



NOREIA

New Orleans Real Estate Investor Association

Meeting this MONTH

We have four local members discussing their activities in the real estate world:

SHORT SALES: Donna Cyprowski


MOBILE HOMES: Mark Faurie

WHOLESALING/FLIP: Dawn Domescik

ADVANCED REAL ESTATE INVESTING: Wayne Connelly

Come see and hear these local real estate gurus and learn how you can get involved in the real estate world.



See you is speaking next month....turn the page 

Inside this issue:

New and Tidbits	2
Look who is new	2
Opportunity knocks	2
Andy Heller	3
Andy Heller	3
NOREIA can help you	5
NOREIA MEMBERSHIP/ GUEST PRICING	5

American Legion Hall

2431 Metairie Road
Metairie, LA 70001
(Between Causeway and Bonnabel)
(504) 833-2800

Meeting is May 20, 2010

❖6:15 p.m. — 6:45 p.m.: Network-
ing

❖6:45 p.m. — 9:00 p.m.: Meeting

May, 2010						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Look who is speaking at our June 17th Meeting... **ANDY HELLER**



**Getting Rich in today's market
with bank-owned foreclosures and
'rent-smart' lease options"**

**Presented by Andy Heller of Regular Riches: Real
Estate Riches for Regular People**

See more about Andy Heller.....and his
Saturday seminar on June 26th....

*Success is to be
measured not so much
by the position that
one has reached in life
as by the obstacles
which he has
overcome.*

Look who is new...

**Please welcome the
following new
members:**

**Tommy Perque
TanNguyen
Allen Drespo
Lee Whitcar**

Opportunity Ads



Opportunity Knocks....

✂How about TV? Your know how can help us and help you and our members! Do you know someone in the TV or radio industry that can get us a weekly show such as "ask the Real Estate Investor". Contact Dawn Domescik at marketing@neworleansreia.com or call

Enjoy meeting people...want to learn more about real estate...what better way is get involved with our membership as a greeter during meetings or work our membership table at break to help assist new members. We also have opportunities for you to volunteer to assist our membership director...for more information , please contact Larry



Getting Rich in today's market with bank-owned foreclosures and 'rent-smart' lease options

There are literally hundreds of wealth-building strategies available for real estate investors. Some are more lucrative than others, and many are simply way to much work for the money that an investor hopes to make. Fortune Magazine is arguably the leading magazine in North America today that teaches people how to make money. "Regular Guy" Andy Heller, will show you why of the hundreds of wealth-building formulas, Fortune Magazine recommended Andy Heller's "Buy Low, Rent Smart, Sell High" strategy among the top five recommended strategies for real estate investors.

Andy and his story will inspire and connect with you, as it is a "regular guy" get rich story. Like so many of us, Andy started investing part time, pulling aside a few hours each week for his hobby. The lack of success of Andy and his partner Scott's "buy and flip" plans led them literally by accident to a goldmine called buy low, rent smart, sell high.

When Andy and Scott found buying properties from distressed sellers to be tedious, hard work, and depressing they discovered by accident a hidden gem in the foreclosure process...**BANK OWNED REAL ESTATE**. With bank-owned real estate an investor is able to purchase **MULTIPLE PROPERTIES** from single sources, without emotions, and with clean and clear title.

Once purchased, when Andy and Scott were then unable to flip their first home after 9 months on the market, they modified the typical lease/purchase deal to come up with their unique rent smart and sell high formula. Their **SHORTEST** lease is 3 years, and each of their tenants (gladly) accepts responsibility for repairs and maintenance. High turnover, nightmare tenants, and lengthy vacancies are non-issues when you "rent smart"

How profitable is their formula? The last home Andy and Scott sold required about 20 hours of effort, and netted a profit of \$57,400. That is \$2870/hour. But don't

leave your day job just yet. Come hear Andy speak and he will cover:

