



— 2026 —
**NATIONAL
REAL ESTATE
INVESTING
SUMMIT**



— **WELCOME TO** —
THE ROOM



NOVEMBER 5–8, 2026

GREAT WOLF LODGE • MASON, OHIO

INSIDE: Your complete guide to the presenters,
sponsors, events, agenda and benefits.



— **NationalREISummit.com** —

FROM THE SUMMIT COORDINATOR

Welcome to the Room

By Vena Jones-Cox



There's something that happens when you spend four days surrounded by people who understand why you do this.

You don't have to explain why you're excited about a house that needs everything. Why you'd rather have a conversation about financing than watch another television show. Or why your idea of success might be leaving your job, keeping your job, traveling more, helping your kids, or simply having enough.

Here, people get it.

And whether this will be your first Summit or your twentieth, whether you're working toward your first deal or deciding what comes next after hundreds, you're an important part of this room.

Over the four days, you'll have opportunities to learn from investors who've spent decades figuring things out in the real world. People who've made mistakes, weathered changing markets, solved difficult problems, and built lives they actually enjoy.

You'll discover strategies you haven't considered, resources you didn't know existed, and different ways to find, fund, structure, manage, and profit from real estate. You might find the answer to a problem that's been holding you back—or realize that there's a better question you should be asking.

But know this: some of the best things here happen in the blank spots on the agenda.

A conversation over breakfast. An introduction

at a sponsor's table. Someone sitting beside you who happens to know exactly the person you need to meet. An experienced investor who listens to your challenge and says, "Here's how I handled that."

Those moments can become partnerships, funding relationships, trusted sounding boards, and friendships that last for years.

They're also a reminder that you don't have to figure everything out alone.

Real estate can be frustrating. Markets change. Deals fall apart. Contractors disappear. Sometimes the people around you don't understand what you're trying to build, and sometimes you lose sight of it yourself.

Being here helps you remember.

Not because everyone has an easy answer, but because you'll meet people who keep learning, adjusting, and moving forward. People who are generous with their experience and interested in yours.

Use this guide to explore the presenters, sessions, sponsors, and special experiences. Make a plan—but leave room for something unexpected.

Welcome to the 2026 National Real Estate Investing Summit—and if you don't have your ticket to be in the room yet, you can still get one at www.NationalREISummit.com.

I look forward to meeting you—or seeing you again—at the Summit.

Vena Jones-Cox
Summit Coordinator

Long-Form Education

Half- and whole-day workshops designed to give you a deep dive into the most crucial topics and skills you can have in the 2026 market.

All Day Thursday Workshops



The Freedom Portfolio: Buy Creatively. Build Systems. Retire Younger **Speaker Lindsey Jensen**

Stop chasing doors and start chasing freedom! Lindsey covers master leasing, subject-to, lease purchases, and marketing to motivated sellers, then shows how screening, leases, delegation, standard procedures, and AI can free up your time. Learn from the systems she uses to manage more than 70 rentals in just a few hours each week. Build rentals that give you income AND space to enjoy it.

Active Investors

Cash Flow Seekers

Wealth Builders

Creative Finance



The AI-Automated Investor Challenge: Let's Start Building a Business that Runs Without You **Speaker Damon Remy**

Spend the day building AI systems for your own business. Define your vision, find motivated sellers, automate lead follow-up, book appointments, and streamline property management and communications. Bring an internet-enabled computer or a tablet and use REI BlackBook to follow along; a free 30-day trial is available before the event. Start replacing scattered tasks with repeatable systems.

New Investors

Active Investors

Business Building

Deal Finding

Half Day Workshops Friday-Sunday



LLC? Land Trust? Corporation? Finally Get a Straight Answer About How to Hold Your Real Estate for Protection and Tax Savings **Speaker Bill Bronchick, Esq.**

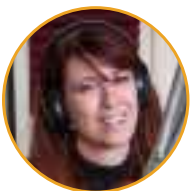
Confused by conflicting advice about holding title? Learn what LLCs, corporations, land trusts, and living trusts actually do. Explore whether to separate properties, where to form entities, and how land trusts fit into your plan. Ask better questions and choose ownership structures that fit your portfolio. Protect what you've worked so hard to build.

New Investors

Active Investors

Tax Saving

Business Building



Partnerships Don't Have to Suck **Speaker Vena Jones-Cox**

A good partnership starts with more than agreeing to split a deal down the middle. Vena shares what changed her mind about partnering after 30+ years and 2,000+ transactions. Learn why partnerships fail, what makes them work, and how to define contributions, responsibilities, financial benefits, and consequences if someone stops performing. For investors seeking money partners and people considering becoming one. Clear agreements beat guessing.

