

# Peter Fortunato's

# PAPER COURSE

**Costa Mesa** on Saturday & Sunday, **Mar. 10 & 11, 2012** (9am - 5pm daily)

## Learn to Build 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 & 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](http://www.peterfortunato.com)

Registrant: \_\_\_\_\_ With: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_