

“Springboard to Real Estate Action”

Accelerate your Investing in 2016!

Ralph Case
President
The Real Estate Action Group
www.reag.ca



REAL ESTATE
ACTION GROUP

The Real Estate Action Group is operated by Ozzie Jurock and Ralph Case. Since 2003 REAG has been the leading Real Estate investor training and networking program in BC. We have taught over 3500 students in the past 13 years.

► What makes us different?

We are active Investors

Between 2004 and 2011

Bought and sold over 1500 residential units

Personally and with Joint Venture partners to “flip”

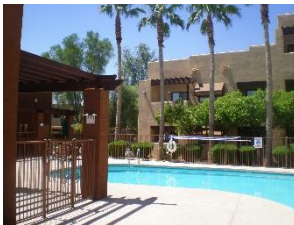
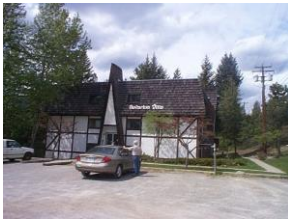
Between 2012 and 2016 bought over 1600

Personally and with JV partners to hold.



2004 -2011

1,560+ units most strata



2012 – 2016 Buy and Hold 1,617



▶ What makes us different?

We are active Investors

83 years combined investing experience

Take a good look.....



Real Estate doesn't define us

Take time off. Schedule it NOW



What is the Real Estate Action Group?



Monthly club where millionaires meet millionaires

December 2015 Member Survey



93% of members 3 years and over are millionaires



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2015 Survey

- ▶ 7% New Investors
- ▶ 35% Experienced – Stalled
- ▶ 17% Experienced – Not Stalled Want More
- ▶ 23% Make Investing Their Business
- ▶ 11% Investing is Their Business
- ▶ 8% Retirement is The Goal
- ▶ 0% Retired

93% experienced 35% stalled All wanting more

2015 Survey Results

- ▶ 64% of REAG members bought a property in 2015



2015 Survey Results

- ▶ REAG members bought 3,687 units in 2015.

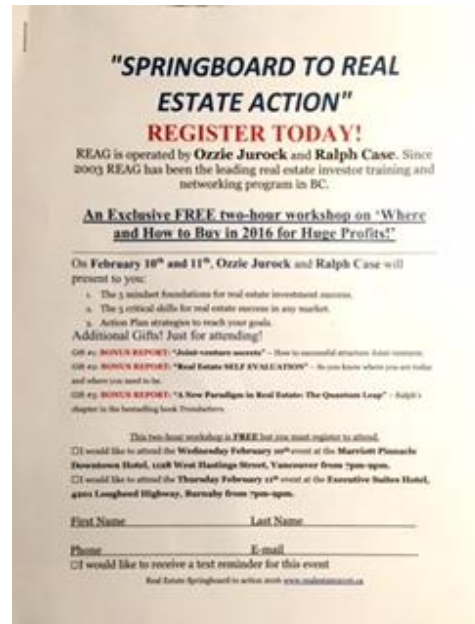
Average 307 per month!!

(BTW only 200 members)



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If you want more info on REAG



“Springboard to Real Estate Action Workshop”
Ralph Case and Ozzie Jurock
Register: www.realestate2016.ca



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OK, lets talk REAL ESTATE!