Half Day Workshop

Active Investors

Advanced Investors

(continued on page 4)

Half Day Workshops Friday-Sunday



Direct Mail That Finds Motivated Sellers: Targeting, Messaging, and Follow-Up That Works *Speaker Kathy Kennebrook*

Stop mass mailing the wrong people and giving up before sellers are ready. Kathy shows how to target overlooked seller groups, create messages that attract motivated owners, pre-screen responses by phone, and automate follow-up. Learn how attorneys, vacant-property records, out-of-state ownership, and expired listings can uncover leads your competitors miss. Build a steady deal pipeline.

New Investors

Active Investors

Cash Flow Seekers

Deal Finding

All the Breakouts

Opportunities to learn from real-life investors with real-life experiences



How You Can Turn Your Retirement Plan into a Real Estate Investing Machine *Speaker John Bowens, Equity Trust Company*

Your retirement money can buy rentals, fund rehabs, make private loans, and purchase notes. John shows how to get started with confidence, find money you may already have, and put even a small account to work building tax-free or tax-deferred wealth.

Active Investors

New Investors

Wealth Builders

Tax Saving



How Nonprofits Can Use Real Estate to Fund Their Mission Instead of Constantly Raising Money *Speaker Brian Buckelew*

What if property income could help fund your mission? Brian explains how nonprofits can use real estate to build stability beyond donations and grants. Explore housing programs, ownership benefits, legal and tax considerations, and how to choose investments that serve your mission.

Wake Up Wealthy

Tax Saving



The Missing Half of Your Portfolio: Why Serious Investors Own Notes and Properties *Speaker Darrin Carey, Dayton Capital Partners*

More properties aren't your only path to more income. Discover how notes can reduce management headaches, diversify your portfolio, and put idle capital to work. Compare the benefits and tradeoffs of notes and properties, and learn when each fits your goals.

Wake Up Wealthy

Active Investors

Cash Flow Seekers

Wealth Builders

Note Buyers



Partnering with Homeowners: The Return of the Equity-Sharing Agreement *Speaker Dave Corsi*

Help a buyer afford a home while building your own real estate wealth. Dave explains how equity-sharing partnerships exchange down payment funds or equity for a share of ownership benefits. Explore appreciation, mortgage paydown, potential depreciation, and how these agreements differ from rentals or loans.

Wake Up Wealthy

Advanced Investors

Creative Finance

Wealth Builders

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How to Use Unsecured Business Loans to Fund More Real Estate Deals

Speaker Nick DiFederico, MB Capital Solutions

A great deal is no help if you can't fund it. Nick explains how unsecured business capital works, what it costs, and what it takes to qualify. Learn how to combine it with other funding sources to preserve cash, increase buying power, and finance acquisitions, renovations, or business growth.

Wake Up Wealthy

Active Investors

Flippers

Cash Flow Seekers

Business Building



Buying Defaulted Commercial Notes: Your Back Door Into Apartment Deals

Speaker Srikanth Gandla

Can't find an apartment deal at the right price? Look at the debt behind it. Sri explains how he sources defaulted commercial notes and investigates payoffs, title, loan balances, and the underlying property. Learn to verify the numbers, uncover risks, and evaluate multiple exits before you buy.

Active Investors

Deal Finding

Advanced Investors



Wrap Mortgages: Buy, Sell, and Lend with One Creative Finance Tool

Speaker Anita Johnson

Wraps can do far more than many investors realize. Anita breaks down how they work when you're buying, selling, borrowing, or lending. Follow real deal examples, explore the benefits, and learn the watchouts and essential pieces that help protect both sides of a creative transaction.

Active Investors

Advanced Investors

Creative Finance

Cash Flow Seekers

Wealth Builders



Beyond the Next Deal: Building Wealth That Doesn't Depend on Buying More Real Estate

Speaker Amanda Neely, CFP®, Counterflow

Is all your wealth tied up in property? Amanda shows how to improve liquidity, strengthen cash flow, and build wealth beyond your portfolio. Explore tax-efficient strategies that complement real estate and give you more flexibility when markets change or opportunities appear.

Wake Up Wealthy

Active Investors

Wealth Builders



Rentals Without Long-Term Debt: Why I Stopped Chasing More Rentals and Started Chasing Freedom

Speaker Dave Peters

How many rentals do you really need to be free? Dave shares how partnerships, short-term financing, and a focused payoff plan helped him eliminate seven figures of mortgage debt and leave his job early. Explore a path to stronger cash flow, less risk, and more peace of mind.

