

BECOME A REAL ESTATE MASTER



Are you looking to create financial freedom in your life through passive cash flow real estate investments? If so this course is for you!

Our goal is to teach you over the course of 6 months how to be a real estate investor and create financial freedom for yourself through real estate. We are going to give you all of the knowledge, tools and resources to be successful in a multitude of asset classes and show you how we have been able to invest in over 1000 houses over the last 15 years to create financial freedom for ourselves and our clients. Building assets that create passive cash flow is the only way to truly be free and stop trading your time for money. Its time to take action and control your future.

HERE IS WHAT YOU GET:

- 6 MONTH REAL ESTATE INVESTMENT COURSE ON EVERY ASPECT OF REAL ESTATE INVESTING
- WEEKLY PRE-RECORDED CLASSES WITH WEEKLY LIVE Q&A AND HOMEWORK
- LEARN FROM A TEAM THAT HAS INVESTED IN OVER 1000+ REAL ESTATE DEALS AND RAISED OVER \$150M+ IN CAPITAL FOR REAL ESTATE INVESTMENTS ACROSS THE COUNTRY.
- LEARN ALL OF THE TOOLS YOU NEED TO CREATE FINANCIAL FREEDOM THROUGH REAL ESTATE
- 25 WEEKS OF COURSES AND LIVE Q&A
- INTERVIEWS WITH SPECIALISTS FOR EACH SECTION OF THE COURSE
- COMPLETE WITH REAL ESTATE ANALYSIS TOOLS, CONTRACTS AND CHECKLISTS.
- **WE ALSO PROVIDE DEALS & FINANCING ONCE YOU HAVE COMPLETED THE COURSE!**

www.becomearealestatemaster.com - info@becomearealestatemaster.com
1500 Rosecrans Avenue, Suite 500 PMB 406, Manhattan Beach, CA 90266

CORE CURRICULUM: WHAT YOU WILL LEARN



CORE CURRICULUM (25 WEEKS – 6 MONTHS)

- Kickoff Meeting - Goal Setting/Running a business
- Investment Types – Overview 1 & 2
- Financial Education – Personal & Business
- Property Analysis 1 & 2
- Building your Team 1 & 2
- Market Analysis
- How to Market and Find Deals
- Property Acquisition Process 1 & 2
- Sales Training
- Property Management
- Insurance Planning
- Tax & Legal Structures
- Self Directed IRA's/401k's
- Multifamily Analysis
- Understanding Alternative Exit Strategies
- Lending Money & Raising Capital 1 & 2
- Managing your Investments
- Case Studies 1 & 2
- Making Offers and Current Opportunities to make money

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THE TEACHER



OCG Properties, LLC, is a company that specializes in value add cash flowing residential and multifamily real estate investments having purchased, renovated and sold or held over 1000+ single family properties and multiple value add multifamily properties. OCG works with investors in multiple ways to acquire real estate in high cash flow markets around the country and helps investors develop various cash flow streams through syndications run by professional operators, promissory notes and other real estate related assets. OCG's clients benefit from their knowledge of real estate taxation, due diligence, legal and investment structuring, long term investment planning and analysis and significant operational investment volume annually.

- Founder and owner of OCG Properties, LLC
- BA in Economics w/ Emphasis in Accounting from UC Santa Barbara
- Certified Public Accountant, 2002
- Bought, renovated and sold or held over 1000+ single family properties
- Currently buying 5+ single family rental properties per month
- Acquire and operate value add multifamily properties
- Private Lender with over \$15M lent in multiple markets across the U.S.
- Raised over \$150 million in private investors capital
- Currently own over 1450+ units in multiple markets
- Property management 10+ years experience
- Investments
 - Syndicated investments
 - Performing and non-performing Notes
 - Single family, multifamily properties – flipping & holding
 - Private lending
- 15+ years experience taxation and auditing
- 15+ years full time real estate experience

COURSE DETAIL



CORE CURRICULUM (25 WEEKS – 6 MONTHS)

Kick Off Meeting – Overview of Goal Setting and Running a Business

- Real Estate Goal Setting/Mindset and daily activities/Vision Traction Organizer Outline and documentation
- What is your why/Keys to Success/Financial Education and Key Elements of Running a Business