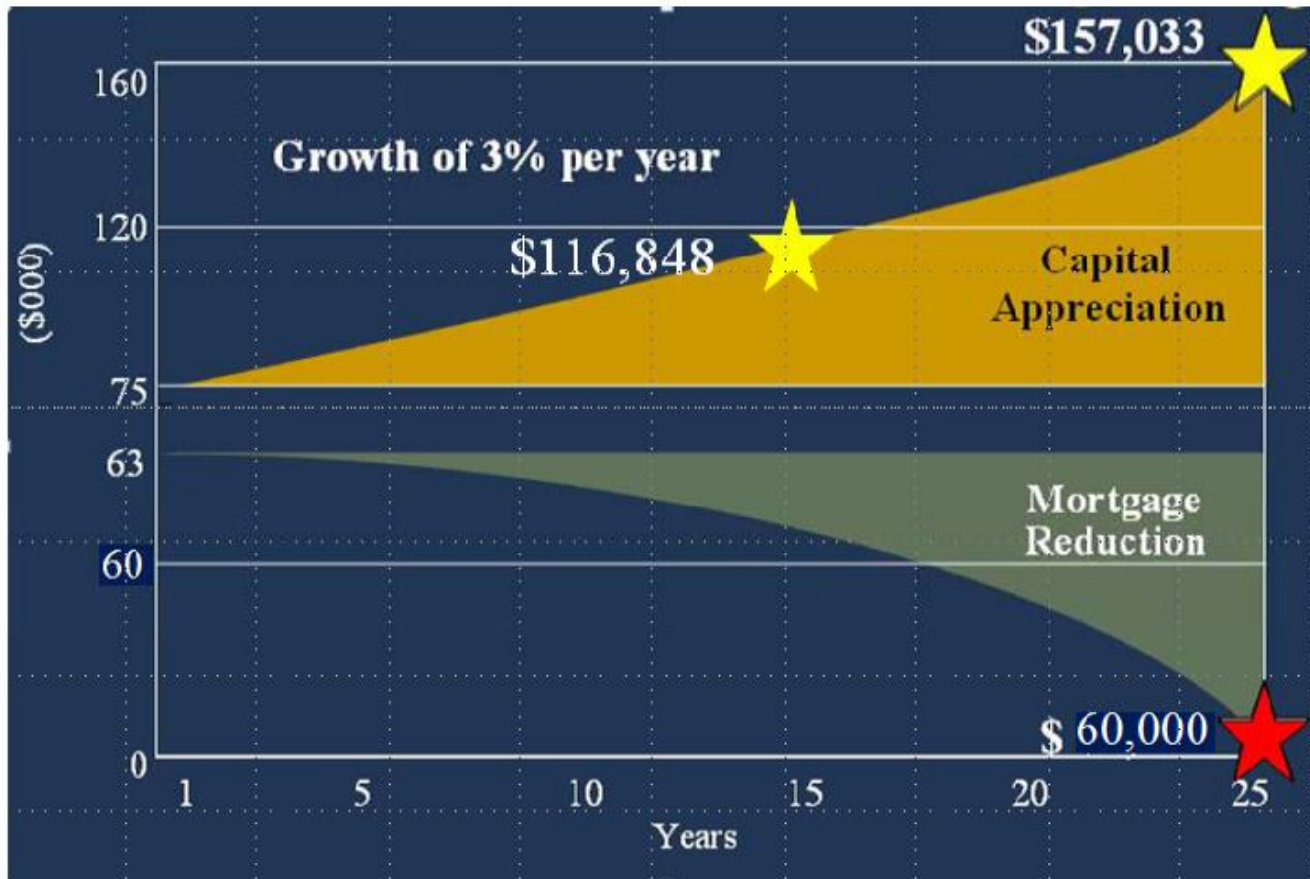
Financial Advice Disclosure

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I've used this slide for 19 years...



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Multiplier Effect

- The more income a building produces the higher it's value



Forced Appreciation



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Capitalization Rate a.k.a. Cap Rate

A basic measurement of the rate of return on a building if you own it with no mortgage. Commonly used to estimate a fair market price.

$$\text{Cap Rate} = \frac{\text{Net Operating Income (NOI)}}{\text{Price or "Value"}}$$



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Net Operating Income – NOI

NOI = Rate of return with no mortgage or capital expenses

So quick Math tells me...

$$\text{Value} = \frac{\text{NOI}}{\text{Cap Rate}}$$

Multiplier Effect

- The more income a building produces the higher it's value
- Based on 6% Cap rate, If I can rent 10 empty suites for \$500/month = \$5,000 / month
12 months = \$60,000 / year

$$\begin{aligned}\text{Value} &= \$60,000 / .06 \\ &= \$1,000,000 \text{ increase in value}\end{aligned}$$



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Multiplier Effect

How do you do it?

