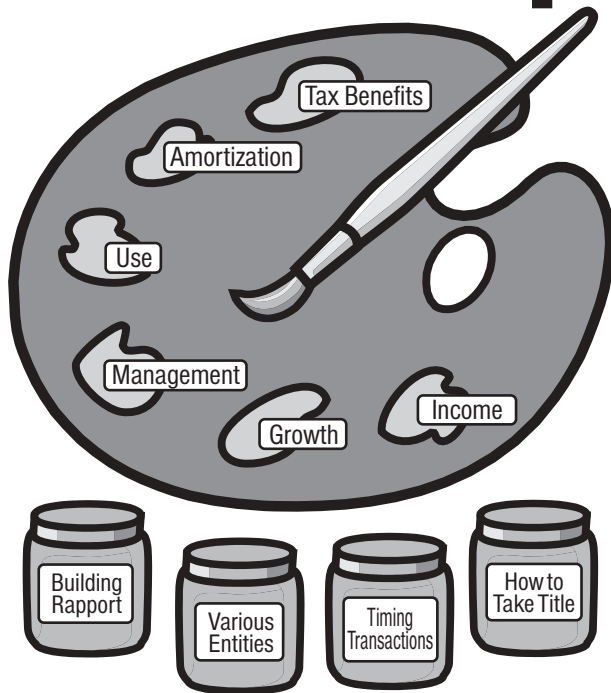


Peter Fortunato's Transactionmaking Workshop



Learn how to create transactions which **WILL CLOSE!**

Saturday, October 5th, 2002
8:30am to 5:00pm

Sponsored by the
Bay Area Wealth Builders Association

Learn how to create Transactions, Income, and Wealth for Yourself and Your Family.

Discover negotiating techniques and paperwork which make the numbers work. Get Pete's clear, patient explanations, and learn from his practical insights.

This wonderful workshop focuses on dealing with People, Proper Documentation, and Negotiation.

It will provide you with the confidence and skills one must improve when attempting to explain your transaction to Property sellers, present to sellers, and make alternative and so called "creative" Real Estate Transactions happen. The workshop includes extremely valuable; What's in it for me and what's in it for them? Role Playing Negotiation techniques that will take place in small groups and which focus on the "People" aspect of Real Estate, learning what, when, and how proper Documentation should be used to structure you deals, and Negotiation.

Don't Miss Out; Seating will be EXTREMELY limited. Because of the unique nature of this workshop and its proprietary material, the class size is limited to no more than 50 participants and will sell out quickly. In order to reserve your seat and participation and to avoid disappointment please **pre-register as soon as possible.**

Learn How to Create Transactions which Will Close!

- ✍ What is in it for you?
- ✍ Starters, Managers, Dealers, Estate Builders, Enders – Who are these folks? Identifying them and also What is in it for them? – Invaluable role playing in small groups.
- ✍ The Myth of Market Value!
- ✍ "I need cash..." – The Big Lie
- ✍ Profit, Income, Growth, Management, Use, Amortization, Tax Benefits or Consequences. Learn how to Distribute these various Benefits and Responsibilities
- ✍ Building Rapport & Role Playing Negotiation
- ✍ Proper Documentation – Deeds, Lease, Note, Mortgages / Trust Deeds, Assignment, Management Contract, Contract for Deed, Option – When to use them and more importantly WHY to use them

Understand the
POWERFUL
CONCEPT

of

Using what you **WANT**
To get what you **NEED**
To get what you **WANT!**

WORKSHOP REGISTRATION FORM

Because of the small group nature of this workshop, seating is extremely limited – Register NOW and avoid last-minute disappointment.

Name _____

Address _____

City/State/Zip _____ E-mail _____

Telephone No. () _____ No. of seats you are paying for _____

My check or money order for \$ _____ (made out to BAWB, LLC) is enclosed as full payment for reserved seats.

Please charge my credit card for amount of purchase.



Card Number - - - - - - - - - - - - - - -

Exp. Date / - /

MONTH

YEAR

Signature _____

Mall-in customers – cut along dotted line and return this coupon with your check, money order, or credit card information.

Two Ways to Register



By Fax

707-939-8476



By Mail

To: BAWB, LLC
1137 Fryer Creek Dr.
Sonoma, CA 95476

About your instructor: **Peter Fortunato**

Peter needs no introduction to veterans in the field of real estate investing. He believes that transactions which you can be proud of result from carefully conceived goals and plans followed by purposeful actions and scrupulous documentation. He is highly respected within the Real Estate investment community for his clear and patient explanations of investment concepts and transactions.

After graduating from high school in 1965, Peter went right into the real estate business. A major reason was his desire to be self-employed. As Pete says “Almost everyone who knew me believed that I was unemployable. They were right. I still am!”

His greater goal was to be unemployed and free from being tied to an employer with enough asset-produced income to fund the lifestyle he wished to lead.

Peter attended seminars and read at every opportunity. He sought out and learned from many mentors who unselfishly made themselves available to him. He benefits from the example and counsel of his father who encouraged him and who came up with needed cash for Peter’s first real estate purchase.

When Peter finished college in 1970, he graduated with a clientele and an investment portfolio already established.

Peter has been dubbed one of the “Millionaire Makers” by many of his peers because so many of his past students have achieved financial success using many of his creative money-making techniques for the acquisition and disposition of Real Property. Peter, a capitalist, is Nationally known as an expert in using Real Estate creatively coupled with “paper” to formulate profitable Real Estate Transactions with real benefits for the buyer, seller, and investor.

Workshop Location

Four Points Sheraton
1010 Northgate Dr.
San Rafael, CA 94903
415-479-8800

(Note that this location is NOT the regular BAWB meeting location)

Date & Time

Full Day
Saturday, October 5th, 2002
Registration is at 8:00am
Workshop starts 8:30am and runs until approximately 5:00pm

Workshop Pricing

BAWB Members (pre-registered only) **\$159.00**
All Others (incl. at-the-door) **\$179.00**
(on a space-available basis ONLY)

Note: If pre-registered, there will be no refunds provided without a cancellation notice given one week prior to the workshop date.

Registration

To register, simply use the attached registration coupon and submit via mail or fax. If you would like further information on the seminar, please visit the BAWB, “Bay Area Wealth Builders Association,” online at: www.BAWB.info.

Please Note: Seminar seating is limited and available on a first-come, first-served basis. Register early to guarantee your seat. Fee covers seminar only. Students are responsible for their own meals, travel, and lodging.