

NYSCAR Greater Capital Region Chapter



& CIRESB

COMMERCIAL & INDUSTRIAL REAL ESTATE BROKERS, INC.



Annual Marketing Session



Join Us Nov. 6th & 7th

Agenda: Nov. 6th 8:30am to 5:00pm

8:30-9:00 Registration/Breakfast
9:00-12:00 Education* - **Owner Financing - The Paper Course**
12:00-1:00 Lunch
1:00-5:00 Education Continues

5:30-9:00 Networking Event - Schenectady Brewery Tour with Transportation (Details to Follow) - Requires Additional Fee

*Education sponsored by The NYS Commercial Association of Realtors in conjunction with Capital Area Chapter of NYSCAR and CIRESB. Course has been approved by the NYS Department of State for 7 hours of CE credit.

Location: Comfort Inn & Suites
168 Sacandaga Road,
Scotia, NY 12302

NYSCAR & CIRESB Members - \$75.00
All Others - \$99.00



Dana E. Barnes, S.E.C.

Dana is the managing member of Concord Equity Group, LLC (CEG), a nationwide mortgage and real estate investment company based in Connecticut. See next page for more details

Agenda: Nov. 7th 8:30am to 4:00pm

8:30-9:00 Registration/Breakfast
9:00-12:00 Marketing Session
- Moderated Package Presentation (for submitted properties)
- Cash Board
- Haves and Wants
12:00-1:00 Lunch
1:00-4:00 Marketing Session Continues

Location: Scotia Village Plaza
(Formerly Converge Church Space)
154-164 Sacandaga Rd,
Scotia, NY 12302

No Cost for the Marketing Session

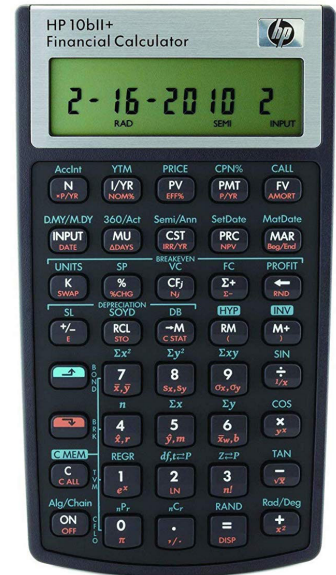
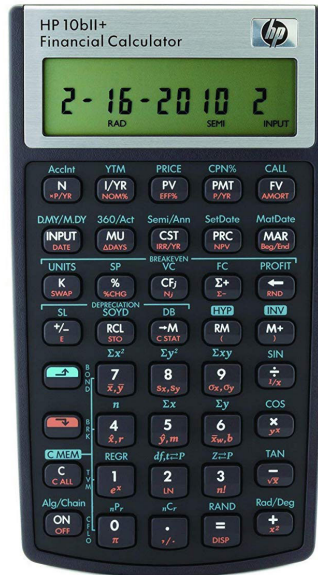
[Click Here to Register for Either Event](#)

Do you have any disabilities that require special accommodations, including the provision of auxiliary aids and services? If so, please identify your special needs by contacting Peter Korunkiewich by email at peterk@naipatform.com.

Owner Financing - The Paper Course

Topics


1. Introduction to Owner Financing
2. History of the Secondary Market for Owner Financing
3. Analyzing a Note for Investment
4. Calculator Gymnastics – The Key to Understanding
5. The Power of Present and Future Values
6. Partial Purchases / Full Purchases
7. The Paperwork behind the Deal (Pre-Payments, Foreclosures, etc.)
8. Using your Self-Directed IRA to buy Paper
9. Selling Owner Financing to Private Investors?
10. Using Owner Financing to Create Transactions in Today's Marketplace
11. Numerous Case Studies
12. How to Get Started



* Students must bring financial calculator to class- (HP 10bII, HP-12C, HP17B II or equivalent)

Book Your Hotel Room - MUST BE BOOKED BY OCTOBER 21ST, 2019.

NAME	CHECK-IN DATE	CHECK-OUT DATE
NYSCAR - CAPITAL REGION CHAPTER	Wednesday, November 6, 2019	Thursday, November 7, 2019



COMFORT INN & SUITES SCHENECTADY - SCOTIA
168 Sacandaga Road, Schenectady, NY, 12302, US

EXCEPTIONAL! ★★★★★ (207 Reviews)

[Click Here to Book Today](#)

Group Name: NYSCAR - Capital Region Chapter
Group Code: ZXX50Q7

GROUP RATE (10+ ROOMS) From \$109

Events Sponsored By...