New Investors

Active Investors

Cash Flow Seekers

Wealth Builders



Short Sales Are Back: How to Make Money on the No-Equity Deals Everyone Else Walks Away From

Speaker David Randolph

Don't throw away those no-equity foreclosure leads. David shows how to identify short-sale opportunities and negotiate with lenders to accept less than they're owed. Learn what you need from sellers and how condition, repairs, and as-is value shape the deal.

New Investors

Cash Flow Seekers

Active Investors

Deal Finding

Flippers

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(continued from page 5)



The Cash-Flow Rescue Plan: Using Shared Housing to Make Tough Properties Profitable and Your Business Impactful *Speaker Tiffani Ray*

Could shared housing rescue your rental's cash flow? Explore care homes, unlicensed shared housing, and PadSplit-style models. Learn how to evaluate demand, increase income, stabilize occupancy, and understand the systems and staffing needed to grow.

New Investors

Active Investors

Cash Flow Seekers

Wealth Builders



How to Turn a Problem Property into a Performing Asset *Speaker Jay Redding*

Rental not cash flowing? Rehab not selling? Stop assuming another price cut is your only exit. Jay shows how owner financing can attract buyers, generate income, and turn trapped equity into a note you can sell for cash. Learn when it fits and which mistakes can undermine your returns.

New Investors

Advanced Investors

Cash Flow Seekers

Flippers

Creative Finance



The Apartment Sweet Spot: Investing in 5–19 Unit Properties *Speaker Dr. Barukh Rohde*

Too big for residential financing, too small for many syndicators: could these apartments be your sweet spot? Barukh shares how he finds and finances 5–19 unit properties. Compare DSCR and small-bank loans, explore sourcing methods, and learn how to gain scale while keeping management hands-on.

Active Investors

Wealth Builders

Cash Flow Seekers



The Only Right Way to Do Subject To *Speaker Kathie Russell*

Ignoring the due-on-sale clause isn't a strategy. Investor and former attorney Kathie Russell explains the alternative structure she developed to address that risk. Learn how her approach differs from conventional subject-to deals and explore real-world examples focused on protecting both the investor and seller.

New Investors

Active Investors

Creative Finance

Wealth Builders

Cash Flow Seekers



Before You Invest: How to Read a Private Placement Memorandum and Understand What You're Really Buying *Speaker Todd VanMeter*

Before you put money into a syndication, know what you own—and how you can get out. Learn to read investment documents, distinguish debt from equity, evaluate your security, and spot restrictions and risks so you can ask better questions before committing your capital.

Active Investors

Advanced Investors

Wealth Builders

Passive Investments



The Frictionless MTR System™: Turn Ordinary Rentals Into Predictable, High-Cash-Flow Hospitality Businesses *Speaker Vivian Yip*

Could your ordinary rental serve guests who need a furnished home for 30 days or more? Vivian explains who books mid-term stays, how to evaluate demand, and how to combine rental strategies and systems to strengthen occupancy, reduce gaps, and improve cash flow.

New Investors

Advanced Investors

Cash Flow Seekers

Wealth Builders

Special Events and Small-Group Experiences

The Advanced DealMaker Forum

Thursday, 8:30 AM–5:00 PM • \$697 (includes regular Summit ticket) • Only 9 seats left

For full-time investors with 5+ years of experience AND 50+ completed deals. Spend the day with 50 seasoned investors talking candidly about real deals, current opportunities, tough challenges, and what's working now. You shape the agenda. Build relationships with people who understand your business and bring hard-earned experience to the table. Includes admission to the entire National Real Estate Investing Summit.

The Business-Building Mastermind with Bob Dressman

Friday, 8:30 AM–5:00 PM • \$697 • Only 3 seats left

More deals shouldn't mean more hours working. Bring your biggest hiring, systems, or delegation challenge to this hands-on mastermind with Bob Dressman. Each of 12 participants gets dedicated time with Bob and the group to figure out how to build a business that runs without them doing everything. Leave with practical next steps. Full-day attendance required.

The Get More Private Money Mastermind

Saturday, 8:30 AM–5:00 PM • \$697 • Limited to 12

Know how to do deals, but lack the private money to fund them? Bring your biggest fundraising challenge to Chad Harris and a small group of active investors. Each unit gets dedicated time to tackle what's holding you back, share what works, and identify your next steps to find more lenders and get more loans. Attend solo or with your investing partner; one ask per unit. Full-day attendance required.

