

Peter Fortunato's

PAPER COURSE

Tampa, FL on Saturday & Sunday, **Dec. 2 + 3, 2023** (9am - 5pm daily)

Learn to Convert Opportunities into Benefits!

Discover negotiating techniques and paperwork that make transactions work. Get Pete's clear, patient explanations, practical insights + his 2023 Workbook.

Two Days of Profit-Making Discussion and Documentation:

- What is a Note? What Secures It?
- Expand your closings by using Promises
- Earning Value by Providing Value!
- Estimating and Using Loan Constants
- Distributing Benefits and Responsibilities
- Using Language to Negotiate & Memorialize
- Choosing and Changing Collateral
- Paying Interest is Better than No Interest?
- Wrapping is a Leveraging Technique
- Equity Financing versus Debt Financing
- Leases - with & without Options
- Price, Terms, or Currency
- Involving Sellers in Solutions
- Leveraging without Debt
- No Quantity without Quality
- Bifurcating Seller-Financing
- Other-Than-Dollar Currencies
- Seller Financing is not a Loan
- Sacrificing Yield for Safety
- Portfolio Building and Balancing
- Paying More and Yielding More
- Closings are Beginnings!

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 2023 Paper Course.

Register Now! → Mail a copy of this form with your payment in the amount of \$495 per registrant to: **Capital Protection Services, P.O. Box 8804, St Petersburg, FL 33738** or call Pete (727) 244-4337.

Card # _____ Expires: _____ CVV #: _____

Registrant(s): _____

Address: _____

Phone: _____ Email: _____