

THE ATTORNEY'S GUIDE TO PURCHASING YOUR FIRST RENTAL PROPERTY

ONE HOUR SEMINAR OUTLINE

1. Introduction

Purpose of Seminar

Provide Insider Secrets

Jump Start Wealth Accumulation

Stimulate Action

2. Why Real Estate

History of wealth accumulation through real estate

Assessing your Personal Motivation

Why taking this Seminar

What is Your Vision

3. What Kind of Real Estate

Residential

Commercial

Industrial

Land

4. How Involved - Time and Money Commitment

Full Time / Part Time / No Time

How much is enough

5. Finding Prospective Properties

Choose Market Carefully

Researching Market Comparable Data - Seller Motivation - Area Economics

Resources for market information

Determining Return of Investment

6. Build Your Team

Selecting your:

Attorney - Realtor - Accountant - Lender

Property Manager - Repairman - Contractors

7. Selecting the Property

Market Activity

Improvement Capacity

Financial Analysis

8. Making the Contract

Selecting the Form of Contract

Determining Contract Terms & Contingencies

Dispute Resolution

Role of Addendums / Counter-Offers

9. Alternatives to Purchase

Purchase Later - Options
Purchase in Pieces - Land Sales Contract

10. Investigating the Property

“Due Diligence” - Personal & Professional Investigations
Role of Disclosure Laws
Impact of Toxic / Environmental issues

11. Escrow through Closing Process

Satisfying Contingencies
Vesting - how to hold title: Person, Entity, Trust
Recording - Grant & Security Deeds

12. Your First Week as Owner

Carrying out Your Plans
Dealing with Surprises

13. Coping with Property Problems

Managing tenants - evictions
Dealing with Nuisance Neighbors
Non-Disclosure Issues
When to Contact the Attorney

14. Growing your investments

Capitalizing on your experience
Keeping the team intact
Duplicating your results

15. Learning More

BPE First Consultation program
Additional Guides for Investors & Owners

STEPHEN J. BEEDE is the Founder and Managing Partner of BPE LAW GROUP, INC., a Sacramento, CA law firm focusing primarily on real estate, business, and estates. Steve, together with his wife, Ann, has also been a real estate broker, investor, developer, and manager for over 30 years and, owns properties in California and Idaho. For any legal question or need or to arrange an appointment, call us at 11140 Fair Oaks Blvd., Suite 300, Fair Oaks, California 95628, Ph: (916) 966-2260 Fax: (916) 966-2268; or through the web at www.bpelaw.com; or by email to sjbeede@bpelaw.com.

The information contained in this Outline and Seminar is general and informational in nature. It is not intended to and does not provide specific legal counseling for anyone's specific situation. The recipient is neither instructed nor authorized to provide any legal counseling services other than referring possible clients to obtain legal counsel for their specific situation. No attorney client relationship is created or implied.