The Summit Youth Academy: Building Tomorrow's Investors

**Ages 12–18 • Saturday and Sunday
\$37 per student**

Give your teen a head start on understanding money—and have them enjoy learning it! Through team challenges, hands-on activities, and the Cash Flow Game, students explore assets, cash flow, investing, and building wealth. Brian Buckelew makes big financial ideas click while helping teens build confidence, teamwork, and independence. Limited spots. **Business casual dress required.**



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It Turns Out There IS Such a Thing as a Free Lunch (and Learn!)

Build your knowledge and your team while you eat a free lunch
(if you're quick enough to get tickets at the sponsor's table!)



How to Get Experienced Investors to Fund Your Deals *Speaker Darrin Carey*

Get inside a private lender's head. Learn what makes a deal fundable, how to present realistic numbers, which mistakes trigger a no, and how to build lasting lender relationships.

Active Investors

Creative Finance

Business Building

Networking



The Financial Advice Real Estate Investors Should Stop Following (Including From AI) *Speaker Amanda Neely, CFP®*

Could conventional advice be limiting your wealth? Examine five myths and learn how liquidity, taxes, and leverage affect your business.

New Investors

Active Investors

Wealth Builders



Use 0% Business Funding to Grow Your Real Estate Investing Business *Speaker Nick DiFederico*

Learn to tap 0% business funding and use it for flip gap funding, holding costs, marketing, equipment, and technology to finance more deals and grow your business.

New Investors

Active Investors

Business Building



Keep the Real Estate, Lose the Management: Using 1031s, DSTs, and UPREITs to Go Passive *Speakers Jay Fordice and Andres Ichaso*

Ready to retire from tenants and repairs? Explore passive ownership, tax-deferral options, diversification, and risks and tradeoffs.

Advanced Investors

Wealth Builders

Cash Flow Seekers



Investment Property Insurance (and What You Need to Know) *Speaker Kevin Jenkins*

One claim can undo years of work. Learn how to insure rentals, rehabs, and vacant properties, close costly coverage gaps, and protect your portfolio without overpaying.

Active Investors

Flippers

Wealth Builders

Business Building



Why Your Zip Code Sets Your Insurance Prices: Mapping the Risk BEFORE You Buy *Speaker Nathan Guthrie*

Location affects coverage and cost. Learn how weather, regional risks, and underwriting shape insurance options—and what to investigate before you buy.

New Investors

Active Investors

Business Building

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The Real Estate Investor's Guide to Business Owner Retirement Plans **Speaker Jack Kiley, CPA**

Compare Solo 401(k), SEP IRA, and SIMPLE IRA plans. Learn which fits your business, how contribution limits and deadlines work, and why your account provider matters.

Active Investors

Advanced Investors

Wealth Builders

Tax Saving



Your Bank Said No. Now What? Financing Options Most Real Estate Investors Overlook **Speaker Rick Rucker**

Your bank's "no" needn't end the deal. Explore DSCR, portfolio, Non-QM, multifamily, flip, and construction loans—and find financing that fits your deal.

New Investors

Active Investors

Buy and Hold



The Cheapest Loan Isn't Always the Best Loan: How to Structure the Right Financing for Your Next Deal **Speaker Michael Leiva**

Look beyond the rate. Compare leverage, timelines, DSCR buydowns, and prepayment terms to choose financing that fits your deal.

New Investors

Active Investors

Buy and Hold

Flippers



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Keynotes and Panel Discussions



Thursday Night Keynote: Pete Fortunato: Whatever the Hell Pete Wants to Talk About

We don't know what Pete will say—and we're fine with that. After decades of negotiating, solving problems, and structuring creative deals, he'll decide what this room needs to hear. Expect hard-earned wisdom on people, deals, and real estate that gets even seasoned investors taking notes. If you've heard Pete, you'll be there. If you haven't, come watch a master dealmaker think out loud.



Friday Morning Keynote/ Panel Discussion: The State of the Independent Real Estate Investing Industry

John Bowens (Equity Trust Company), Jacqui Price (National Real Estate Insurance Group), Damon Remy (REI BlackBook), Darrin Carey (Dayton Capital Partners), Ed Schlegel (Lowe's Home Improvement)

National companies track trends across thousands of leads, loans, properties, and transactions. Our panel shares what the data reveals about deals getting done, capital flows, changing strategies, growing risks, and opportunities. Discover what to change about how you find, fund, structure, protect, and hold deals—and where to look next.

