

DIVERSIFIED R.E. INVESTOR GROUP

Presents an EIGHT Session "Bootcamp" for Beginning Investors

INVESTING IN REAL ESTATE - 101

- * Have you been approached by telemarketers or a national speaker trying to get you to spend thousands of dollars for a weekend seminar somewhere in the country that will teach you everything you need to know about real estate?
 - * Are you working a full time job and realize investing in real estate is the means to a secure retirement but are not sure how to get there?
 - * Are you tired of getting a 2% return on your stock investments and money market accounts?
 - * Do you talk to DIG members who are doing deals but don't feel you have enough knowledge to do that first one?
- If you answered yes to any of these questions DIG has a solution that will change your life.

DIG has designed eight one day classes that will take you from kindergarten to college in real estate knowledge for a price so low you can't afford not to attend! This real estate knowledge will be the foundation that will enable you to be more aggressive in buying, selling, rehabbing, flipping, and if you decide to hold, manage properties with confidence. We feel attending all eight classes is the equivalent to attending two years of DIG meetings to get the same knowledge. Each class will be taught by DIG members who were once where you are and are now full time investors. The course outline is described in detail on the back. Space is limited to first 90 to register. Rehab Tour maximum is 60. DIG reserves the right to change speakers and subject matter.

WHEN: April 10, 11 May 8, 9, 15, 16 June 5, 6 **TIME:** 8:30 AM- 4:00 PM

WHERE: All classes except the Rehab tour will be held at the Ft. Washington Holiday Inn. The rehab tour start location will be determined by where houses will be shown. You will be notified one week before the class of starting location.

Directions: Ft. Washington Holiday Inn – Rt. 309 & Ft. Washington exit to the turnpike..
432 Pennsylvania Ave. Ft. Washington, PA. 19034

NO TAPE RECORDING OF SESSIONS

PRICE: Continental breakfast and lunch are included for all classes

Individual Sessions	MEMBERS	NON MEMBERS	MEMBER SPOUSE	NON-MEMBER SPOUSE
Register before April 1	\$79	\$99	\$49	\$59
Register after April 1	\$99	\$119	\$69	\$79
Register within 72 hrs. of each class	\$119	\$139	\$89	\$99

REGISTER FOR ALL 8 CLASSES AND RECEIVE TWO

All 8 Sessions	REAL ESTATE BOOKS BY PETER CONTI & DAVID FINKEL			
Register before April 1	\$560	\$685 **	\$260	\$405
Register after April 1	\$585	\$710 **	\$275	\$432
Register within 72 hrs. of each class	\$630	\$760 **	\$300	\$450

** (includes 1 year DIG membership- (Separate membership registration required via online/fax)

NO REFUNDS IF CANCEL WITHIN 72 HOURS OF A CLASS

CANCELLATION FEE \$25

Due to the popularity & limited size of the rehab tour, priority will be given to those who register for all eight classes. Others will be placed on a waiting list and prioritized by number of other classes registered and by date of registration.

To Register : Online at www.digonline.org – click Events. By mail send to: DIG, P.O. Box 55, Line Lexington, PA. 18932

Fax: 215-712-2525 Make check payable to: DIG **If mailing or faxing registration add an extra \$10 to your total.**

No surcharge for online registration Are you a member of DIG YES NO

Name _____ Spouse (if attending) _____

Address _____ Email _____

City, State, Zip _____

Home Phone # _____ Fax # _____

Circle Sessions Will Attend: **ALL** **April 10** **April 11** **May 8** **May 9** **May 15** **May 16** **June 5** **June 6**

Check - payable to "DIG" Payment \$ _____ Visa MC Discover

Card Number _____ Exp. Date _____ Signature _____

TAX DEDUCTION EXPENSE: An income tax deduction is allowed for expenses of education to maintain and improve

REAL ESTATE 101 – Spring 2010 – COURSE OUTLINE

Saturday, April 10

8:30 AM – 4:00 PM

GETTING STARTED IN REAL ESTATE

Instructor - Don Beck (Bring Calculator)

* Advantages of Owning RE. * Principles of Compounding * Finding Good Investment Properties * Types of Deeds and Ways to Hold Title * Cash on Cash Returns * Negotiating Techniques * Phone Techniques to Discover Seller Needs * Creative Financing Techniques: Sweat Equity, Lease Purchase, Seller Financing, * Structuring Deals With Little Of Your Own Money

Sunday, April 11

8:30 AM – 4:00 PM

THE IN'S AND OUT'S OF FORECLOSURES

Instructor -Jim Kilgannon

* The Three Stages of Foreclosure * How to Buy at Each Stage * Locating Foreclosures - Where to Look * The Courthouse * Investment Criteria - To Buy or Not to Buy * Research and Searches * Liens and Lien Priority * The 'Lingo' - Talk Like an Insider * The Auction & Internet.

Saturday, May 8

8:30 AM–4:00 PM

PROPERTY MANAGEMENT

Instructor Don Beck

* Phone Screening Techniques * What to Observe at Showings * Rental Standards for Tenant Selection * Fair Housing Guidelines * Showing the Unit * Tricks Used By Professional Tenants * Must Have Information on a Rental Application * Ways to Collect Rents * Procedures to Accept or Reject an Applicant * Review State Approved Landlord Friendly Plain Language Lease *

Sunday May 9

INTRO TO ASSET PROTECTION – AM

Instructor - John Erdek, Esq.

* Different Types of Trusts * LLC's * Corporations * Limited Partnerships * General Partnerships

MORTGAGES – PM

Instructor – Don DyBalski

* Alternative Types of Financing, Financing the 1st Deal Develop a Game Plan, Negotiate the Best Deal, Avoid Costly Mistakes, 4 Ways to Get 100% Rehab Loans, Avoiding Costly Mistakes, Find the Right Investment

Saturday, May 15

8:30 AM – 4:00 PM

AGREEMENT OF SALE TO CLOSING

Instructor – Scott Darling

* Real vs. Personal Property * Restrictive Covenants * Environmental Hazards * Estimate of Buyer/Seller Closing Costs * Seller Disclosure Act * Types of Mortgage Liens * What Documents Get Recorded * Agreements of Sale – What to Put In and Take Out * Settlement Sheet * Fees Associated with a Mortgage

Sunday, May 16

8:30 AM – 4:00 PM

TAX ISSUES AND QUICK BOOKS

Instructor - John Hepner

Tax Issues– AM * How entities are taxed * Minimize taxes on sale of property * What is deductible on settlement sheet, installment sales and lease purchases

Quick Books– PM * How to set up Quick Books for tenants, flips, purchase and sales, LLC, Corp. Trusts * How to avoid double and triple work

Saturday, June 5

8:30 AM – 4:00 PM

REHAB TOUR

Instructors: Tina Artigliere & Stephanie Pappas
Visit homes to discover asking and sale price for the area, rehab and holding costs, and what net projected profit will be. Inspectors and rehab specialists will be available to answer your questions. Class size is limited. Starting location will be determined where houses will be shown.

Sunday, June 6

8:30 AM–4:00 PM

LEAD SAFE WORK PRACTICES COURSE

Instructor - Mary McDonald

* Learn about the new federal laws affecting landlords (HUD, EPA, and OSHA) * Satisfy the training requirements of these new laws (get certified in the use of lead-safe work practices) * Protect yourself from potential law suits * Avoid costly fines imposed by HUD, EPA, and OSHA by being certified (\$11,000 to \$100,000) * Learn how to work safely with lead-based paint to protect yourself, your tenants, and your workers. * Review new EPA regulations that apply to EVERY landlord beginning April 2010.