Hosted by NHREIA’s newest sponsors Capital Title, the Quarterly Power Breakfast was a huge success! 36 investors congregated and networked over a New England Style Breakfast Buffet at the Common Man Restaurant in Concord, NH. Many folks commented that they really enjoyed the opportunity to sit, network and get to know other investors. Often times they either don’t feel comfortable enough or can’t stay for the after hours networking that is done at the regular meetings. Many were appreciative of the opportunity to make real connections with folks.

The success of this event caused the Board to ask the question, “Should we offer an event like this at one of our monthly meetings?” Thus, the idea of NHREIA’s First Annual Networking Night was born. This evening will focus on Networking with others in the group. Appetizers and refreshments will be provided. We will include our regular monthly items – Monthly Market Report, House of the Month, Buy/Sell.

Please see Ann’s article entitled “It’s All in the Network” to hear some of the benefits of networking with the group.

I encourage everyone to join in on the networking aspect of this group. Speaking from personal experience, networking with positive, motivated, like-minded individuals can have a profound, enriching effect on your life.

Bernadette Trafton
NHREIA is dedicated to education and networking for Real Estate Investors in New Hampshire and throughout New England.

The Board of NHREIA welcomes all questions and suggestions:

Jack Lavoie, President - 603-644-1000
JackLavoie@comcast.net

Rick Arguien, Vice President - 603-315-9160
BullseyeProperties@comcast.net

Richard Dale Mesaros, Chairman of the Board – 603-536-3864
riskit@worldpath.net

Ann Bellamy, Treasurer - 603-801-2247
annbellamy@gmail.com

Fran Gehling, Secretary - 603-512-2091
frangehling@verizon.net

Kevin Lacasse, Board Member at Large – 603-530-2091
dnlhomes@metrocast.net

Jared Williams, Board Member at Large – 603-887-0950
ajp@gsinet.net

Bernadette Trafton, Administrative Services - 603-834-4587
dette101@hotmail.com

Meetings: 2nd Wednesday of each month, 6:30 PM

*** The Quality Inn, Wayfarer Convention Center, 121 South River Road, Bedford, NH – 603-622-3766

Please visit www.NHREIA.com for details.

NHREIA is dedicated to promoting and maintaining a professional and ethical standard for all members to abide by as per Article XVII of the NHREIA bylaws. This code of ethics is as follows:

**ARTICLE XVII**

**CODE OF ETHICS**

I agree not to make promises I cannot keep.

I agree to keep the promises that I do make.

I agree to be fair, honest, professional and maintain integrity in all of my business dealings.

---

**NHREIA SPEAKER SCHEDULE**

**May 9, 2007 – NETWORKING NIGHT**

The NHREIA Power Breakfast was such an incredible success, we decided to hold the FIRST ANNUAL ”NHREIA NETWORKING NIGHT”

Appetizers and beverages will be provided. The main purpose for this meeting is to network and get to know your fellow investors.

Be sure to sit with someone you’ve never met!

As per regular monthly meetings,

We will present

“Monthly Market Report”

“House of the Month”

“Buy and Sell”

**June 13, 2007—ACORN CREATIVE presents**

"MAKING YOUR BUSINESS GO NUTS IN 2007"

Come learn the marketing techniques that will create the buzz you need to bring businesses to the next level!

**DO NOT MISS THIS OPPORTUNITY TO NETWORK AND HEAR FROM THE MOV-ERS AND SHAKERS IN THE NH/NEW ENGLAND INVESTING ARENA!**

Richard is working on some exciting speakers for the upcoming months – stay tuned!