Friday Evening Panel: Fund My Deal: The Live Real Estate Funding Panel

Bring Your Deal. You'll Get Funding, or You'll Get Answers.

Bring a deal to a panel representing hard money, private money, DSCR lending, and creative funding. Hear who might finance it, on what terms, and what's keeping lenders from saying yes. Watch real deals evaluated in real time, learn how to improve your funding request, and meet potential funding sources. Bring a deal that needs money—or learn by watching others put theirs to the test.



Saturday Evening Keynote and Auction: Protecting Your Property Rights from Government Bullies and Their Cronies With Maurice Thompson

You own the property—so where does government authority end? Constitutional rights attorney Maurice Thompson explores rental inspections, restrictions on property use, and what owners can do when officials overstep. Learn why knowing your rights matters before a conflict escalates, and how constitutional litigation can challenge practices affecting communities.

Sunday Morning Panels: The Challenges, Opportunities, and Realities of Commercial and Apartment Investments in 2026 With a panel of real-life investors

Are apartments overpriced? Where are the commercial opportunities? Can you participate without lots of cash? Investors active in apartments, commercial properties, and commercial notes discuss what they're buying, what they're avoiding, and how independent investors can get involved. Get a candid view of today's market and meet people who can help.

Keep the IRS Out of Your Deals: The Tax-Free & Tax-Deferred Investing Q&A Panel

You work hard for your profits. Learn how to keep more of them working for you. Bring your questions about using retirement, health, and education accounts to invest in real estate and notes; deferring gains through 1031 exchanges; and exploring trust strategies. Our specialists explain the differences, rules, deadlines, and traps so you can ask better questions and choose an approach worth exploring BEFORE committing to your next deal.

Networking and Fun!

Wednesday Night Welcome Party 7:30-9:00 pm

Checking in early? Come get a head start on relationship building! Drinks and snacks sponsored by OREIA.

VIP Receptions (Thursday and Friday Nights) 8:30-10:00 pm

Mix and mingle with fellow attendees, sponsors, and speakers and enjoy a nighttime snack on us!

VIP tickets cost \$157 more and include recordings of all long-form and breakout sessions.

Cash Flow Tournament (Thursday through Saturday Night) 9:00 pm-??

Play the Cash Flow Game late at night with your fellow attendees and even compete for the grand prize! Whether you're new to the game or an old pro, you'll have fun and meet new friends.

Friday Night Networking Contest 7:00-7:30 pm

So many potential new friends and allies, so

little time—so we'll speed things up with some speed networking and a prize before our Fund My Deal Panel!

Saturday Night Auction to Benefit 1851 Center for Constitutional Law 8:30-9:00 pm

Once you've heard the good work that Maurice Thompson and 1851 Center are doing for property rights, you'll want to support them—and we're giving you the chance to do that AND get some trips, legal services, mentoring, courses, and more. Bring your credit card!

Sunday Morning Non-Denominational Worship Service 7:30-8:15 am

Music and praise led by Donna Bauer.

Mega-Door Prize Drawing Sunday 12:30

Win a Real Estate Education Package worth over \$5,000!

You must be present to win.

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6 WAYS TO GET MONEY FOR YOUR NEXT REAL ESTATE INVESTMENT

By John Bowens, Equity Trust Company



One of the most common things I hear from real estate investors is, “I found a good investment opportunity, but I don’t have enough money to act on it.”

Sometimes that’s true. You may not have enough

cash sitting in your bank account, but that doesn’t necessarily mean you don’t have access to capital.

Over the years, I’ve seen investors fund real estate in a number of different ways, including retirement accounts, partnerships, private lenders, and a combination of the three.

So, before you automatically pass on your next opportunity, here are six places you can look.

1. Your Self-Directed Traditional or Roth IRA

Something many real estate investors still don’t know is that both Traditional and Roth self-directed IRAs can potentially invest beyond publicly traded assets.

That includes things like private lending, precious metals, cryptocurrency, and real estate.

The primary difference between the two, however, is the tax treatment. With a self-directed Traditional IRA, investment earnings generally grow tax-deferred, with taxes typically due when distributions are taken. With a self-directed Roth IRA, contributions are made with after-tax dollars, and qualified distributions can be tax-free.

Either way, here’s an important distinction: the IRA is making the investment, not you. Income associated with the investment generally returns to the IRA, and investment expenses must be paid by the IRA.

