

**Tele-Seminar Notes for**  
*Norm Reid Interviews*  
**Rich Desich of**  
**Equity Trust Company**

**How to Use Government Approved Retirement  
Plans to Buy & Sell Real Estate**

**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:** During the course of this interview, it's possible that we may vary from this outline and cover things out of sequence.

**1. Buying Property With Retirement Money...How to Structure the Deal: What you need to understand BEFORE buying or selling any property using Retirement Funds.**

- How the entire transaction works
- The types of properties best suited for these types of investments
- Prohibited Transactions...What you can and can not do
- Creative Deal Structuring:

## **2. MARKET UPDATE:** The Current Foreclosure Situation & It's Huge Impact on IRA Type Investments...What you need to know

- Market timing, & why millions of dollars in RE are being liquidated & re-invested using IRAs and other types of retirement accounts.
- How the sub-prime market meltdown makes retirement funds an easy money-source for purchasing properties and being able to sell them to buyers.
- Compound interest as it relates to Retirement Account Investments...What You need to know!

## **3. Retirement Funds:** The New Source for Private Money...now more relevant than ever!

- How to supercharge your investing capabilities by catering to people who have IRA money of their own
- How to energize your old IRAs, 401ks and other retirement accounts that are not making much profit
- How to partner with other peoples retirement accounts to purchase property

#### **4. Some Commonly Asked Questions:**

- Relevant & recent IRS rulings on the matter
- How does IRA money get to my seller
- How quickly can the process be completed & what paperwork is needed
- How to sell a property owned by an IRA
- How to get rental income into your IRA
- 'Check-book' control of your IRA money to purchase properties
- What to do if you do NOT have enough money in your IRA to buy properties outright
- How to use IRA money to purchase rehab materials & pay sub-contractors
- How to write-off up to \$49,000 a year using self directed IRAs

**Learn How to Invest Retirement Account Money Legally, the Right way & without the worry of potential unreliable information you may receive or may have already received.**

[www.InvestIRAMoney.com](http://www.InvestIRAMoney.com)