Prepay and Register for any of these events online at www.nhreia.com
President’s Message, Jack Lavoie, President, NHREIA

Spring is finally breaking which means goodbye to the snow, frozen pipes and those huge heating bills. As the spring market “heats up”, properties should move quicker than they have over the last 6 months. Spring traditionally is the strongest real estate season, however I caution investors to keep in mind the following: While there are more buyers in a spring market, there is also more competition. More people PLACE their homes in the market in the spring than any other season. This means that the properties you are selling need to be in TIP TOP shape, if you want to command the highest dollar and the shortest period of time. To insure this, I would recommend the following:

Price the property reasonable and at market value. Do NOT try to squeeze out extra money hoping that some buyer will overpay for the house. If you are not sure of the property’s value, hire a professional appraiser or seek the assistance of a competent broker or seasoned investor.

Finish the home 100%. I wish I had a dollar for every “rehab” I have viewed over the years that had a lot “little things” that needed to be done. The snow is gone, so we need to clean up the yard, and dress up the outside to give it the best possible curb appeal. All interior items should be COMPLETED. The smaller ticket items like moldings, light fixtures, final coats of paint etc need to be completed. The house should be in move-in condition. After all, that is what we want…someone to MOVE IN!!!

Clean the house like it was yours and you were throwing the biggest party of the year. Get rid of all the sheetrock dust on the windows and the rest of the home and pay special attention to the kitchens and bathrooms.

Stage your home. For just a small amount of money, you can stage” a few of the rooms to help buyers visualize the house. Great rooms to stage are; dining rooms, kitchens, master bedroom and the largest bathroom. You need not spend a lot of money staging, but be assured that the money you spend will be returned in a higher sales price.

When you do finally receive an offer, make sure you do a little “detective work” on your potential buyer. What I mean is that with a pre-approval letter, take the proactive approach and call the loan officer who issued it. While they will be reluctant to give you personal info, they can at least give you and idea of the person’s soundness and probability of the loan actually closing. With the changes in the mortgage industry over the last several weeks, it is more difficult then ever for buyers to obtain 100% financing. If you are considering a 100% offer (and lets face it, most offers these days are) PLEASE, PLEASE make sure your buyer is sound, or you will be finding yourself once again trying to sell the house, only next time you might not have the spring “boom” on your side.

Good luck with your investment projects and remember… There are deals in EVERY market!!!

Jack Lavoie
President, NHREIA

YOUR AD COULD BE HERE!

FOR MORE INFORMATION
CALL BERNADETTE AT 603-863-6568 OR E-MAIL AT DETTE101@HOTMAIL.COM
The mortgage world is in a frenzy, lenders are closing their doors, rumors abound that 100% financing is dead, and foreclosures are near record highs. So what does it all mean? Opportunity.

What Happened

For the past several years, almost anyone that could fog a mirror could get a loan and consumers liked their house to the world’s best ATM machine. Those days are gone (at least for the foreseeable future). The sub prime world is in a crunch not because of foreclosures but because liquidity is drying up. Liquidity is drying up because lenders have recently had an unlimited supply of new money by selling off virtually every loan in the secondary market to investment bankers and as securitized mortgages. As early default rates started to skyrocket, investors started to use their recourse option and to “put” the loan back on the originator – New Century et al. Early defaults (less than 90 days) is a strong indication that the loan never should have been made. With lenders having to take back bad loans and unable to make or sell new loans, it’s hard to stay in business. Inflated appraisals and downright fraud have added fuel to the fire.

What’s Next?

Qualified borrowers can still get 100% financing but the stated, stated, stated (Liars Loan) is fading fast. Lenders will overcorrect and we’re already seeing field reviews for virtually every appraisal. Historically, residential loans have been focused on the borrower with only a cursory look at the property. Lenders are scrutinizing the property much more closely. Many lenders won’t write refinance loans for property that hasn’t been out of MLS for at least 6 months, property that has too much debris, property that has ever been listed as a business address, and even neighborhoods where there are too many houses for sale or vacant. Talk about a downward spiral for consumers. You can’t make your payments, are willing to take a loss but the lenders won’t loan to your buyer because there’s too many houses for sale or empty in your neighborhood.