- Fill Vacancies
- Raise Rents
- Add services for more rent (washer dryer)
- Cut Expenses



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Multiplier Effect

- The more income a building produces the higher it's value



Forced Appreciation



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Siesta Villas, Mesa 69 Patio Homes
2012 NOI \$241,094 \$4.02 Million
2015 NOI \$364,709 \$6.08 Million



Oasis, Mesa 28 Apartment Units



Melrose, Mesa 25 Patio Homes

2014 – 2015 NOI up \$84,000 \$1.4 Million



Albany Apartments, Mesa 98 Patio Homes
2012 NOI \$141,643
2015 NOI \$294,793 \$151,150 NOI = \$2.55 Million



Colter Meadows, Phoenix 71 Units

JUST CLOSED

Colter Meadows

3010 W. COLTER ST. PHOENIX, AZ 85017

PRICE: \$5,485,000

TOTAL UNITS: 71

COE: 6/4/2014



For available properties or a confidential evaluation of your property, contact us today:

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2012 – 2016 Buy and Hold 1,617



Accelerate your Investing in 2016!

Springboard to Real Estate Action Workshop

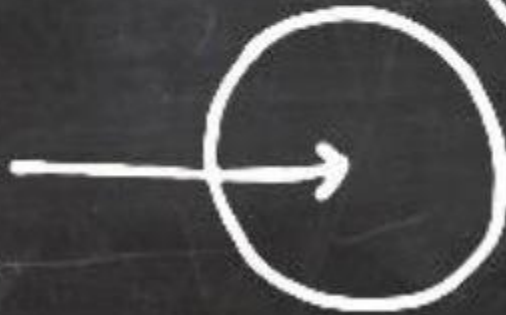
2.5 hour evening seminar

- ▶ *5 Mindset Foundations*
- ▶ *5 Critical Skills for Real Estate Investing*
- ▶ *Top Cities to invest in for 2016*
- ▶ *Action Plan for Change*



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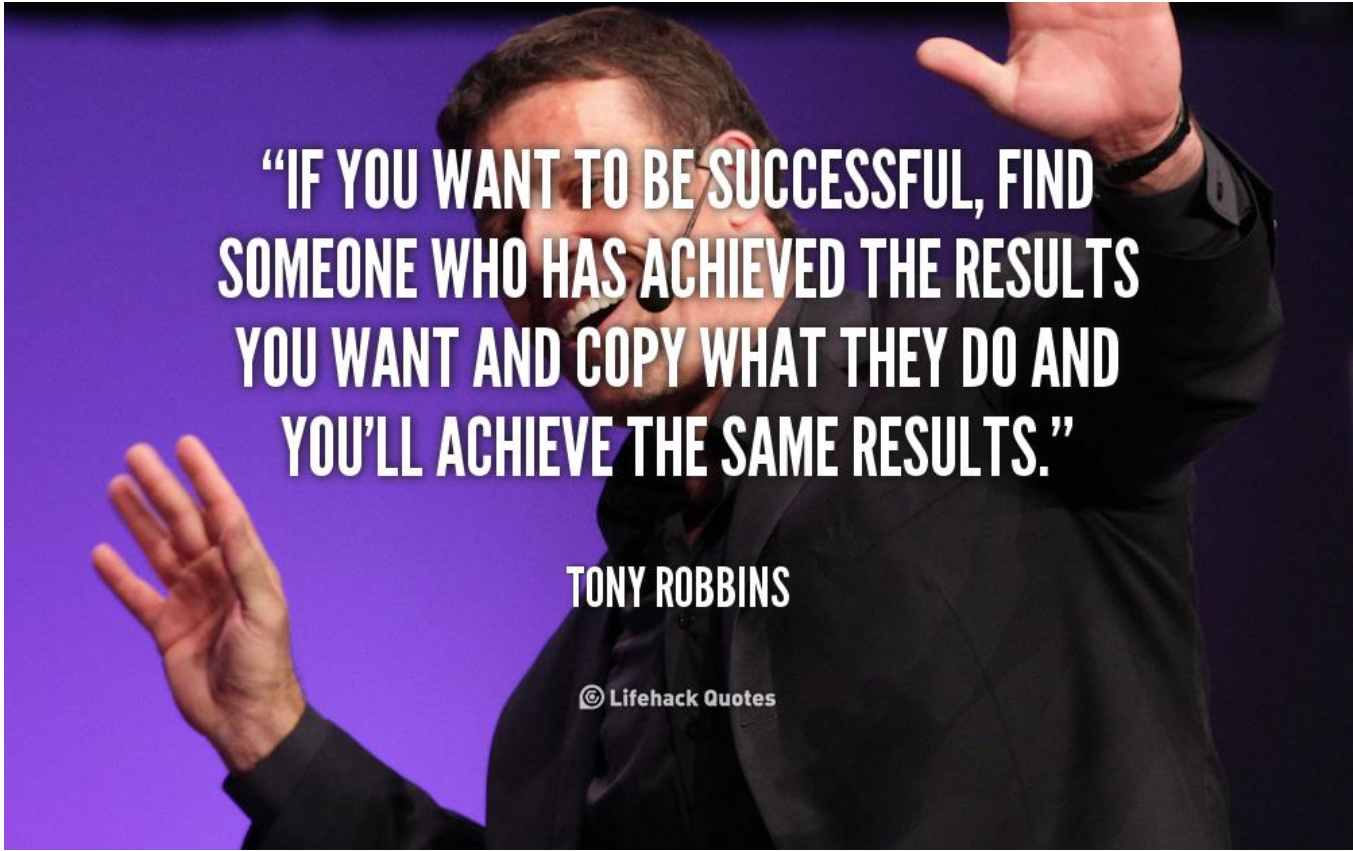
Your
Comfort
Zone



