



THE SECRET OF NOTE BUYING SUCCESS

Unlock the Secret to Creating Profits with Mortgage Notes

JULY 28, 2012

AGENDA

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8:00am -9:00am

Registration / Check in

9:00am

Start Seminar

- Introductions
 - GIG business history
 - GLS team
 - GLS and Guest Speakers
 - Today's Agenda

930am – 1030am

The banks/our country's challenges create our opportunity to become a part of a necessary solution

- Capitalization problems - before & now
- Diminishment of REOs
- Release of Notes
- The time is NOW – Run hard and make huge profits

- The recent evolution of and explosion in the note business
 - Notes are the “Mainstream in today’s Real Estate marketplace”
 - No longer industry traders only – Now readily accessible to main street investors
 - Competition is coming – Jump in or get left behind

- Introduction to the business of buying notes
 - National platform
 - Limited locations, equals limited selection & growth
 - National services available (vendor presentations)

- Capital goals – cash flow or capital growth
 - How to start and grow your business:
 - Principle Buyer to Fund manager
 - Track record
 - Licensing
 - Fund raising
 - Brokering

- Note basics, types of notes, cash flow/capital growth
 - 1st Liens, Residential, Nationwide, Reps and Warrants

AGENDA

- Performing – (Making payments) 6% to 9% Average Yields
 - Re-Performing – (Modified or Reinstated Loans) 15% to 25% Average Yields
 - Non-performing (Not Making Payments, MODs & REOs) 25% + Average Returns
 - Institutional Notes vs. Private Notes
 - First Trust Deeds vs. Second Trust Deeds
- From “Note to REO”
 - DIL
 - Foreclosure
 - List and sell or Rent

10:30am

How to acquire and analyze notes

- The GLS acquisition process, V.O.T.T.
 - What is VOTT ?
 - How it's used to determine possible exit strategies
- Further due diligence/trust and verify, how to find the notes you're looking for
- Due Diligence checklist reviewed

11:30am

Deal Structure Worksheet “DSW” - Intro

- Advanced Exit Strategies, Cash flow or Capital Growth
 - Capital Growth Strategies
 - Vacant NPNs
 - Deed in Lieu and then sell (flip)
 - Short sale with cooperation from owner
 - Foreclose then lease up then sell in the open market
 - Note sale
 - Occupied NPNs
 - Family sale / Borrower remains in property
 - Short sale / Cash for keys and then sell
 - Deed in Lieu or Cash for keys and then sell
 - Modify / Re-trade as re-performing note
 - Modify / Refinance onto HUD loan; 3 MOD payments, Income Qualify, 500 FICO
 - Note sale
 - Cash Flow Strategies
 - Vacant NPNs

AGENDA

- Deed in Lieu and rent for income stream
- Foreclose with the intent to rent for an income stream
- Foreclose or Deed in Lieu and then sell under a Land Contract or New Note
- Modify loan and move family back into property
- Occupied NPNs
 - Reinstatement – Full or Partial hold as re-perform for cash flow
 - Restructure Note/Modify for high yielding cash flow
 - Deed in Lieu or Foreclose then Leaseback
 - Deed in Lieu or Foreclose then create paper with Note or Land Contract
- DSW Training
 - Section by section presentation (on screen)

1:00pm

Lunch

2:00pm

Vendor Presentations – Nationwide Services

- 2:00-2:20: Component Servicers
- 2:20-2:40: Property preservation and enhancement
- 2:40-3:00: REO Liquidation & Property management

3:00pm

Getting started with GLS

- Vetting package review & completion
- Servicer enrollment review

3:20pm

Wrap up, questions and answers

4:00pm

Seminar conclusions

4:00 – 6:00pm

Business mixer at Hotel Bar

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