The Opportunities

Last week we did a short sale on a property and the second lien holder only caved 15 minutes before the sale was scheduled to occur. I was already enroute to the auction when I got the call. I had my cash and wanted to make sure the auctioneer called it cancelled or to bid, if necessary, if he insisted on the sale. I figured there might not be too many bidders at a 4:00 PM on a Friday afternoon. Boy was I wrong. Lots of familiar faces and lots of people that would pay more than I was willing to pay. It’s extremely tough to find bargains on foreclosure day because the lien holder generally sets the payoff as the reserve and takes back the property if the reserve isn’t met. The other bidders on Friday knew as I did, that the payoff on the first mortgage (the one in fact holding the auction) was low enough to make the property appealing. The second (and third) lien holders eventually realized their dilemma as well.

In contrast, I suggest that you stop looking for great deals.

Opportunities are made, not found. I get paid best for solving other people’s problems. Short sales are a great solution to helping sellers avoid foreclosure. Homes with equity are a great opportunity for creative financing. Selling on rent-to-own or with seller financing is also going to be far more valuable to buyers that don’t have the options they used to have. For those willing to really delve into the banking world, simultaneous note closings are a great option. The variations are many, but the basic model is to sell a property with 100% financing divided between 2 seller held notes; for example, one for 80% and another one for 20%. The 80% note in first position is immediately salable for 90-95% of its face value. The proceeds pay off the sellers existing mortgage and the seller gets any funds left over. The second note is held by the seller for future income until the note’s balloon – typically three to five years. Opportunities are made by structuring the transaction to solve the buyer or sellers problem. AD Kessler advocates that we all become transaction engineers. It has been said
Bert’s Blog cont...

that “to a man whose only tool is a hammer, everything looks like a nail”. I advocate expanding your tool box, take training and structure or design the right solution for the problem at hand.

Happy Investing.

Bert Cox,
Founder, NHREIA
Email: Bert@BertCox.com
www.1House.com

How Much Did You Keep?
By Kevin Lacasse
NHREIA Board Member at Large

With tax season once again upon us (or not too distant past), it is a good time to reflect on some of our investment strategies. I once heard the saying “it is not how much you make, but how much you keep”. We were painfully reminded of this saying after filing our 2006 tax return! Ordinary income tax, and Capital gains tax can take a large bite out of your profit. Fortunately, we can decide whether or not to pay some of these taxes. Capital gains tax is only due when a property is sold. One strategy could be to hold your property for over a year, which would move your capital gains liability from short-term capital gains to long-term capital gains. Long-term capital gains liability is less than short term, thus allowing you to keep more money in your pocket. The carrying costs of a property can be subsidized by renting or selling the property on a rent to own program with a closing date to exceed one year.

Another strategy to avoid capital gains all together is to not sell your property at all. Now rehabbing property is a great way to force appreciation. Usually after a rehab is complete the property is immediately sold for the large chunk of cash that is so desirable. The problem is, that chunk of cash is a capital gain and taxes are due on it. I have been asked, “How do you get that chunk of cash that rehabs are so well known for producing if you don’t sell”. The answer is simple; cash-out refinance!

Now lets look at the multiple benefits of this strategy. 1st, there is no capital gains tax to pay, because you did not sell the property. 2nd, the cash taken out at refinance can be as much as you would have received had the property been sold. 3rd, you still own the property so you will get any future appreciation. 4th, the equity in the property will grow as your tenants pay down your mortgage. 5th, if rented out to good tenants, you will receive a paycheck in the form of cash flow from the property every month as you continue to own it. 6th, the government allows you to depreciate the property; meaning you can write off part of your income thus again keeping more money in your pocket. And lastly, when you do decide to sell the property, you can do a 1031 exchange to defer the taxes once again. Now the beautiful part of this strategy is that is works with single-family homes, multifamily properties (my personal favorite) and larger commercial properties.

