

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 matters
- Dormant strata's mean condo conversions to most lenders
- Zoning & permitted use lending considerations.

#4 More Moving Parts/Considerations

- Self managed vrs hired management
- Consider strata management costs
- RRSP 2nd mortgages

...but can you make it simple?

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#5 Attention To Detail Saves Time

PEEVERCONN PROPERTIES
THINK DIFF. THINK BIG. STAY.

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



#6 Strong Business Relationships Save Your Assets

PEEVERCONN PROPERTIES
THINK DIFF. THINK BIG. STAY.

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



#7 What Is The Property Worth To You?

PEEVERCONN PROPERTIES
THINK DIFF. THINK BIG. STAY.


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

Allowances 0 11 1



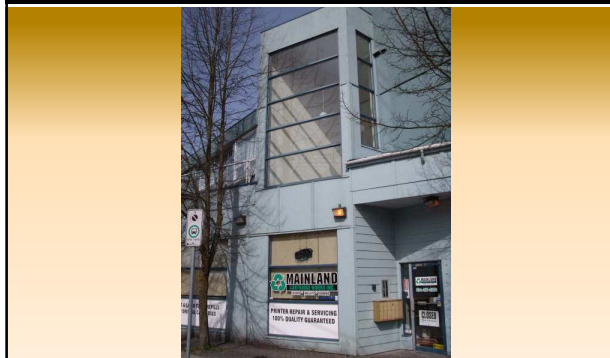
Uptown Estates

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#8 Hidden Value Plays

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- Subdivision
- Create rentable space
- Convert to highest and best use
- Smart Money
- 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

