

“Real Estate Investing Made Simple, Profitable...and Fun!” Tom Lundstedt’s Popular 4-Part Series



Tom Lundstedt is known as the funniest investment and tax guy in America! His programs on real estate investing have entertained and enlightened more than 3,000 audiences from sea to shining sea. He's a former Major League Baseball player whose striking combination of humor and real world examples makes powerful subjects spring to life.

Part-1: "How to Be a Top-notch BUYER"

This session will help you sell more property . . . and leave you laughing!

Most REALTORS® lose business by not being confident about working with real estate investors. They lack the tools necessary to capture this rewarding market.

This course is a must for anyone interested in learning how to double their income by working with investors. You'll learn how to analyze investment real estate before you purchase and how to maximize your tax savings.

Part-2: "How to Be a Savvy SELLER"

It takes at least as much knowledge and strategy to *sell* a property at the right time, as it does to buy . . . maybe more! Many real estate investors hold their property far too long. As their equity grows, the rate of return on that equity falls.

This session demonstrates that property owners can greatly boost the rate of return – and increase their wealth – by moving the equity from their current property to one, or more, new properties. It's a powerful way to increase listings, *plus* make more sales.

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Part-3: "Price it Right: How to Value a Rental Property"

Throughout America there are rental properties — big and small — that have been for sale for months (maybe even years). They remain unsold, in most cases, because they're overpriced. The REALTOR® who can successfully determine what a rental property is really worth — and then confidently explain the price to all parties involved — stands to prosper. This course will show you how to do just that.

Part-4: "When, Why and How to Complete a 1031 Exchange"

Exchanging has been called investment real estate's "most powerful tool." Today's tax laws and market conditions make exchanging more potent and beneficial than ever. Unfortunately, many real estate professionals have little or no familiarity with how it works.

Exchanging is perceived as being extremely complicated and difficult. However, this seminar will prove that exchanging is much easier than you think. You'll learn a step-by-step method to analyze and complete a real estate exchange. Real-world case studies and examples will simplify exchanging for you and unlock it's powerful potential. You'll see how savvy and successful real estate investors use exchanges to build wealth.