

# How Persistence Leads to Profits w/ Derek Peever

Presented February 2011 Exclusively to the Member of REIN™

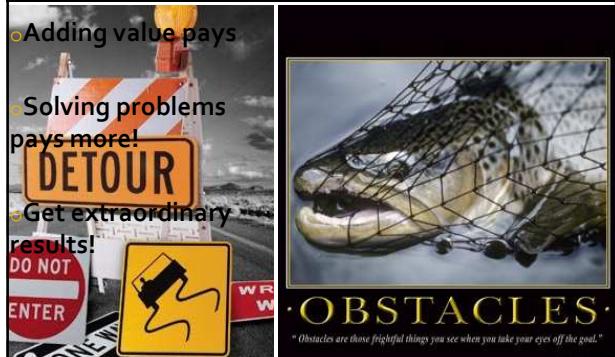


## How Persistence Leads To Profits....

- Have property under contract
- BC Purchase & Sale Contracts are assignable
- Assignment Clause
- Keep Insurance current

### #1 Obstacles Discourage Investors

- Adding value pays
- Solving problems pays more!
- Get extraordinary results!



"Obstacles are those frightful things you see when you take your eyes off the goal."

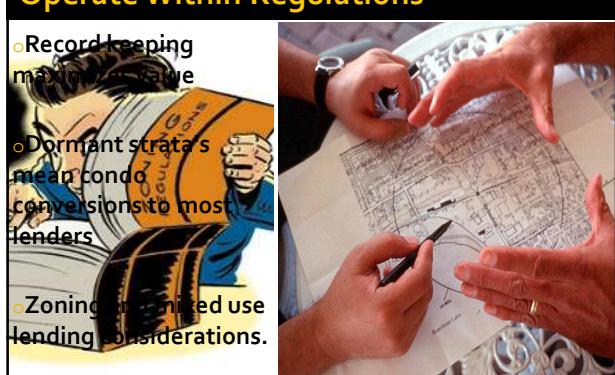
## #2 Don't Count On Lenders

- ...Until money is in the bank
- Beware of lender caps
- The Domino Effect



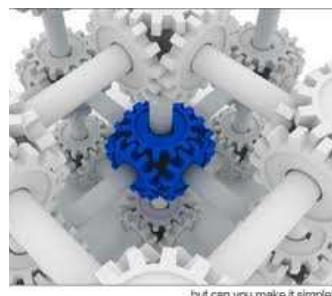
### #3 Not All Current Owners/Sellers Operate Within Regulations

- Record keeping may not be a value
- Dormant strata's mean condo conversions to most lenders
- Zoning and limited use lending considerations.



## #4 More Moving Parts/Considerations

- Self managed vrs hired management
- Consider strata management costs
- RRSP 2<sup>nd</sup> mortgages



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## #5 Attention To Detail Saves Time



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- Lenders lawyers approved lists
- The experts
- Civic address discrepancy

## #6 Strong Business Relationships Save Your Assets



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- Use the team you know and trust
- Mortgage broker nightmares

## #7 What Is The Property Worth To You?



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- Find undermanaged properties with deferred maintenance.
- 38% Rental Increase
- Renovations Allowances

## Uptown Estates



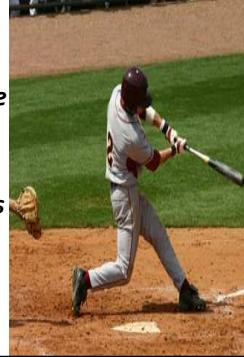
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## Uptown Estates



PeeverConn Properties  
TAKING OFF THROUGH REAL ESTATE

## #8 Hidden Value Plays



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- Subdivision
- >Create rentable space
- Convert to highest and best use
- Furnished Rentals
- Seniors Supportive Rentals
- Resident Utility Billing Systems
- Top Town Investing
- Change perception of property in the community; press/banners/events etc

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**#9 World Class REIN Foundation**

- Howard Wiens Condo Conversion Course
- REIN F4 Multi-Family Program
- JV Secrets
- Multi-Family Boot camp



**Quote From My Personal Belize**



*...After dinner we head down to the Vancouver REIN meeting. We will be speaking to a large audience tonight so our families will be coming down to watch...*

-Derek Peever, Summer 2007