



7 CHARACTERISTICS OF A GREAT REAL ESTATE INVESTOR

**Wednesday
July 21st, 2010
InvestClub for Women
Irvine, CA**



EMERGING REAL ESTATE TRENDS 2010 + INTERVIEW WITH SHAWN WATKINS

**Wednesday
July 28th, 2010
Investors Workshops
Orange, CA**

Good investors make good returns. But the great ones make a killing. The good investor can turn a profit for a few quarters, maybe the year. But the great investor will cash in on the entire real estate cycle -- bear, bull, boom or bust.

Is there a mechanism, a catalyst that transforms a good investor into a great one? What separates those who make it Big Time, breaking through to the next level of wealth and success, and those who plateau, stuck at a cross roads between being good or becoming great?

On July 21st, veteran real estate investor Bruce Norris will examine ***The Seven Pieces of a Great Real Estate Investor***.

Understanding and using just one of these qualities (Piece # 4 is critical) will turn your investment career from middle-of-the-road margins to a higher pay grade. But that won't make you a great investor. The edge that great investors share is this: They use all the pieces, together!

To see tangible, permanent, gains to your bottom line, come listen to Bruce Norris and learn ***The Seven Pieces of a Great Real Estate Investor***.

2009 brought heavy government intervention to stem the uncontrolled flood of foreclosure, unleashed by the banking and financial collapse. But what now?

- Will the torrent of government intervention continue throughout 2010?
- What are the unintended consequences?
- How will 2010 differ from 2009?
- How close are we to the Bottom?

The tide of government interventions shows no sign of subsiding. Yet investors are buying properties in California today.

On July 28th, Bruce will share with you the last \$10 million dollars worth of real estate that The Norris Group has either bought or funded in California. We'll look at where the deals are coming from and how they were purchased.

**SPECIAL INTERVIEW WITH SHAWN WATKINS
JULY 28TH ONLY!**

Shawn Watkin's interview with Bruce in 2009 was so well received we're bringing it back for one night only. This is a not-to-be-missed evening!

LEADS INTO THE NEW ONE-DAY EVENT BY BRUCE NORRIS AUGUST 15TH!



ADVANCED INVESTING SKILLS AND STRATEGIES FOR QUADRANT 2.5

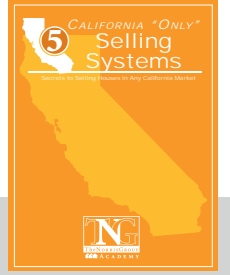
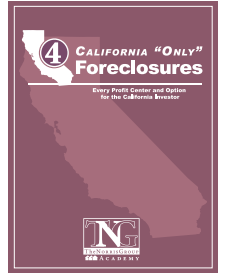
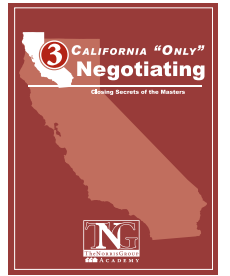
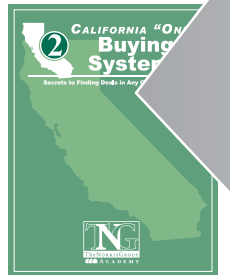
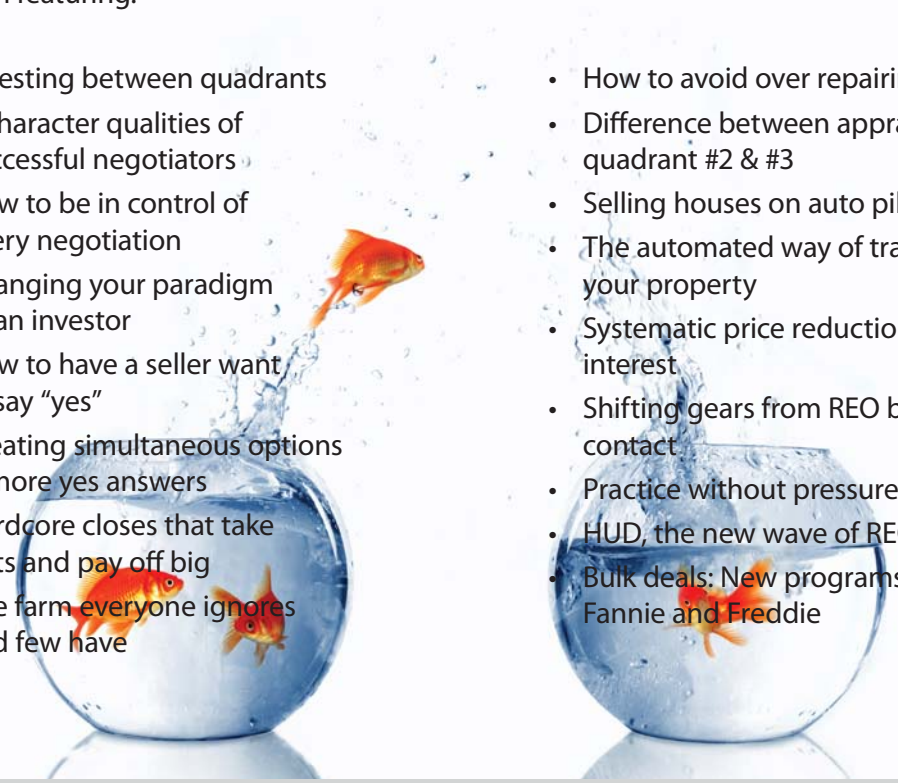
BRUCE NORRIS LAUNCHES AN ALL NEW EVENT AUGUST 15TH IN ORANGE, CA!

Many have already packed their bags and given up on real estate. Meanwhile, we're more excited about real estate than ever before. And we're not the only ones. Our hard money loan clients are buying millions of dollars of California real estate all over Southern California every month.

At this all new event, Bruce will share what strategies are working today in California as well as strategies that will become important profit centers in the near future. This event should not be confused with anything we've done in the past.

For the first time ever, Bruce Norris is carefully selecting from his award-winning Tip of the Iceberg, the Multi-Millionaire Maker, and his acclaimed California "Only" Investor Series to create an all new curriculum featuring:

- Investing between quadrants
- 9 character qualities of successful negotiators
- How to be in control of every negotiation
- Changing your paradigm as an investor
- How to have a seller want to say "yes"
- Creating simultaneous options & more yes answers
- Hardcore closes that take guts and pay off big
- The farm everyone ignores and few have
- How to avoid over repairing houses
- Difference between appraising in quadrant #2 & #3
- Selling houses on auto pilot
- The automated way of tracking interest in your property
- Systematic price reductions that create interest
- Shifting gears from REO buying to seller contact
- Practice without pressure
- HUD, the new wave of REO inventory
- Bulk deals: New programs coming for Fannie and Freddie



Please visit www.thenorrisgroup.com for more information and to register. Space is limited and is reserved on a first come, first served basis.

When

Sunday, August 15th
8:00am – Registration
8:30am-5pm – Event

Where

DoubleTree Hotel
100 The City Drive
Orange, CA

Includes

Lunch, full color manual,
& web portal access

Promo Code: **alist**
Extra \$100 Off Early Bird Price
Until August 8th

\$397 per person

(\$397 with promo code.)
(\$497 after August 8th)

Register Online at

www.TheNorrisGroup.com or call 951-780-5856