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CALIFORNIA "ONLY" Investor Essentials

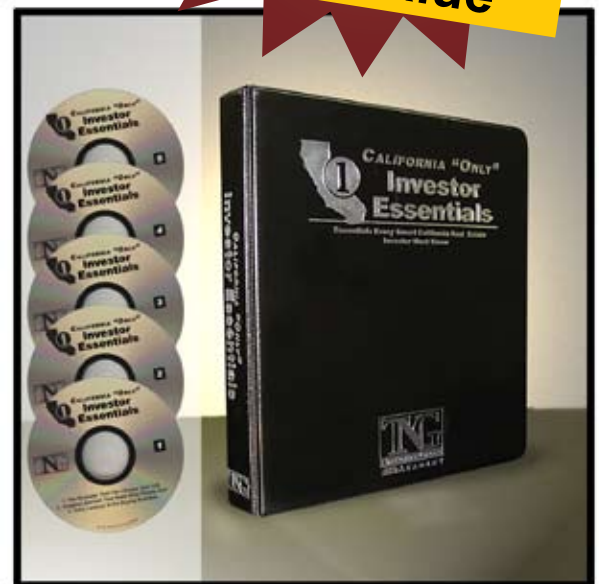
**Essentials Every Smart California Real Estate
Investor Must Know**

California "Only" Investors Essentials is the first course in our four course series. Over the years, we've learned when someone is struggling to become a successful wholesale buyer, the problem always stems from a lack of absolute command of the essential elements.

You must know and have command of the following topics to have a chance at success as a California investor:

1. How to determine the current position of the California cycle and how to target likely sellers
2. How to engage target sellers in conversation
3. How to quickly appraise a property
4. How to understand and accurately estimate repairs
5. How to write up offers that make sense
6. How to have an unlimited supply of money to buy deals
7. How to hire the right contractor
8. How to protect yourself with insurance
9. How to sell your properties in both easy and tough markets
10. Which is the best business entity to hold real estate
11. How to develop a game plan that allows you to make financial progress with minimal risk

**ONLY
\$97**
\$997 Value



AND FINALLY, YOU NEED PRACTICE!

10 days of assignments will be given at the end of the course to "cement" the concepts so you completely "get it" under your belt once and for all!

It's interesting how important the basics are to success. John Wooden, the great UCLA basketball coach, had a ritual he went through with every new team. The greatest high school talent in the country followed Mr. Wooden into UCLA's locker room for their first collegiate assignment: how to correctly tie their shoes! John Wooden left no stone unturned when it came to preparation and success. This course covers the basics -- the essential elements to becoming a wealthy investor.

COURSE CHAPTERS



1. The Business That Can Change Your Life
2. Imagined Barriers That Make Most People Quit
3. Early Lessons Learned in the Buying Business
4. The Investor's Place in the Real Estate Market
5. Half Dozen Books That Changed My Life
6. Real Estate Cycles
7. How to Promote Your Buying Business
8. Formulas for Buying
9. Deal Strategy Sessions
10. Where to Find Money
11. Using a Hard Money Lender for Flipping
12. Initial Phone Contact
13. How to Determine the Value of the Property
14. Seeing a Property for the First Time
15. How to Make Offers That Make Sense
16. How to Sell Your Houses
17. Dealing with Escrow, Title, and Lenders
18. A Basic Understanding of Different Types of Entities
19. Dos and Don'ts of the Buying Business
20. Homework Assignments

INVESTOR FEEDBACK

"Before I attended the seminar I did some research on Bruce as a presenter and just about every website I went to gave Bruce nothing but rave reviews. 'The real deal' was how past seminar attendees referred to Bruce. I couldn't agree more. I prepaid for my seminar and I now know these will be the best dollars I will have spent at the beginning of my soon to be very fruitful real estate investment career. I know I will be a money partner and returning student! Thank you to all the Norris Group."

"Bruce works harder to earn my money than any other speaker I know. By the time he gets my seminar cost, he's already spent hundreds or thousands of hours earning it. His research methodologies are second to none."

"Bruce Norris's modesty and trustworthiness is revealed by his words. Every word spoken by him is invaluable and his seminar is worth attending. His presentation skill, material, and his presence positively influence you and guide you in the golden world of real estate."

"Your written materials are unparalleled, as are your insights."

"Bruce is THE California teacher. If you're going to be in our business in California, you must listen to Bruce."

"Other seminars say, 'Do this, do that.' Bruce shows you 'how' to do it and dots all the 'Is' and crosses all the 'Ts!' "

"As expected, Bruce has outdone himself again. Nowhere in California can I find this condensed information presented in a user-friendly way. His vision and professionalism is unmatched. Thank you for sharing your knowledge with me and other investors to help protect our investments and get us closer to retirement."

"This seminar provides such a unique edge; I can hardly express my gratitude for Bruce's choice to do a California only investor's course. I have taken several national courses and they have left me knowledgeable, but not where I felt competent enough to go out and do a deal. I have always had a nagging feeling in the back of my head regarding the use of a form or the variation in a real estate law that is not taught by the national investor's course. Well done, Bruce!"

"The best thing about today is knowing I don't have to fail. The pitfalls have already been experienced and overcome by Bruce. At the very least, as I tiptoe into this, I know I can find a strong wholesale deal and I can bring that deal to The Norris Group. I can rely on their knowledge and expertise and maybe even more importantly their credibility in the industry."