I’ve seen investors use even relatively small self-directed IRA balances creatively through

strategies such as private lending, partnerships and master lease agreements rather than assuming they need enough money to purchase an entire property.

2. Partner With Other Investors

Let’s say your retirement account has \$40,000, but your opportunity requires \$100,000. You don’t necessarily have to fund the entire investment yourself. In fact, retirement accounts can potentially partner with other investors or accounts.

For example, two investors might combine IRA funds to purchase a property, with each account owning a defined percentage. You may also be able to combine different eligible sources of capital.

One thing you as an investor need to know is that ownership matters. If an account owns 40% of an investment, income and expenses need to follow that ownership structure. You don’t want to make up the economics of the partnership as you go.

3. Become the Lender Instead of the Buyer

Sometimes investors get so focused on owning the property that they overlook another possibility: financing the person who owns it.

A self-directed retirement account can potentially make loans secured by real estate.

Maybe a rehabber needs short-term financing. Instead of your retirement account buying the house, your account can lend money under agreed-upon terms and receive principal and interest back into the account.

You still need to conduct due diligence. What’s securing the loan? What’s the property’s value? What’s the borrower’s plan for repaying it?

The point is that you don’t necessarily need enough capital to purchase a property to participate in a real estate transaction.

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4. If You're Self-Employed, Look to Your Solo 401(k)

If you have self-employment income and meet the eligibility requirements, a Solo 401(k) may be another source of investment capital worth exploring.

Designed for owner-only businesses, a Solo 401(k) can offer self-directed investment capabilities that allow the plan to invest in real estate and other alternative assets. It also has different contribution rules and features than an IRA, which can make it another potential pool of retirement capital for eligible investors.

Another potential advantage: unlike an IRA, a Solo 401(k) may be exempt from Unrelated Debt-Financed Income (UDFI) tax on qualifying debt-financed real estate, provided the applicable requirements are met.

The key to all of this is your eligibility. A Solo 401(k) isn't something you can open simply because you want to invest in real estate. You need to qualify as self-employed and meet the plan requirements.

5. Consider Non-Recourse Financing

Another possibility is combining retirement funds with financing.

When an IRA borrows money for an investment, the financing generally must be non-recourse. That means you personally cannot guarantee the loan. The lender's recourse is generally limited to the asset that's securing the debt.

This is a specialized area. Debt-financed investments inside retirement accounts can also create tax considerations, including potential unrelated business income tax, or UBIT.

So don't treat this exactly like getting a mortgage on a property you're buying personally. Understand the rules and involve the appropriate tax and legal professionals before moving forward.

6. Look at the Capital Already in Your Network

Finally, don't overlook your network. Other investors may have personal capital, retirement funds, or business capital they're looking to deploy.

That doesn't mean you should walk into your next local OREIA meeting and start asking everybody for money. It means you should build relationships and understand what other investors are trying to accomplish.

One person may be great at finding investments but short on capital. Another may have capital but doesn't want to find properties or manage projects. Those two people may have complementary needs.

Start With the Investment Opportunity. Then Look at the Funding.

From my experience, real estate investors are creative individuals. So, when it comes to finding properties and solving problems, all you need to do is apply that same creativity to how you fund the investment.

I always tell investors not to focus on the balance in the account. Focus on what that capital may allow you to do. The more funding sources you understand, the more intelligently you can evaluate the next opportunity that crosses your desk.

Just remember that when retirement accounts are involved, the IRS rules matter as well. Before investing, understand prohibited transactions, disqualified persons, ownership percentages and potential tax consequences, and work with qualified tax, legal or financial professionals when appropriate.

The advertisement for Qwikkit features a green and white color scheme. At the top, the Qwikkit logo is displayed with the tagline 'EASIER WHEN YOU NEED IT'. Below this, a large green banner reads 'SAVE THOUSANDS ON CABINETRY'. To the right of the banner, a green box with a dollar sign icon states 'Most kitchens for less than \$1,500*'. Below the banner, a section titled 'Don't replace — reface with Qwikkit.' explains that if cabinet boxes are sound and the layout stays the same, Qwikkit helps get a fresh new look for far less than replacement. Three key benefits are highlighted with icons: 'FAST' (A kitchen in 4-6 business days, fresh & finished all day), 'EASY' (Complementary colors, no need to move or install doors, fast color selection and measurement — no alterations, and 24/7 ready installation), and 'AFFORDABLE' (Over \$1,000 off — choose from 100+ colors, available with door hinges, any color, matching paint & countertop hardware, and 100% financing). A photo of Carlos Torras, a Qwikkit Sales Representative, is shown on the right. Below the photo, contact information is provided: 'Questions or support needs? Contact Carlos Torras, Qwikkit Sales Representative, c.torras@qwikkit.com, 832-469-1655'. A quote at the bottom left reads: '“It's fresh, updated look without the time and expense of replacing cabinets.” — Matt Williams, Qwikkit Sales Representative'.