We have all been told that the true key to long-term wealth in real estate is to “buy and hold”. The above examples confirm why this is true. Good luck on building your fortune and remember, it is not how much you make, but how much you keep!!

Best of Luck!!

Kevin Lacasse
NHREIA Board Member at Large
D&L Homes
dnlhomes@metrocast.net

How to Have 17 or More Buyers Competing for Your House ...
Instead of knocking on Your Door, One-at-a-time.

A Round Robin Auction puts you in control because you ...

- set the reserve
- set the terms
- set the date
- control your time (sell your house in 2 days)
- reduce holding expenses
- optimize advertising with concentrated hi-impact exposure
- build excitement
- move buyers to act quickly
- maximize your return

To see if your property would be a good candidate for auction Call today for a FREE consultation.

Bert Cox, Auctioneer
NH Lic # 4016
MA Lic #2718
816 Elm St., #157
Manchester, NH 03101
1-888-922-4500
603-226-0097
Of all of the things I have learned over the last couple of years, I would say the most significant thing would be the phrase "What's the next action?" What it all boils down to is this: it doesn't matter how organized you are, or how well you have mapped out your goals, if you don't take that all-important VERY NEXT STEP, you ain't going nowhere!

Organization expert, David Allen, in his audio CD entitled "Getting Things Done" brought this to my attention and since I've been using it, I've noticed a huge difference in my ability to move projects forward.

Think about it. You have decided that you need to do more marketing to get more people calling you with properties they wish to sell. Great! Now what? What's the next action? Well, I guess you could run some classified ads, right? Sure. But is that the next action? Nope, first, you need to decide where to run the ads. Is that the next action? I suppose so, but before that, you really need to write your ads, don't you? Of course, the best ads are based upon some deep-seated emotions that your sellers experience when considering selling their property, aren't they? SO, although our goal is to increase incoming calls via more marketing, the 'NEXT ACTION' is to figure out what's going on inside our sellers heads, isn't it? ONLY THEN can we create an effective ad, after which we can decide where to run the ads and finally go ahead and place them. Asking yourself "What's the next action" gets you moving on a project, when under normal circumstances you might have been overwhelmed with the big picture and unable to proceed.

Apply this phrase to all aspects of your life and get ready to feel a difference – you'll be getting stuff done like crazy!

Best wishes,
Richard Dale-Mesaros
Breakthrough Properties,
www.re-nh.com
riskit@worldpath.net
In a previous article, I wrote about volunteering within the NHREIA, and how you would get to know more people that way, and that more people would get to know you. And I recognize that that’s not for everyone – you may not have the time, or volunteering simply may not be your thing.

But a large part of the value of our organization is the people – not the Board, but the entire organization. We have over 550 people on our Yahoo newsgroup now, and it just keeps getting better. The contacts I’ve made over the last 2 years have been phenomenal. And I feel like I only know a very small percentage of our group.

This brings up the question of how to get to meet people. I do know that it is very difficult to just walk up to a complete stranger and say hello; especially if you are new to the group, or simply new to investing. If you haven’t done your first deal yet, you may feel as if EVERYONE in the room knows more than you do. I certainly felt that way for my first meeting, and 2nd, and 3rd, and so on.

And sometimes I still feel that way, compared to some of the very knowledgeable and experienced members we have. But if I don’t get to meet new people, I’m missing out on much of what makes our group so strong.

So here are some suggestions:
1. Come early
2. Stay late
3. Don’t sit down right away, but hang out and talk to people.
4. Don’t leave right away after the meeting, but hang out and talk to some more people.
5. Walk up to someone you don’t know and say, “Hello, I’m Joe Smith, I don’t think I’ve spoken to you before, and I’d like to get to know some people I haven’t met.” And then ask them about their involvement in real estate, and you are off and running. By the way, I suggest you use your own name, not Joe Smith, unless your name really is Joe Smith.

Make time for the after-meeting networking. I know people come to the bar and feel as if everyone there is already talking to people they know. And sometimes they leave. Don’t leave, come in anyway.

