgage Market Analysis Groups. Prior to joining Fannie Mae, Duncan was Senior Vice President and Chief Economist at the Mortgage Bankers Association. He was named one of the country's top four most accurate economists in 2010 by the *Wall Street Journal* and named one of *Bloomberg / BusinessWeek's* 50 Most Powerful People in Real Estate, Duncan is a frequent speaker on national and state economic, housing, and mortgage market conditions. @fanniemae

John Burns – John founded John Burns Real Estate Consulting in 2001 to help executives make informed investment decisions. The company's research subscribers receive the most accurate analysis possible to inform their macro investment decisions, and the company's consulting clients receive specific property and portfolio investment advice designed to maximize profits. John co-authored *Big Shifts Ahead: Demographic Clarity for*

Businesses, a book written to help make demographic trends easier to understand, quantify, and anticipate. 600,000+ people follow John's LinkedIn Influencer column, 30,000+ subscribe to his emails, and the media cited the firm 250+ times in 2017.

Before founding John Burns Real Estate Consulting in 2001, John worked at a national consulting firm for 4 years and for 10 years at KPMG Peat Marwick—2 as a CPA and 8 in their Real Estate Consulting practice. **@jbrec**

Sean O'Toole – Prior to launching PropertyRadar, Sean O'Toole successfully purchased and flipped more than 150 residential and commercial foreclosures. Leveraging 15 years in the software industry, Sean used technology as a key competitive advantage to build his successful real estate investment track record. Sean has always thrived in start-up environments, and as such, became a key contributor at Xing Technology (acquired by Real Networks), ISI/GlobalCenter (acquired by Global Crossing), and Icarian, Inc. (acquired by Workstream, Inc.). **@propertyradar**

Gary Acosta – Gary Acosta is the co-founder and CEO of the National Association of Hispanic Real Estate Professionals (NAHREP®) and a 25-year veteran of the housing industry. NAHREP is the nation's largest minority real estate trade association with over 20,000 members and 40 local chapters. In his capacity as CEO of NAHREP, he created the Hispanic Wealth Project, a new 501c3 non-profit organization with a strategic plan to triple Hispanic household wealth by 2024. Mr. Acosta also authored *The NAHREP 10*, the principles that guide NAHREP members towards a career of wealth and prosperity, and he is the creator of *53 Million and One®*, a one of a kind, theatrical presentation that chronicles the true life story of Jerry Ascencio, and his journey from immigrant to successful real estate entrepreneur. Mr. Acosta is a former appointee of the consumer advisory board (CAB) of the Consumer Financial Protection Bureau (CFPB), the powerful federal agency responsible for regulating consumer protection in the financial services industry. He served as 2014 chairman of the CAB mortgage committee. **@NAHREP**



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**Special Thanks to the I Survived Real Estate
Fundraising Individuals!**

**Lee Akin
Yvonne Sucich
Bailey Barness**



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REHABBER/FLIP PROGRAM

CA FL

Term
1 YR (1 year extension avail.)

Rate
11.5%

Loan to Value
Up to 90% LTC & 100% Rehab

Prepay Penalty
None

Points
2pts

Fees
\$1,095

Appraisal
\$375-\$400

Building Inspection
Inspection for repair releases.

Notes
70% ARV Max.
Entities & Trusts OK in California.
Registered FL entity require for FL loans.



REHABBER/FLIP PURCHASE PRICE

CA FL

Term
1 YR (1 year extension avail.)

Rate
8.9%

Loan to Value
Up to 75% Purchase Price

Prepay Penalty
None

Points
2pts

Fees
\$1,095

Appraisal
\$375-\$400

Building Inspection
N/A

Notes
Entities & Trusts OK in California.
Registered FL entity require for FL loans.



REFINANCE/RENTAL PROGRAM

CA FL

Term
3 YR 5 YR

Rate
6.9% 8.9%

Loan to Value
Up to 65% Loan to Value (LTV)

Prepay Penalty
1 YR 2 YR

Points
2pts

Fees
\$1,095

Appraisal
\$375-\$400

Building Inspection
N/A

Notes
Rental purchase program available. Call for details.
We can assist with 1031s.



BUILD TO FLIP PROGRAM

CA FL

Term
1 YR 1 YR

Rate
11.9%

Loan to Value
Up to 65% Future Value

Prepay Penalty
None

Points
2pts

Fees
\$1,095

Appraisal
\$375-\$400

Building Inspection
Managed by funds control.

Notes
Land must be free & clear and have approved construction plans and permits.

* Loan rate assumes direct deposit. All loan programs subject to appraisal & vetting. See website for full details.

Cutting-Edge Financial Tactics Brunch

7th Annual Tax and Investment Strategies
Brunch for 2018/19 and Beyond



“Sorry, you need to ask your CPA, attorney, and/or other expert?”

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This is why we're so excited about our 8th Annual Cutting-Edge Financial Tactics Brunch Saturday, October 27. Six experts give an update on some of the hottest topics investors need to know including:

- Mistakes with out-of-state entities
- New rules effecting self-directed IRA investments in 2018
- Advanced 1031 exchange structures and strategies
- Recession-proofing your real estate portfolio
- What the Trump tax law changes mean for real estate investors as individuals and entities
- And much more (of course)



Please see find last year's brunch on Amazon Prime. We will not take time to cover more basic topics! These pros will make time for more questions this year. Great food, awesome networking, and incredible content. You won't want to miss it!



Bruce Norris
President
The Norris Group



Amanda Han & Matt MacFarland
CPA, MBT
Keystone CPA



Kaaren Hall
President
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Bill Exeter
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When

Sat., October 27th
8:00am Registration
8:30am-1pm event

Where

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