

# Peter Fortunato's PAPER COURSE

**Tampa, FL** on Saturday & Sunday, **Dec. 2<sup>nd</sup> + 3<sup>rd</sup>, 2017** (9am - 5pm daily)

## Learn to Build Transactions, Income and Wealth

Discover negotiating techniques and paperwork that make transactions work. Get Pete's clear, patient explanations, practical insights + his Newest Workbook!

### Two Days of Profit-Making Discussion and Documentation:

- What is a Note? What Secures It?
- Use Value versus Exchange Value
- Breaking away from Numbing Traditions
- Estimating and Using Loan Constants
- Distributing Benefits and Responsibilities
- Using Language to Negotiate & Memorialize
- Negotiating and Substituting Collateral
- Paying Interest is Better than No Interest?
- Understanding & Structuring Wraparounds
- Equity Financing versus Debt Financing
- From Negative Cash Flow to Positive
- Terms versus Price
- Seller Involved Solutions
- Leveraging without Debt
- No Quantity without Quality
- Bifurcating Owner-Financing
- Notes as Currency
- Seller Financing  $\neq$  a Loan
- Sacrificing Yield for Safety
- Portfolio Building and Balancing
- How Paying More can Yield More
- Leases - with and without Options

**Acquiring?** – Use What You WANT, To Get What You Need, To Get What You Want!

**Divesting?** – Use What You HAVE, To Get What You Need, To Get What You Need!

### Location: **Holiday Inn – Tampa**

700 N. Westshore Boulevard, Tampa, FL 33609 (813) 289-8200 (shuttle from Tampa airport)

Reserve your seat at **Peter Fortunato's Paper Course.**

**Register Online Now!** → [www.peterfortunato.com](http://www.peterfortunato.com)

or Mail below form with your check in the amount of \$495 (or \$395 each for 2 or more registering together) to:  
**Capital Protection Services, P. O. Box 8804, St. Petersburg, FL 33738** or call Pete at 727-244-4337.

Card # \_\_\_\_\_ Expires: \_\_\_\_\_ CVV #: \_\_\_\_\_

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