Introduce yourself to someone new. Hang out and eavesdrop on a conversation, and join in if you can. Yes, eavesdrop. Sometimes board members are simply deluged with people waiting to speak to them, but it doesn’t mean you aren’t welcome to join in. I know I speak for the entire board when I say that all of us actively want new members to join in and get to know people. And to ask us questions, and to get to know other members. That is the whole point, after all. You never know when the person sitting next to you has the exact solution to your problem.

How many new connections can you make at the next meeting? LOTS! Good luck and good investing.

By Ann Bellamy
Treasurer of NHREIA

“The contacts I’ve made over the last 2 years have been phenomenal. And I feel like I only know a very small percentage of our group.”

YOUR AD COULD BE HERE!

FOR MORE INFORMATION
CALL BERNADETTE AT
603-863-6568 OR
E-MAIL AT DETTE101@HOTMAIL.COM
Financial Destination will provide you with these 3 keys to Financial Success:

1. A Detailed Plan of Action That Will Take Your Finances From Where They Are Today To Where You Want Them To Be
2. Exceptional Financial Services That Will Help You Enhance Your Current Financial Position And Accelerate Your Future Plan of Action
3. An Income Opportunity With a Complete Financial Solutions Business That Allows You To Be Paid What You’re Worth And Be Your Own Boss

For More Information:

Annie Trajlinek  Jared Williams
Office-603-887-0950  Cell-603-490-6262

YOUR AD COULD BE HERE!
FOR MORE INFORMATION CALL BERNADETTE AT 603-863-6568 OR E-MAIL AT DETTE101@HOTMAIL.COM

Need to Fix and Sell a house?
WE CAN HELP!
CALL Jay Cote at 603.247.4015

YOUR AD COULD BE HERE!
FOR MORE INFORMATION CALL BERNADETTE AT 603-863-6568 OR E-MAIL AT DETTE101@HOTMAIL.COM
The Numbers Never Lie…

By: Than Merrill

When evaluating the bare essentials of the real estate investing business, one cannot ever overlook marketing. Marketing is the root of all your business. Ninety-five percent of leads come from your marketing efforts—everything except those kickback referrals that a business cannot rely on.

In your initial marketing stages, the most important thing you can do is the proper research. It may sound tedious, but extensive research in addition to meticulous tracking will send your marketing into the next level, and not to mention bring you all the leads you can handle and more.

First, do some preliminary research to determine what marketing techniques you want to use—i.e. Direct mail, outdoor signage, print media, traditional broadcast marketing, etc. Next, target a certain demographic in your area that these marketing techniques will be directed at. Begin running your ads, sending out your letters, or putting up your signs then wait for the phone to ring. When leads come in, ask how they got your company’s name and keep track of all the different answers. They should be in accordance with the different techniques you decided to implement.

The records that you have tracked will be the numbers that will never lie to you. After you have gone through at least one marketing cycle, it is crucial to go back and evaluate every aspect of your marketing numbers. There are four numbers you should use to evaluate your marketing efforts.

To help you better understand what these numbers mean, I will use a real example of one of my marketing plans. These are my numbers for my door hanging campaign. I print up door hangers—which look like the ‘Do Not Disturb’ signs on your door at hotels—explaining what my company does and how I can help them. Then I hire people to walk the neighborhoods I have identified as my target demographic and leave them on the front door.

**Total Campaign Cost**

This is the cost of everything from the design to the moment the door hangers are on the door.

Design Cost + Printing Cost + Labor Cost = Total Campaign Cost

$100 + $650 + $1,250 = $2,000

**Cost per Lead**

After I completed my door hanger campaign, I went back and counted up all the calls that came in because people saw or read my door hangers. This is the total number of leads brought in by door hangers. I then divide my Total Campaign Cost by the total number of leads to calculate my Cost per Lead.