Investment Types – Overview 1 & 2

- Key Elements of Single Family Fix and Flip and Buy and Hold Investing/Short Term Rentals
- Key Elements of Multifamily investments and Syndication Investing
- Key Elements of Investing in Promissory note investing

Financial Education – Personal & Business

- Traditional investments versus real estate investments
- Personal Financial planning and financial freedom goals
- Personal budgeting and proper accounting for your business
- Company corporate structuring
- Adding Value as a real estate investor

Property Analysis 1 & 2

- Cost and Profitability Analysis
- Analyzing a property start to finish
- Understanding the total costs of a project
- How to do a rental analysis and analyze the cash flow of a property
- Market Value analysis and appraisal analysis
- Property taxes and insurance analysis
- Due diligence on real estate investments
- Lending analysis – financeable and un-financeable properties
- Risk Assessment and mitigating risks
- Understanding your exit strategies

COURSE DETAIL



CORE CURRICULUM (25 WEEKS – 6 MONTHS) – continued...

Building your Team 1 & 2

- How to find good team members and how to vet them. An in depth analysis on each team member:
 - ◆ Tax Team – Tax Strategist; CPA; Accountant; Bookkeeper
 - ◆ Attorney's – Asset protection, estate planning, contracts, tax attorney, closing attorney, Eviction attorney, lending attorney
 - ◆ Realtor/Broker
 - ◆ Inspectors
 - ◆ Insurance brokers
 - ◆ Property managers
 - ◆ Appraisers
 - ◆ Title Companies
 - ◆ Wholesalers
 - ◆ Contractors/Project Managers
 - ◆ Private Lenders

Market Analysis

- Understanding key elements of a detailed market analysis (Macro Analysis)
 - ◆ Housing price index; job growth; state income taxes; government; affordability index, time on the market; market volatility; tenant landlord laws
- Segmenting a market (Micro Analysis)
 - ◆ Zip codes, crime, demographics, schools, flood zones, renters to homeowners, median home prices, distressed sales, migration

How to Market and Find Deals

- Who are your sellers and how do you find them?
- How can you help them, key value add strategies?
- Who sees the problems and properties for you to develop relationships with?
- How to market for properties
- Tracking and follow up
- Systems to use – Automation is key

COURSE DETAIL



CORE CURRICULUM (25 WEEKS – 6 MONTHS) – continued...

Property Acquisition Process 1 & 2

- Lead tracking
- Tracking Key Performance Indicators
- Follow up procedures
- Developing rapport with leads and setting appointments
- Pre-appointment work and review + paperwork
- Profitability and due diligence review
- Appointment and information compilation
- Offers and contracts
- Detailed rehab analysis
- Closing process for buying and selling
- Compiling the lending package
- Property marketing material
- Buyers lists
- Managing the entire process
- Accounting and profitability

Sales Training

- Understanding the sales process
- Building rapport and coming prepared and armed with information
- Understanding how sellers think and creating win win scenarios
- Understanding various sales techniques
- Solving problems for sellers – goals and needs
- Getting through objections/dealing with emotions
- Selling through education
- Getting the decision maker to the appointment
- Making offers and getting in backup position for missed offers

COURSE DETAIL



CORE CURRICULUM (25 WEEKS – 6 MONTHS) – continued...

Property Management

- Understanding proper property management procedures
- Different segments of a property management company and what makes them proficient
- Red flags and risk mitigation items – fee structures/conflicts of interest/contracts/communication
- How to manage your managers
- What questions to ask a property management company

Insurance Planning

- Types of property insurance
- Risks to mitigate against – insurance exclusions
- Builders risk insurance / general liability insurance
- Workers comp insurance; contractors general liability insurance
- Errors & Omissions / Directors and officers insurance
- Cyber security insurance
- Umbrella insurance
- Insurance versus entity structuring for liability protection

Tax & Legal Structures

- Liability protection – entities vs insurance
- Legal structures for tax benefits and liability protection
- Entity types and benefits
- State income taxes
- Understanding basics of expense tracking and write offs
- Piercing the corporate veil / proper business legal maintenance

COURSE DETAIL



CORE CURRICULUM (25 WEEKS – 6 MONTHS) – continued...

