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57TH NATIONAL REAL ESTATE CONFERENCE



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Make a Deal

September 30 - October 2

Reno, Nevada

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Free
Roundtable
Education
Wed -Thurs- Fri

Two Full Days of Advanced Education for as little as \$99!

All Day Monday, Sept 28th

Chet Allen

"Beyond 1031"

The 2009 Marketplace
Reality Marketing

Back to Fundamentals - motivation, people, saleable and challenged properties - Market Driven Exchanging - Client development - counseling, listings, packaging, marketplace - 2009 Solutions and Formulas - order of challenged properties - disposition formulas for various scenarios - acquisition formulas & solutions - Problem Solving & Closing - brainstorming - multileg deals - taker theory - teammates for success - Beyond Real Estate.

Tuesday Sept 29th - 1:00pm

Tom Van Erp

**"How to Buy & Sell
Properties Using Owner-
Carryback Financing"**

There's more to seller financing
than you think!
Tom has seen and done it all and
he is willing to share his wealth
of experience in this seminar.

Cowboy Auction

Tuesday Sept 29th - 8:00am

John Weaver

**"Deals that close - from
listing through closing"**

"Fishing Upstream"
Separating yourself from
average brokers
"40 is Perfect"
Grading the exchange
"The Feel of the Deal"
Knowing when the deal is real
"Closing the Gap"
Getting from mini-offer to
close of escrow