



**HELD PERIODICALLY AT
YOUR CHOICE OF
LOCATIONS**

3-DAY REAL ESTATE ONE-ON-ONE MENTOR

During these 3 days you will cover everything from getting to know your market to understanding your competition, from making offers to closing deals. Each one-on-one trainer is personally chosen because of his or her knowledge and in-the-trenches experience.

3-day one-on-one mentorships are held in regional locations throughout the United States in your market, the mentor's market or the market of your choice.

"Since my training I have in one year at age 74 purchased six houses to fix and flip. The final one will be finished this week and listed on the MLS. Am I proud of myself? You bet I am!"
Shelia Wakeman

Learn:

- ★ The best submarkets in which to invest
- ★ The best deals in your area and how to use simple demographics to succeed in any area across the U.S.
- ★ How to meet with brokers and gain credibility from day one. Build rapport, learn how to talk like an experienced investor.
- ★ Develop relationships that turn into all the "pocket" listings that you can close.
- ★ Walk the properties with trained eyes and see things many new investors overlook.
- ★ Have potential problems pointed out and learn how to renegotiate the offer to save you thousands and increase your profit.
- ★ Analyzing income and expenses on the balance sheet and identifying value plays others never see.
- ★ Drafting Letters of Intent: we guide you step by step and teach you how to "sell" your offer. The

Letter of Intent starts the ball rolling.

- ★ Due Diligence Process.
- ★ Crafting the deal, the NOI (net operating income), Cap Rate and purchase price and how to determine whether you have a deal or not based upon the financing structure.
- ★ Drafting the three-tiered offer.
- ★ Finding The Money: we will show you how to find equity partners within your network. You will learn the step-by-step process to building your investor relationships.

The Lee Arnold 3-Day Mentorship is tailor-made for your individual investment needs and includes the following:

- ★ Market Analysis
- ★ Broker/Deal Development
- ★ Deal Analysis with an Expert
- ★ Negotiating/Structuring/Drafting the Offers
- ★ Networking/Investor Development
- ★ Power Team Development

Tuition Reimbursement Criteria: Upon the completion of 6 Real Estate deals that are funded through COGO Capital in good standing (all payments on time and paid off), within a period of one year that starts on the day after your 3-Day Mentorship is completed, and ends on the 366th day thereafter, and you have submitted the follow items to the Lee Arnold System of Real Estate Investing, you will then be eligible to have your initial investment for the training reimbursed.

- ☼ Before and after photos of the properties
- ☼ Photos of checks received and HUD statements for sales of all 6 properties,
- ☼ Written and video recorded testimonials of the roll COGO Capital and The Lee Arnold System of Real Estate Investing played in your success.

Cogo Capital Borrowing Benefit: Graduates of the 3-Day Real Estate Mentor training qualify for 100% financing (including purchase price, rehab costs, and closing costs) for purchasing non-owner occupied properties. This benefit applies to up to **four (4)** properties at a time which are purchased for less than or equal to 70% of the ARV (After Repaired Value) of the property. All other criteria for borrowing from Cogo Capital applies.