

# Real World Real Estate: Investing

Investing in real estate is a powerful tool that people of all ages, education, and financial status can get involved in. It still has tax benefits, and is one of the #1 tools used by the wealthy. But it can also lead to financial ruin if not understood.

In this class we cover what agents need to know to work with investors as customers, and we will also hopefully open their eyes to the potential to become investors themselves.

We'll cover why real estate is the IDEAL investment, including several factors and pros/cons.

I – Income, the 2 types and how they're treated from a tax standpoint

D – Depreciation, including an easy to understand explanation of depreciation and recapture

E – Equity and the power of someone else building it for you

A – Appreciation and it's historical path

L – Leverage, learn through a series of examples and case study how to max out ROI

At the end of this class, the student will:

- know how to use IDEAL in explaining the benefits of investing to a client
- Be able to recite the 3 main types of investing and list the pros/cons (taxes, risk, investment etc)
- Understand how leverage can increase the ROI on an investor's money
- Use a case study to show how these concepts work on a real transaction
- Recognize the tax ramifications of real estate and using a 1031 exchange to defer
- Be exposed to some of the newer lending products available to investors
- List the types of properties that make good investments and why
- Understand why value is critical in investment calculations
- Demonstrate through a group exercise how repairs might be different based on the exit strategy

CE Credits: Florida and Alabama: 3 credit hours. Also available non-CE as a 2 or 4 hour.

Investment:

Speaking Honorarium: Florida: \$150/teaching hour. Includes all CE credit processing.

Outside Florida: Call for quote.

Mileage if outside of Seminole County at current IRS rates

For locations more than 2 hours drive, hotel accommodations may be requested

Classes can be combined, 2 in a day, or shared expenses with another Association within reasonable distance to offset expenses.