SEVEN CASH HABITS EVERY REAL ESTATE INVESTOR SHOULD STEAL FROM BUSINESS OWNERS

By Amanda Neely, CFP®, Counterflow



Your net worth is lying to you. It says you're wealthy. Your bank account says otherwise.

I'm a CERTIFIED FINANCIAL PLANNER® who spends most of my week with business owners

alongside real estate investors. The more time I spend with both, the more I notice the same weak spot showing up in different clothes: people who look wealthy on paper and feel broke in real life.

Business owners call it being “cash poor.” Real estate investors usually just call it Tuesday.

The fix isn't a bigger portfolio. It's better cash habits, most of which have nothing to do with real estate at all. Here are seven I'd steal from the business-owner playbook if I were building a rental portfolio today.

1. Stop measuring wealth in equity. Start measuring it in months.

Net worth feels good on a spreadsheet. It doesn't pay a contractor when a roof fails the same month a tenant skips. Add up the monthly debt service across your whole portfolio, then ask how many months of that you could cover from cash on hand if every property sat vacant tomorrow. Most investors have never actually run that number. Run it this week.

2. Don't pay off debt faster than you can raise it back.

Paying down a mortgage feels responsible. It's also one-way. Once that money is in the equity, it's not available for the next deal without a refinance, a HELOC, or a sale, and none of those happen on your schedule. Before you make an extra principal payment, ask whether that dollar would serve you better sitting liquid, ready to move the day a real opportunity shows up.

3. Give every dollar a job the moment it lands.

The business version of this is Profit First: the day revenue hits the account, it gets split into predetermined buckets before you ever “decide” what to do with it. Do the same with rental income and deal proceeds. Open a reserve account, a tax account, and something dedicated purely to the next deal. Money that hasn't been assigned a job has a way of disappearing into whichever fire is loudest that week.

4. Know your actual exit, not just your entry.

I ask self-directed IRA investors one question that stops most of them cold: what's the plan to get this money back out to you, or to your kids, without a fire sale? Most have a great acquisition strategy and no liquidation strategy. If the honest answer is “I'd have to sell fast and take whatever I could get,” that's not a retirement plan. That's a trap with good photos.

5. Match your loan term to how long you're actually going to hold the property.

The lowest rate isn't always the right rate. A 15-year note on a property you plan to flip in three years ties up cash flow you'll never get the benefit of. A short-term note on a property you plan to hold for twenty years exposes you to refinance risk you didn't need to take. Ask what you're actually planning to do with the asset before you ask what the bank is offering.

6. Track “time to cash,” not just net worth.

For every asset you own, ask a second question alongside “what's it worth”: how fast could I turn this into spendable money, and what would it cost me to do it fast? A property is not the same kind of asset as a savings account, even if they show the same number on your net worth statement. Investors who track this stop getting surprised by their own portfolios.

7. Set your profit split before you close, not after.

Decide today what percentage of every deal's

(continued on page 15)

(continued from page 14)

profit gets moved to reserves the moment it hits your account, before it has a chance to become “extra cash” that quietly funds the next deal, a truck, or a vacation. The number matters less than the habit. Pick 10%, pick 20%, but pick it now, while you’re thinking clearly, not the week after a great closing when every dollar feels like it’s begging to be redeployed.

None of these require a bigger portfolio, a new lender, or a different strategy. They require treating your cash with the same discipline you already bring to finding deals. The investors I watch build real, durable wealth aren’t always the ones with the most properties. They’re the ones who could survive losing three of them at once without losing sleep.