- Why Fortune Magazine recommended the Buy Low, Rent Smart, Sell High program
- Why today's **COOLING** market is a **RED HOT** opportunity for investors
- Buying Low: Learn about the untapped fortunes with bank-owned real estate
- Why especially today bank owned properties offer investors of all means unlimited deals
- **WHY ESPECIALLY TODAY AN INVESTOR CAN MAKE ENOURMOUS PROFITS BUYING BANK-OWNED FORECLOSURES!!!**
- Why bank-owned properties may be the best **SOURCE** for investors who have limited cash and/or credit
- How to calculate the **EXACT** price you need to buy properties at in order to maximize your profits
- What types of properties can you buy from banks
- Why a **MOTIVATED** tenant is the key to landlording fortunes
- How the "typical" lease options minimize, not maximize, an investor's profits
- How to make a fortune in real estate **AND** help your tenants at the same time
- How to sell for top dollar **WITHOUT** paying real estate commissions
- Achieve your **REGULAR RICHES**: Real estate fortunes for regular people...without the hassles

Andy Heller is a nationally recognized real estate expert, and has been interviewed and prominently featured in respected publications including Kiplinger, WallStreetJournal.com, TheStreet.com, Personal Excellence, Money Magazine, and Market-Watch.com.

Andy Heller

Don't miss out on this informative meeting!!!!



Andy Heller

Learn more about Andy Heller in this issue.....

Andy Heller has Saturday Seminar on June 26 from 9:00 a.m. to 4:00 p.m. Can't miss it!!!!

Andy Heller Seminar on June 26.....

Getting Rich in today's market with bank-owned foreclosures and 'rent-Smart' lease options"

Fortune Magazine is dedicated to teaching people how to make money. Come and find out why **Fortune Magazine** recommended Andy Heller's Buy Low, Rent Smart, Sell High Strategy as being one of the top five strategies for building wealth through real estate. Andy will explain why his proven and diversified program for real estate investing offers investors an unprecedented opportunity for building wealth and taking control of their financial futures in today's real estate market. Give us just 2-3 hours per week, and we will show you how easy it is to make hundreds of thousands of dollars in real estate investing.

Problem: With many strategies an investor's profit is highly dependent on property appreciation, and in a market that is stable or even cooling, an investor runs a risk of minimizing profits or even losing money.

Solution: With the Buy Low, Rent Smart, Sell High system profits ARE NOT dependent on property appreciation. Appreciation is simply a BONUS on top of the core profit sources.

Problem: Most investment models have just 2-3 profit sources, and if things do not go exactly according to plan, the investor runs a risk of losing money or minimizing profit.

Solution: Learn the six different profit sources in the Buy Low, Rent Smart, Sell High model

Problem: Most investment models cover only one or two of the three pillars of real estate investing, again leaving investors at risk if things do not go exactly according to plan.

Solution: The Buy Low, Rent Smart, Sell High investment model maximizes profits and minimizes headaches by using all three pillars, buying, renting, and selling.

Problem: A key aspect of many programs is that the investor profits at the expense of disad-

vantaged or distressed sellers, and/or one-sided landlord arrangements.

Solution: The Buy Low, Rent Smart, Sell High program offers at its core a win/win formula, with everyone the investor comes in contact with: sellers, tenants, and others. The seminar will cover the three pillars of real estate investing:

Buy Low

- Learn how to consistently purchase real estate below market.
- Learn how to identify the right type of property for your preferred investment model.
- Learn about the best ways to buy discount properties today. Take a deep dive into the Buy Low, Rent Smart, Sell High preferred method of buying low: bank-owned foreclosures (aka post-foreclosures and REO Properties).
- Learn what most investors do when calling banks without success...and learn the Regular Riches way to successfully approach banks
- Learn about financing your purchases
- Learn our formula for establishing the Maximum Purchase Price for all types of properties, regardless of type, condition, or your investment strategy
- Learn how to negotiate to a successful purchase

Rent Smart

- Learn about Lease/Purchasing
- Learn how to establish the right lease/purchase terms
- Learn how to minimize Repairs and maintenance headaches...let other landlords deal with them...not you!
- Learn how to reach out and advertise to find the best tenants.



Continued from page 4.....

Selling High

- Learn how to sell properties without paying real estate commissions
- Learn how to sell properties for fair market value without discounting
- Learn how to quickly get your property under contract



All those who pre-register for this full day workshop at the end of the workshop receive a free copy of Andy and Scott's best selling book, **"Buy Even Lower"**.

