

THE ORIGINAL & COMPLETE SINGLE-FAMILY HOUSE SEMINAR

Thirty years ago I began teaching others to do what I do every day – invest in houses. Much has changed since then, but houses still make great investments and provide the best way to acquire your first million dollars in net worth. This course teaches you skills necessary to buy and sell and to buy and hold. Many begin by learning to buy and sell to create cash flow. They then progress to a buy and hold strategy to build cash flow and accumulate net worth.

This double-barreled approach of buying for resale and for investment is efficient, as you can make money from many of the houses you look at, and the learning curve is steep. You can be in business generating a significant income in a few months. You can funnel some of this income to your investment program where you can accelerate your program of owning a portfolio of free and clear cash-generating properties.

This is a class of specifics, not generalities. Students will learn specifically how to buy, sell and manage houses, how to finance them on great terms, how to sell them at retail prices, and how to minimize liability and taxes. No theories, no blue sky, just proven methods. Contrary to the old saying, I believe that doers make the best teachers. Whatever your personal situation or market conditions now, today is the best day for you to start on the path to financial independence. You can make money in any market, and most who are millionaires today started with nothing.



John Schaub



JOHN SCHAUB'S MAKING IT BIG ON LITTLE DEALS

Thank you for the recent seminar. I really enjoyed the whole time. I am invigorated by the subject matter. I have an MBA, have been vice president of a Fortune 500 company and have taught at two universities including West Point. I cannot remember being this interested and this challenged by something. - J. SCHOFIELD, FL

Practicality, user friendly, career builder. Now I can take this business to a more professional level. - TIM BEAMS, NC

John's ability to clearly and concisely explain real estate concepts and his real life working examples and review of the 10 year retirement plan is AMAZING!! Thanks for sharing so clearly!! - HANK BALTAR, FL

We've been receiving your newsletter and CD sets over the past 7 or 8 years and have been investing successfully in real estate since then. A few years ago we went to your 3-day course at Newport Beach. I wanted to let you know that since that time we have made the best deals of our lives. We used to make O.K. deals and let appreciation help us. Now we are consistently making deals that are significantly below market. I just wanted to thank you for all the help you have given us and tell you how much we appreciate it. - M. AND G. GILBERS, CA

Excellent, genuine, sincere and solid real estate concepts. - SCOTT JUNK, CA

COSTA MESA, CA
October 2, 3, 4, 2009
Holiday Inn Costa Mesa
\$109 Sgle/Dble
(Ask for Pro Serve Discount)
For hotel reservations, call
800-221-7220
Hotel Block Expires on
September 10, 2009

SARASOTA, FL
January 8, 9, 10, 2010
Helmsley Sandcastle Hotel
\$99 Sgle/Dble
(Ask for Pro Serve Discount)
For hotel reservations, call
800-225-2181
Hotel Block Expires on
December 8, 2009

MAKING IT BIG ON LITTLE DEALS SEMINAR SCHEDULE

John Schaub's Original and Complete Single-Family House Seminar

Day One

Buying Investments That Will Support You In A Manner In Which You Would Like To Become Accustomed

- Buying houses that outperform other investments
- Identifying the houses that will make you the most money in your town
- Buying to generate the greatest income
- Buying houses that will attract tenants you will like
- Playing the cycles for maximum profits
- Creating your investment plan
- Living well without hurting your investment program

The Business Of Buying And Selling Houses

- Buying the right price range and neighborhoods to guarantee your profits
- Negotiating the most profitable terms when you buy
- Selling quickly at retail prices without commissions
- Developing your business plan
- Reducing your liability and taxes
- Increasing your profits by discounting loans when you buy

Buying Right – Negotiating Great Deals

- What you need to know before you make an offer
- How, when and where to make offers
- Secrets of professional negotiators
- Buying using lease/options

- Telephone questions that identify motivated sellers
- Identifying the right house and seller
- 10 keys for structuring your offer for maximum profit
- Class works together to find motivated sellers

Day Two

Raising Money Outside The Banking System

- Borrowing money at wholesale interest rates
- Negotiating terms that guarantee you a profit
- Avoiding personal liability on your debt
- Attracting investor money for deals
- Negotiating investor agreements that protect you
- Safe and profitable ways to own property together

Money Making Contracts and Clauses

- Simple works better
- Dangers of using standard contracts
- Negotiating terms and conditions in the right order
- Closing the deal
- Negotiation tricks to watch for at the closing table
- Class works together to make an offer on a house

Day Three

Managing Your Money

- Bookkeeping for those who hated accounting
- How not to go broke – Projecting cash flow

- Refinancing, definancing, and debt management
- Using lines of credit, private and institutional
- Accelerating your debt reduction to meet cash flows sooner
- Pyramiding your cash flow, not your debt

Managing Your Tenants

- How to never work another night or weekend
- The most critical step in tenant selection
- How to stay full with great tenants
- Setting deposits and rents
- Raising rents without losing good tenants
- The ultimate rental contract
- Financial incentives that train tenants

Managing Your Property & Debt

- Knowing when to sell
- Upgrading and tax-free exchanging
- Increasing cash flow by reducing maintenance and vacancy
- Owning properties in corporations, trusts and LLCs
- Getting Your First Ten Houses Free and Clear

“The best course on learning the real estate investment business.”

- BILL TAN, SAN DIEGO

REGISTRATION

COURSE FEE: 3 DAYS \$695 For one, \$997 for two registering together. Past students may attend for half price. **FEE COVERS:** Comprehensive course book containing over sixty field-tested and proven formulas and forms. All program materials are included. Students are responsible for their own meals and lodging.

CLASS LOCATION AND DATE _____

NAME(S) _____

NAME(S) FOR NAME BADGE _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL ADDRESS _____ DAYTIME PHONE _____

Enclosed check for \$100 deposit per person to “Pro Serve”

Please charge my tuition to my _____ MasterCard _____ Visa _____ Discover _____ AMEX

Account # _____ Exp. Date _____

Security code (3 digits on back of credit card) _____

Signature _____

FOUR WAYS TO REGISTER:

Online Anytime at www.johnschaub.com,

Phone (9-5 M-F ET) 800-237-9222

Fax anytime 941-957-3646 or

Mail to Pro Serve, 2677 S. Tamiami Trail, Suite 4, Sarasota, FL 34239.

All registrations will be confirmed. In the event class is sold out, deposit will be refunded.

TIME: Each day class will be held from 9AM to 5PM. Registration begins at 8:00 AM

REFUNDS: In the event you are unable to attend, a full refund of all registration fees will be made if notified 72 hours prior to the seminar. Without notification, we will transfer your deposit to the seminar of your choice or you may use your deposit or tuition to purchase products.