Self Directed IRA's/401k's

- What is a self directed IRA or 401k
- How do you set up a self directed account
- Picking the right custodian and fee structures
- What can you invest in and how do you actually invest the funds?
- Prohibited transactions
- Pros and cons of investing in your IRA
- IRA taxes - Unrelated Debt Financed Income tax (UDFI) and Unrelated Business Income Tax (UBIT)
- IRA owned entity and checkbook control

Multifamily Analysis

- Multifamily Quick Analysis
- Multifamily Due diligence
 - ◆ Asset Manager/Operator/Structure
 - ◆ Market analysis
 - ◆ Market value and rental value analysis
 - ◆ Renovation analysis
 - ◆ Income/Expense assumptions and analysis
 - ◆ Financing multifamily assets
 - ◆ Value add strategies

Understanding Alternative Exit Strategies

- Traditional exit strategies
- Alternative exit strategies – seller financing/wrap around mortgages/turnkey sales/lease options
- Buyer concerns and needs
- Marketing strategies

COURSE DETAIL



CORE CURRICULUM (25 WEEKS – 6 MONTHS) – continued...

Lending Money & Raising Capital 1 & 2

- Strategies to raise capital – debt vs equity
- Syndications – documentation / operator due diligence/preferred returns and structures
- Securities laws
- Investor protections – security; cross collateral; LTV; backup documentation; risks and how to mitigate them
- Education needed to raise capital
- Creative structuring
- Detailed paperwork review – promissory notes and syndications
- Discount note strategies – pros and cons
- Examples 10bii financial calculator

Managing your Investments

- Proper reserves/upcoming and planned for capital expenditures
- Quarterly return on investment analysis
- Repositioning for higher returns
- Multiple passive income streams

Case Studies 1 & 2

- Single Family – cash; bank financing; seller financing
- Multifamily
- Syndications
- Promissory Notes
- Short Term Rentals

Making Offers and Current Opportunities to make money

- Making offers on properties – practice with real life offers
- Income strategies – lending; multifamily; single family flips & holds; turnkey investments; affiliate relationships; adding value

COURSE PACKAGES



- **YOU CAN PURCHASE INDIVIDUAL COURSES FOR \$299 EACH ON ANY TOPIC YOU WISH**
 - COMES WITH ACCESS TO OUR FACEBOOK PAGE WITH LIVE WEEKLY Q&A'S

- **YOU CAN PURCHASE A PACKAGE OF OUR 5 KEY COURSES FOR \$1495 THAT ARE CRUCIAL FOR SUCCESS WHICH INCLUDE:**
 - (1) PROPERTY ANALYSIS
 - (2) BUILDING YOUR TEAM
 - (3) HOW TO MARKET AND FIND DEALS
 - (4) PROPERTY ACQUISITION PROCESS
 - (5) LENDING MONEY AND RAISING CAPITAL
 - ALL KEY WORKSHEETS, ANALYSIS TOOLS, CONTRACTS AND SPECIALIST INTERVIEWS INCLUDED.
 - ACCESS TO OUR FACEBOOK PAGE WITH LIVE WEEKLY Q&A'S
 - IF YOU DECIDE YOU WANT TO MOVE FORWARD WITH THE FULL 6 MONTH COURSE WE WILL APPLY \$995 TOWARDS THE FIRST MONTH OF THE FULL COURSE

- **FULL 6 MONTH (25 WEEK) "BECOME A REAL ESTATE MASTER COURSE" FOR \$995/MONTH X 6 MONTHS**
 - COMES WITH ALL 25 WEEKS OF COURSES
 - ALL KEY WORKSHEETS, ANALYSIS TOOLS, CONTRACTS AND SPECIALIST INTERVIEWS INCLUDED.
 - ACCESS TO OUR FACEBOOK PAGE WITH LIVE WEEKLY Q&A'S
 - ONCE YOU COMPLETE THE COURSE WE WILL OPEN UP OUR WHOLESALE AND OTHER INVESTMENT STRATEGIES TO YOU ALONG WITH OUR LENDING PROGRAMS