Where the
magic happens

Accelerate your Investing in 2016!



A photograph of Tony Robbins, a motivational speaker, wearing a black shirt and a headset microphone. He is smiling and has both hands raised in an expressive gesture. The background is a solid purple color.

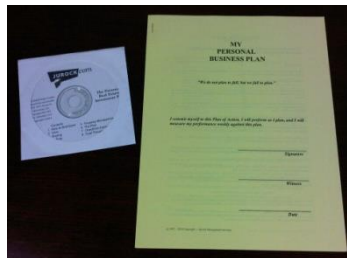
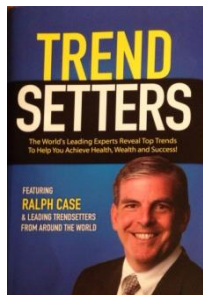
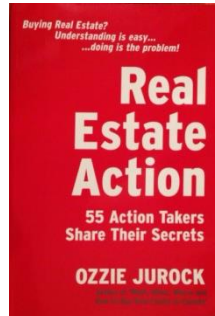
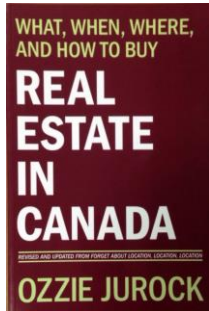
**“IF YOU WANT TO BE SUCCESSFUL, FIND
SOMEONE WHO HAS ACHIEVED THE RESULTS
YOU WANT AND COPY WHAT THEY DO AND
YOU’LL ACHIEVE THE SAME RESULTS.”**

TONY ROBBINS

© Lifehack Quotes

Accelerate your Investing in 2016!

►How?



High Impact and Constant Spaced Repetition
LEARNING!

Accelerate your Investing in 2016!

HOW?

- 1) Target Where to Buy
- 2) Find Deals
- 3) Evaluate Deals
- 4) Write Offers – Negotiate step 1
- 5) Due Diligence
- 5) Finance the Deal
- 6) ReTrade – Negotiate step 2
- 7) **Profit and Cash Flow**

Accelerate your Investing in 2016!

5 Mindset Foundations:

How?

Where?

What?

When?

Why?



How to make 2016 the best year ever!

▶ SKILLS!!!