Total Campaign Cost / Total # of Leads = Cost per Lead - $2,000 / 20 leads = $100

**Cost per Deal**

Next, I dig deeper into the numbers to determine how many properties I actually bought because of an initial call from a door hanger. Then I divide my Total Campaign Cost by the number of properties I bought to establish my Cost per Deal.

Total Campaign Cost / # of Properties Bought = Cost per Deal $2,000 / 1 Property = $2,000

**Conversion Ratio**

The last number of importance indicates how many quality leads I am getting from my door hanging marketing efforts. It tells me what percentage of the leads I bring in from door hanging that I am converting into money for my company. It is derived by dividing how many properties you bought by how many leads came in.

1 Property / 20 leads = .05% Conversion Ratio

Keep in mind that your numbers will increase and decrease with the magnitude of your marketing tactics. For example, your numbers will be much higher if you run a three month television marketing campaign than they would be for a three month bandit sign campaign. However, if all is done right the proportion of leads will reflect the change in budget. That is why, as a very general guideline, I like to say if we are at $100 or less per lead then we are doing an excellent job. Anything from a .05% - 1% conversion rate is good enough as long as you’re getting enough leads. On the other hand, if you only get 3 leads then your chances of converting at 1% are minimal and it may be time to try a different marketing technique.

Like in anything, the more you put into your marketing efforts the more you will get out of it. Work hard and pay attention to detail. Keep a close eye on your numbers and you won’t get in over your head on your marketing overhead.

Than Merrill of CT Homes works closely with Robyn Thompson training newer investors the secrets of the trade.
How to Win Big in Changing Markets by Richard Roop

This article was printed with permission of CREONLINE.com

Housing markets throughout the nation are changing. It’s getting harder to buy right in some areas and tougher to sell quickly in other areas. Many creative real estate investors will leave the business frustrated that what was once working well is not working as well anymore. Attendance at real estate investor club meetings is declining. People are giving up on their dreams. You don’t have to become a statistic. Don’t let changing markets prevent you from enjoying the rich rewards available to you as a real estate entrepreneur. I believe that the present real estate environment creates new opportunity for investors willing to adjust as markets change. Sellers still need to sell.

Buyers still need to buy. Fine tune your strategies and tactics now, so you can continue to generate profits by helping the growing population of buyers and sellers who need your help. Here are some new challenges you may be facing now:

- Finding deals you can buy right and ensure a good profit
- Collecting enough cash each month to survive and thrive
- Negotiating with sellers who think the market has not turned yet
- Selling or occupying houses quickly in slower moving markets
- Surviving negative cash flow deals long enough to collect a big backend
- Holding property when values are expected to decline
- Constructing offers that excite you, protect you, and still get accepted

Find deals you can buy right and ensure a good profit

Effective direct response marketing is the key to finding deals—in any market climate. You want to become a top notch marketer now more than ever. You must become more selective or more targeted getting the right message to the right people at the right time. First, become a big fish in a small pond. Your “pond” or market can be a part of town or a type of list to target. Specialize and focus on houses that are easier to sell. Buy the types of property that attract the biggest pool of buyers. This will usually be around the median price range, plus or minus 20%. Condos, town homes and modular homes can suffer first during changing markets. And higher end homes may experience bigger price drops when values turn down.

So why not target the bread and butter neighborhoods? Look at areas where the homes experience fewer “days on the market.” Choose cities, counties, zip codes or parts of town that have a high concentration of these types of homes. Then use cost-effective media to target these “geographic” areas.

My favorite geographic marketing includes:

- Specially designed Post It™ notes distributed door to door
- Flyers inserted and ads placed in targeted community publications
- Bandit signs

During tough times, get more targeted

What’s always better but requires more work is “demographic” marketing by sending postcards and letters to more refined lists. You can get mailing lists of homeowners who own the type of property you think will sell faster including lists based on:

- Property type
- Size or square footage
- Year built or age
- Beds and baths
- Years owned
- Type of existing loan
- Equity

Other proven lists include:

- Non-owner occupied houses
- Expired listings
- Pre-foreclosures
- Bankruptcy
- Divorce
- Probate

The more targeted the list, the smaller the list. That means you can spend some extra time or money making your letters or post cards more personal and creating campaigns that hit the prospective seller a number of times.

