

Tele-Seminar Notes for
Norman Reid Interviews Scott Scheel

**“How to Make Big Lump Sum Profits & Huge Monthly
Positive Cash-Flow Checks From Commercial
Properties”**

Note: You can copy/paste this text into Microsoft Word or other text editor program and be able to type your notes right into the spaces provided.

Note: We may not be going in the order of these notes, so look them over and jot your notes down in the appropriate places.

1. Common misconceptions cleared up:

- “It takes more money”...(It doesn’t)

- The risks are larger (they’re actually smaller)

- And you’ve got to be an expert in commercial finance, (Scott wasn’t and neither do you have to be)

2. Simple ways to find commercial properties not currently for sale.
(write down the word for word letter Scott uses to get property owners calling him)

3. Positive Cash Flow, case studies, and dollar for dollar examples as compared to Residential investments.

4. How to pull out big checks at closing (without overleveraging) and again when you sell.

5. What about the market, the current trends, the bubble, when is the best time to think about commercial properties?

6. 11 critical factors you need to know before you begin to make any money in commercial?

Why Commercial Real Estate?

1. No _____ or _____ needed
2. _____ Profits
3. Immediate and Strong Positive _____
4. Scales of _____
5. _____ at _____
6. Work From Home Part Time
7. _____ Deal _____
8. Build a large net worth _____
9. Much less _____
10. Use many of the same strategies
11. Value based on _____ not _____

Case Study: "Pig Farm"

PIG = _____
FARM = _____

\$1.00 (Increased Rent) x 10,000 Sq Ft = _____
\$ _____ is a _____ Return on a \$ _____ Investment

Example of FARM: 20,000 Sq.Ft. retail Building

20,000 Square-Foot

Retail Building (25% vacant)

\$400,000 Income (fully occupied)
- \$100,000 Vacancy (25%)
- \$150,000 Expenses
=\$150,000 NOI (Net Operating Income)
÷ 10% FARM
\$ = VALUE OF PROPERTY

20,000 Square-Foot

Retail Building (cure vacancy)

\$400,000 Income (fully occupied)
- \$ Vacancy (12.5%)
- \$150,000 Expenses
=\$ NOI (Net Operating Income)
÷ 10% FARM
\$ = VALUE OF PROPERTY

20,000 Square-Foot

Retail Building (decrease exp.)

\$400,000 Income (fully occupied)
- \$ 50,000 Vacancy (12.5%)
- \$ Expenses
=\$ NOI (Net Operating Income)
÷ 10% FARM
\$ = VALUE OF PROPERTY

\$ _____ in additional cash flow = \$ _____ in
PROFIT!

7. Simple Pipelines to more deals than you could ever handle flow across your desk every month.

Top 3:

1. _____
2. Attorneys:
 - _____
 - _____
3. Commercial _____

8. Types of Commercial Properties:

- Apartments, large & small

- Retail & Strip Shopping Centers

- Office buildings

- Industrial / Warehouse

- Commercial land

- Current residential / changed to commercial use

9. Quick strategies for finding million dollar deals when you're first starting out.

Seven Moves to Checkmate™ in Commercial Real Estate

1. Locate _____ (10 Great Sources, starting on page 28)
2. Check and verify the _____
3. Locate _____ (8 Creative Ways, starting on page 129)
4. Construct and present _____
5. _____
6. Increase the _____
7. Know your _____ strategy

10. Software that quickly & easily evaluates properties so you feel safe and don't take a lot of time.

11. Money for commercial deals is easy to get.

12. Five Surefire Ways to Minimize or ELIMINATE All Risk

1. Buy WAY under _____
2. 30-Day _____ Clause (page 169)
3. Bullet-proof _____ (over 75 of them, pages 169-178)
4. _____ tenants paying the mortgage instead of _____
5. Money NOW:
 - Cash at _____
 - Immediate _____

10. What are the real secret advantages of doing commercial real estate?

**If you Liked this TeleSeminar,
You'll *REALLY* enjoy seeing Scott in person or through his materials.**

There are a lot more strategies we couldn't cover in 90 minutes that can have you cashing-in on several deals before the end of THIS YEAR!

Read More About Scotts intensive live training program & his home study course at the below link.

Enter this web address into your web browser:

www.GoBuyCommercial.com