Andy's seminar will be interactive and the attendees will be engaged to work examples after Andy presents first how they do it. **Scott Frank and Andy Heller have approximately 50 years of combined real estate investing experience. During this time, they have bought, rented and sold approximately 100 properties. They have done this while holding full-time jobs and putting their families first.**

"Recommended by Fortune Magazine"

Saturdays are great days to watch some football, go shopping, attend kids soccer games, or rest up for the upcoming week. Every now and then comes an opportunity that can CHANGE YOUR LIFE...but first you have to change your schedule.

Regular Riches

REGULAR PEOPLE.
TRUE RICHES.

On June 26th, 2010

real estate expert Andy Heller will show you why TODAY'S real estate market is the best time EVER for investors, and this window of opportunity will be open only so long. In addition to explaining his Fortune Magazine recommended "Buy Low, Rent Smart, Sell High" strategy, Andy will conduct two seminars on how to calculate what to pay for properties when Buying Low, and How to Pick a Great Tenant. Highlights of this special opportunity include:

Hans van der Kolk. Hans bought a business with the money he made from Andy's system, then returned to real estate investing last year and has already made \$168,000 on three deals!

To register for this special event, please register today

at Neworleansreia.com

or call

SPECIAL GIFT FOR ALL WHO PRE-REGISTER



- Why Fortune Magazine recommended the Buy Low, Rent Smart, Sell High program
- Why today's COOLING market is a RED HOT opportunity for investors
- Buying Low: Learn about the untapped fortunes with bank-owned real estate
- What types of properties can you buy from banks?
- How to buy REOs BEFORE they are listed on MLS?

- How the "typical" lease options minimize, not maximize, an investor's profits
- How to make a fortune in real estate AND help your tenants at the same time
- How to sell for top dollar WITHOUT paying real estate commissions
- Achieve your REGULAR RICHES: Real estate fortunes for regular people...without the hassles

All attendees are recommended to bring a calculator and notepad.



Real estate expert Andy Heller will show you why TODAY'S real estate market is the best time EVER for investors.

NOREIA VENDOR MEMBERS



How to Get a **NOREIA** Classified Ad:

Classified Ads are available to Vendor Members only. Vendor membership provides for advertising in this monthly newsletter, promotion on our NOREIA website as a vendor member, ability to promote on our vendor member tables at the monthly General Membership meetings, as well as a chance to speak before our Association members. If you have a real estate related business, you should seriously consider becoming a vendor member. *It's cheap, and effective.* See the vendor membership section of our website, www.neworleansreia.com, to view different levels of participation as a vendor member. All vendor classified ads must be 50 words or less. Classified Ads may not be changed once submitted. All ads expire and are removed at the end of the vendor member

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Iberia Parish, LA	June 9th, 10th & 11th	1,113	Tax Title Sale
New Orleans, LA	TBA	8,014	Tax Title Sale
Walla Walla, WA	TBA	8	Tax Deed Sale



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For more information, contact Linda Locascio: vicepres@neworleansreia.com



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wasting your networking time at the meeting and *Renew from home!*
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The New Orleans Real Estate Investors Association, Inc.
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Whatever the motivation, [we welcome and ask for your assistance on the subcommittee and/or board level.](#) We are solely an organization of volunteers. Dues are kept at a minimum, due to the men and women who pitch in and help. We hope you will be one of them. Every smallest effort helps! If you would like to serve on any committee, please contact the board member in the area of your choice!



New Orleans Real Estate Investor
Association
P. O. Box 8064, Metairie, LA 70011



N.O.R.E.I.A. is an open, evolving organization. We welcome new participation on the board level. Board members are not paid. Their service to the association is pro bono. They can expect to donate approximately ten (10) hours a month to fulfill their respective tasks.



Many people who help the association by volunteering for different subcommittees, though, have no aspiration for becoming a board member some day. Many are just looking to give something back and help out. Many are looking to work more closely with the board member in charge of the subcommittee. Others are just looking to earn some NOREIA BUCKS!

Stop wasting your networking time at the meeting and *Renew from home!*

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