

Peter Fortunato's

PAPER COURSE

Santa Ana on Saturday & Sunday, **Mar. 10 & 11, 2012** (9:00 – 5:00 daily)

Learn to Construct Transactions, Income and Wealth

Discover negotiating techniques and paperwork that make transactions work. Get Pete's clear, patient explanations, practical insights, and his 2012 workbook!

Two Days of Profit-Making Discussion and Documentation:

- Seller Involved Solutions
- No Quantity without Quality
- Breaking away from Numbing Traditions
- Estimating and Using Loan Constants
- Distributing Benefits and Responsibilities
- Using Language to negotiate and document
- Negotiating and Substituting Collateral
- When Paying Interest is better than 0%
- Leases with and without Options
- Equity Financing versus Debt Financing
- From Negative Cash Flow to Positive
- Terms versus Price
- What is a Note? What Secures It?
- Leveraging without Debt
- Use Value versus Exchange Value
- Making Yourself Understood!
- Notes as Currency
- Seller Financing \neq a Loan
- Sacrificing Yield for Safety
- Portfolio Building and Balancing
- How Paying More can Yield More
- Bifurcating Owner-Carried Terms

Acquiring? – Use What You WANT, To Get What You Need, To Get What You Want!

Divesting? – Use What You HAVE, To Get What You Need, To Get What You Need!

Location: The Hotel Hanford (Overnight room rates at \$129 per night for PAPER COURSE attendees)
3131 Bristol Street, Costa Mesa, CA 92626 (714) 557-3000 (Courtesy shuttle from airport)

Register for Pete's 2012 PAPER COURSE Now!

Fax to: (978) 922-6759

Card # _____ Expires: _____ CVV #: _____

or Mail this form with your check in the amount of \$450 (or \$350 each for 2 or more registering together) to:

Capital Protection Services, P. O. Box 8804, St. Petersburg, FL 33738 or call Pete 727-397-1906.

Register Online → www.peterfortunato.com

Registrant: _____ With: _____

Address: _____

Phone: _____ Email: _____