Personalized (or at least personal looking) direct mail always gets a better response. Then add to that a plan for mailing five or more times to the same list, and you’ll get the best results.

With that said, a good marketing message delivered via cheap postcards to a semi-targeted list (such as bread and butter homes bought within the last three years) can still work well even on the first hit. My rule of thumb with the investors I consult with nationwide: Spend up to $1,000 on any marketing campaign to test it. If it doesn’t generate enough leads to buy one house (with an average profit of $20,000 or more), then you may need to test a different geographic area or demographic list.

For the rest of this and other articles, visit www.creonline.com
Members and Advertisers

Support your Organization!

Take out an ad or give this to your favorite vendor.

Ads must be submitted via clean master copy or “camera ready”. E-mail your ads to dette101@adelphia.net (.jpeg or .gif format). Call Bernadette at 603-863-6568 for payment options.

NHREIA Advertising and Sponsor Options:

<table>
<thead>
<tr>
<th>Newsletter Advertising Alone:</th>
<th>Discounts Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Card</td>
<td>$ 25.00 per insertion</td>
</tr>
<tr>
<td>¼ page</td>
<td>10 % per 2 insertions</td>
</tr>
<tr>
<td>½ page</td>
<td>$ 60.00 per insertion</td>
</tr>
<tr>
<td>Full Page</td>
<td>20 % per 4 insertions</td>
</tr>
<tr>
<td>$100.00 per insertion</td>
<td>$175.00 per insertion</td>
</tr>
</tbody>
</table>

Sponsoring Opportunities:

Standard Sponsor *. Flyer insertion in membership packet for the year $300.00

Premium Sponsor *– Flyer insertion in membership packet for the year and business card size ad in each issue of quarterly newsletter $375.00

Premium Plus Sponsor *– Flyer insertion in membership packet for the year and ¼ page ad in each issue of quarterly newsletter and vendor table to set up marketing material at monthly meetings. $500.00

*Flyers must be mailed to Bernadette Trafton at PO Box 196, Sunapee, NH 03782 or hand delivered at a monthly meeting to be inserted in membership packages.

Sign me up!

Name/Company_________________________________ Tel ____________________

Address__________________________________________

Fax/E-mail__________________________________________

Ad Size/Description ______________________________________________________

E-mail orders to Bernadette at dette101@hotmail.com

Newsletter ads $___________ Call Bernadette at 603-863-6568 with questions.

Sponsor Package $___________ Make checks payable to NHREIA

Minus discounts - $___________ Mail orders to: Bernadette Trafton

Total $___________ PO Box 196

Sunapee, NH 03782

www.NHREIA.com
ROBYN THOMPSON COMING TO TOWN!

Rehabbing for Profit
With Robyn Thompson, the "Queen of Rehab"

Dates in October TBA

Learn these valuable ideas and more:

- Three Types of Mortgages to Cash-out Big Profits
- Prescreening the Buyers Who Want Your Home
- Marketing Techniques to Sell Your Property Quickly
- Getting Money to Grow Your Income to $1,000,000 a Year
- Sources for Finding Quality Contractors
- Never Write More than Seven Checks to Renovate a Home
- Employees vs. Handy Men vs. Independent Contractors
- Coordinating Contractors for Maximum Profits
- Types of Properties NOT to Buy
- 13 Marketing Techniques to Find Killer Deals
- 17 Sources of Motivated Sellers
- Five Unique Profit Centres from Real Estate

With Robyn Thompson, the "Queen of Rehab"

ROBYN THOMPSON COMING TO TOWN!