

# Topics Covered:

**Steve Brunelle:** Talking to Investors

**Sara Kranpitz:** Possible Exit Strategies

**Announcements:** September Offering

**NoteExpo:** Register for Event and Hotel Reservations

**Questions for the experts:**

1. For potential investors are there tax advantages to investing in notes that we can use to get them to invest with us. For instance if they bought a note for 50,000 dollars could you write that investment off in that year?

I have just completed my first direct mail campaign and would like to know what are the most important things

 to talk about when negotiating with a note seller?

Also why does the value of notes go down as interest rates rise? This fact is included in my mailing and I want to have an accurate answer should the question be asked.

**Steve Brunelle**

1. I own a few duplexes in Appleton, WI and am wondering if I should keep them as rentals or if there are more beneficial ways to be using the equity I have these properties.  Thoughts include selling them outright, selling them using the Turnkey Flipping Academy (not sure if they are too high of a price range for the TFA), selling them utilizing a wrap mortgage (although I have no clue how to go about doing that) or something else I haven't thought of to date.  There is someone who is interested in buying at least one of the properties from me if I can offer seller financing, but given the fact that they all have mortgages on them, I have no idea how to go about making that deal.  Below are the details on the houses.  I'd love to hear what those with more experience and knowledge than me think.  I'd like to hear what you would do if these were your properties.

**House #1 - 408 N Morrison St, Appleton, WI 54911**

* Balance on mortgage is $45,800
* Property would sell for about $80,000
* Interest rate is 4.25%
* 124 payments remaining
* Monthly Cash Flow of $285
	+ Rent Income totals: $1010
	+ Expenses total: $725
		- PI payment is $451
		- TI payment is $204
		- Water bill is $70
* It's in a super easy to rent location and I spend less than $750 a year on maintenance
* I've owned the property for 8 years
* House is 116 years old so the potential for repairs is high

Side note - I pulled equity out of this house in 2008 to buy Morrison St and until 2014 had an interest only loan on it so my payments were only $225.  Since they jumped in the fall of 2014 I've had negative cash flow

**House #2**  **408 E Pacific St, Appleton, WI 54911**

* Balance on mortgage is $48,850
* Property would sell for about $80,000
* Interest rate is 4.5%
* 121 payments remaining
* Monthly Cash Flow of $390
	+ Rent Income totals: $1100
	+ Expenses total: $710
		- PI payment is $493
		- TI payment is $217
* It's in a super easy to rent location and I spend less than $250 a year on maintenance
* I've owned this property for 12 years
* House is 146 years old so the potential for repairs is high

**House #3 726 S Commercial St. Neenah, WI 54956**

* Balance on mortgage is $64,000
* Property would sell for about $75,000
* Interest rate is 4.8%
* 95 payments remaining
* Monthly Cash Flow of $-300
	+ Rent Income totals: $825
	+ Expenses total: $1025
		- PI payment is $800
		- TI payment is $225
* It's in a super easy to rent location and I spend less than $250 a year on maintenance
* I've owned this property for 13 years
* House is 102 years old so the potential for repairs is high

**Sara Kranpitz**

**September Offering on NotesDirect.com**

* Due to the Labor Day Holiday weekend September’s Titanium Thursday offering will be on September 8th at approximately 1:00PM CT
* The offering will be released to the remaining NoteSchool Mentor Students Tuesday, September 13th also at approximately 1:00PM CT

**5th Annual Appreciation Event and NoteExpo**

**Fort Worth, Texas**

**Highlights from Tentative Agenda**

Wednesday, November 2nd: Titanium Members VIP Event & Reception 5:30 - 7:30pm

Thursday, November 3rd: 5th Annual Appreciation Event 8:30am - 5:30pm

NoteSchool’s 5th Annual Appreciation Reception 6:30 – 7pm

NoteSchool’s 5th Annual Appreciation Dinner

NoteSchool’s 5th Annual Live Charity Auction

Friday, November 4: NoteExpo 2016 – Day One 8:30am - 5:30pm

NoteExpo Welcome Reception 5:30pm – 7:00pm

Saturday, November 5: NoteExpo 2016 – Day Two 8:30am - 4:30pm

**Event Registration:** <http://tinyurl.com/2016Apprec>

**Hotel Registration**

We have negotiated a discounted room rate of $169.00 to $199.00 per night at the Sheraton Forth Worth Hotel and Spa, 1701 Commerce St, Fort Worth, TX 76102. This rate is only available if you book your room by October 17, 2016. You can reserve your room by calling 817-335-7000 or by clicking the following link: <https://www.starwoodmeeting.com/events/start.action?id=1607140564&key=AD2757B>

**New email for Content Docs Submissions**

<https://www.dropbox.com/request/Enk7QksdLwgqXgVMK2Bz>

**New email for closing issues** (Includes request for any missing executed post-closing docs)

**PostClosing**@colonialfundinggroup.com

**If you want to Purchase Assets from the call:** **Offering@colonialfundinggroup.com**

**Please Submit Questions to:** **Content@noteschool.com**

**To Buy a Partial Contact Martha Speed at** **Martha@noteschool.com**