

# Topics Covered:

**Lisa Hakanson and Elizabeth Houghton:**  TFA

**Bryan Rambow:** Replies to his marketing campaign

**Change in Mentor Call Schedule:** Starts this week

**November NotesDirect Offering:**

**Titanium Event:** You need to register separately

**NoteSchool Appreciation Event:** Case Study Competition

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

**Questions 1 and 2 will be covered at the same time – both regard the Turnkey Flipping Academy**

1. **QUESTION:** Do you have examples of people who have successfully don the 50/50 model? I am working with the Turnkey Flipping Academy now and any examples/help would be appreciated.

**Lisa Hakanson**

1. **QUESTION:** Hello, I am a new member of Note School (Diamond level) and am particularly excited by TFA and how we can utilize this inside our real estate investment business. I am a licensed realtor in CA and GA with REO, short sale, modification, property preservation and cash for key negotiation experience. In order to generate money for our own investment plans we believe we can find investors in CA to invest in properties in GA (and I can go and find them myself if that is practical) and can generate money fairly quickly --- so that we can move forward with Notes also. A few questions:
   1. How do I sign up for the Monday weekly calls? I assume they are different to the weekly webinars?
   2. I believe one of the training videos mentions marketing materials? Will there be materials on the site soon?
   3. I signed up for LeadFlow and am currently working through the Private Money Lending class by Greg Clements and putting together a "credibility package”. I don't have any testimonials or examples of properties yet since we are just starting out.
      1. Are there any examples from other members that have done this that we could borrow to start out? Obviously we will clearly identify them as a "project recently completed by a colleague" or some similar wording. This would be a huge help for obvious reasons. If not we can perhaps use one or more of the examples in the course material - such as the ones in Stone Mountain and Augusta since they are in GA. Is that OK?
      2. It would be great if we could use one property at least that had to be renovated to a certain extent so I can add those numbers to the example I show potential investors.
   4. Somewhere I read about "mentored/coached" students. Is that us because of the materials we have already or is there a special program for TFA specifically?

**Elizabeth Houghton**

1. **QUESTION:** Hello, I've got 2 questions regarding negotiation from my direct mail campaign:
   1. I had a note holder call me and as we progressed in the call and I explained that the note was discounted, he proceeded to tell me that all of the notes had good interest rates, solid down payments, and a lot of seasoning, and that he would not be willing to sell at a 20-30% discount, but rather a 10% premium on UPB. I didn't know what to say back and tried to fully understand his logic by asking him why he thought that they should sell for 110% of UPB. Not really sure if I can convince this seller to a discount, and wanted to know if this is something that is common, I couldn't seem to devalue the note in his mind at all. So, I wanted to know how I should approach my second call with him or if I should even try to call him again?
   2. Another note seller is dead set on face value for his note because his property is worth 80k more than when he sold it because the homeowner has completely remodeled it. I am struggling with getting this guy off the topic of his house he sold and more focused on the quality of the note. I tried to explain that we are not 100% focused on the house value but rather purchasing the note, and I can't seem to switch the conversation over to the note. So I told him I was going to look at the property and give him a call back (he asked me to look it up multiple times during the call). I'm not sure how to structure my next call with this guy seeing as all he cared about was the property.

**Bryan Rambow**

**Change in Mentor Call Schedule**

* **Wednesday and Thursday times are switching as of THIS WEEK**
* **Current Wednesday 3pm CT Non-performing calls, moving to 3pm CT Thursday**
* **Current Thursday 12pm CT Performing calls, moving to 12pm CT Wednesday**

**November Offering on NotesDirect.com**

* Due to the Annual Appreciation Event and the Note Expo, November’s Titanium Thursday offering will be on November 10th at approximately 1:00PM CT
* The offering will be released to the remaining NoteSchool Mentor Students Tuesday, November 15th also at approximately 1:00PM CT



<https://www.youtube.com/watch?v=wF9pWpx47BI&feature=youtu.be>

As I said in the video; there is no better way to expand your business than to get maximum exposure as an industry professional. To help you do that, NoteSchool has expanded our case study award categories to include:

* Quickest workout
* Best brokered deal
* Most creative deal
* Best 'paper out'
* Best Hardest Hit Fund transaction
* Best Turnkey deal
* Rookie of the year
* And more...

This is a huge opportunity but we have less only until **OCTOBER 14TH** to get it done! Submit your case study now by going to:  <http://members.noteschool.com/case-studies/>

**5th Annual Appreciation Event and NoteExpo – 30 DAYS FROM TODAY!**

**Fort Worth, Texas**

**Highlights from Tentative Agenda**

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

**MUST REGISTER FOR THIS SEPARATELY**

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>

Early bird pricing ends 10/20/16 after that the price increases to $399 and $199 for a guest

**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 **AND IS SUBJECT TO AVAILABILITY.** 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](mailto:PostClosing@colonialfundinggroup.com)

**If you want to Purchase Assets from the call:** [**Offering@colonialfundinggroup.com**](mailto:Offering@colonialfundinggroup.com)

**Please Submit Questions to:** [**Content@noteschool.com**](mailto:Content@noteschool.com)

**To Buy a Partial Contact Martha Speed at** [**Martha@noteschool.com**](mailto:Martha@noteschool.com)