“Anything worth doing is worth doing poorly until you learn to do it well”

5 Top Skills

Real Estate Action Group Systems

- 1) Recognize A Deal in 2 Minutes System
- 2) Tie Up Deals with Zero Risk System
- 3) Black Belt Negotiation System
- 4) Find Money Without Banks System
- 5) “No Limits” Property Management System



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Ralph's Golden Rule

- ▶ *“If you can recognize and tie up a good deal, the money will find you”* – Ralph Case



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Deals All Around Us



Deals All Around Us



Deals All Around Us



Deals All Around Us



Deals All Around Us



Deals All Around Us



Deals All Around Us

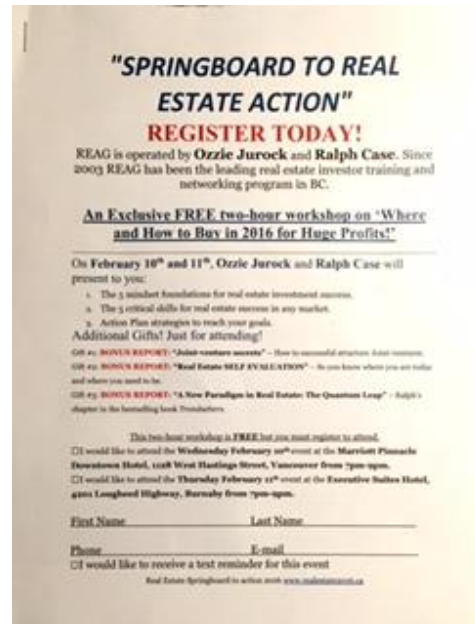


The Real Estate Investment Equation



= Financial Goals

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www.realestate2016.ca
IT'S FREE!




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Fill out the blue card and win!

YES!

YES, Please enter my name in the draw to win the e-reader!
Also please rush me the following Special Reports for FREE!


Please send the following Reports to the address I've provided on the reverse of this card

 **REAL ESTATE ACTION GROUP**

☐ Profit from the New "C" Class and Unit Sales in Northern B.C.
☐ Profit from Private Real Estate
☐ Joint Venture Investing
☐ Why monthly Real Estate Investor Meetings work!

Draw for a Kindle e-Reader

The Real Estate Action Group Tel: 604-683-1111 www.reag.ca
Must be handed in Today!

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Here is my contact information:

Name: _____
E-mail Address: _____
Telephone: _____

Your contact information is kept strictly confidential. It will NEVER be sold, lent or given to any other party for any reason. We strictly adhere to Privacy Laws.
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REAG intro video
available on our website:
www.reag.ca



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"SPRINGBOARD TO REAL ESTATE ACTION"

REGISTER TODAY!

REAG is operated by **Ozzie Jurock and Ralph Case**. Since 2003 REAG has been the leading real estate investor training and networking program in BC.

An Exclusive FREE two-hour workshop on "Where and How to Buy in 2016 for Huge Profits!"

On February 10th and 11th, Ozzie Jurock and Ralph Case will present to you:

1. The 3 immediate foundations for real estate investment success.
2. The 3 critical skills for real estate success in any market.
3. Action Plan strategies to reach your goals.

Additional Gifts! Just for attending!

Gift #1: **BONUS REPORT:** "Joint-venture success" - How to successful structure joint ventures.
Gift #2: **BONUS REPORT:** "Real Estate SELF EVALUATION" - Do you know where you are today and where you need to be?
Gift #3: **BONUS REPORT:** "A New Paradigm in Real Estate: The Quantum Leap" - Ralph's chapter in the bestselling book *Thinkers*.

This two-hour workshop is FREE, but you must register to attend.

☐ I would like to attend the Wednesday February 10th event at the Marriott Phoenix Downtown Hotel, 1100 West Hastings Street, Vancouver from 7pm-9pm.
☐ I would like to attend the Thursday February 11th event at the Executive Suites Hotel, 4000 Lougheed Highway, Burnaby from 7pm-9pm.

First Name _____ Last Name _____
Phone _____ E-mail _____
☐ I would like to receive a text reminder for this event

Real Estate Springboard is active with www.reag.ca

Ask for \$1,000 bonus gift

THANK YOU!



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