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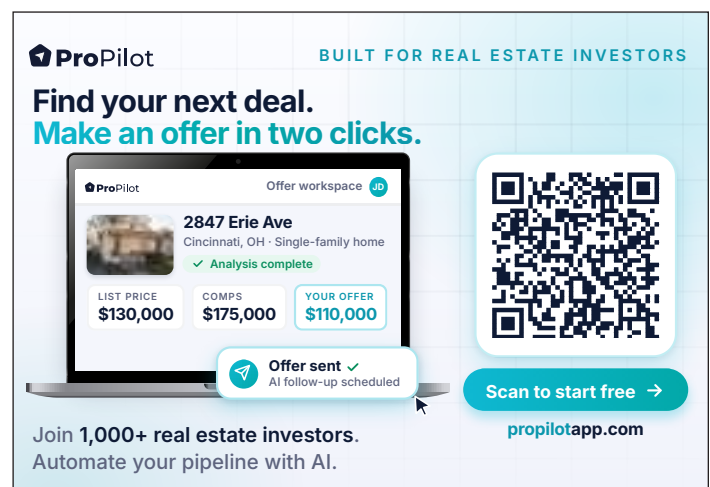
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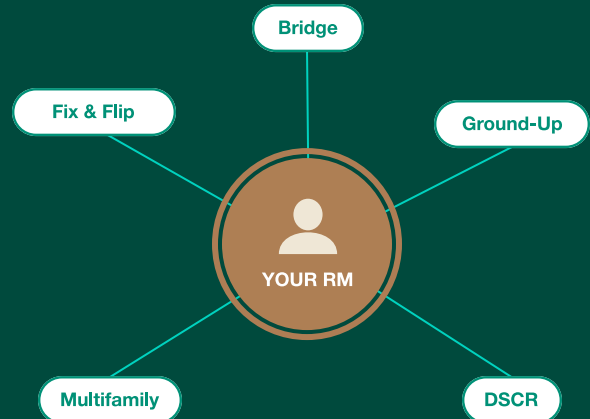
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Great Wolf Lodge, Mason OH – November 5 – 8

Wednesday, November 4

Time	Session Title & Speaker	Room	Tracks
4:00 PM – 8:00 PM	Registration Opens Pick up Nametags and Check-In	Convention Center	Networking
7:30 PM – 9:00 PM	Welcome Reception Come get into the swing of things with a drink and some snacks. <i>Sponsored by the National REI Summit</i>	Convention Center	Networking

Thursday, November 5

Time	Session Title & Speaker	Room	Tracks
8:00 AM – 5:00 PM	Registration Opens	Convention Center	Networking
8:30 AM – 5:00 PM	The Advanced DealMaker Forum— Requires Additional Registration and Qualification <i>Sam Warf, Bob Dressman, Dave Peters</i>	Fallen Timber ABC (Must pre-register)	All-day Workshop Active Investors Mastermind
8:30 AM – 5:00 PM	The Freedom Portfolio: Buy Creatively. Build Systems. Retire Younger <i>Lindsey Jensen</i>	Sequoia 1–2	All-day Workshop Active Investors Cash Flow Seekers Creative Finance
8:30 AM – 5:00 PM	The AI-Automated Investor Challenge: Let’s Start Building a Business that Runs Without You <i>Damon Remy</i>	Sequoia 4–6	All-day Workshop New Investors Active Investors Business Building Deal Finding
12:00 PM – 1:30 PM	Lunch on Your Own		
5:00 PM – 7:00 PM	Dinner (on your own)		Networking
7:00 PM – 8:30 PM	Whatever the Hell Pete Wants to Talk About <i>Pete Fortunato</i>	Sequoia 1–2 & 4–6	Networking Creative Finance New Investors Advanced Investors
8:30 PM – 10:00 PM	VIP Reception (VIP ticket required)	Fallen Timber ABC	Networking
9:00 PM – ??	Cash Flow Game Tournament Round 1	South Concourse	Networking

National REI Summit 2026 – “THE ROOM”

Great Wolf Lodge, Mason OH – November 5 – 8

Friday, November 6

Time	Session Title & Speaker	Room	Tracks
8:00 AM – 5:00 PM	Registration Opens/Vendor Trade Show	Convention Center	Networking
8:30 AM – 10:00 AM	The Missing Half of Your Portfolio: Why Serious Investors Own Notes and Properties <i>Darrin Carey</i> <small>Sponsored by Dayton Capital Partners</small>	Sequoia 1–2	Active Investors Cash Flow Seekers Wealth Builders Note Buyers
8:30 AM – 10:00 AM	How Nonprofits Can Use Real Estate to Fund Their Mission Instead of Constantly Raising Money <i>Brian Buckelew</i>	Sequoia 4–6	Tax Saving
8:30 AM – 10:00 AM	Partnering with Homeowners: The Return of the Equity-Sharing Agreement <i>Dave Corsi</i>	Fallen Timber ABC	Advanced Investors Creative Finance Wealth Builders
8:30 AM – 5:00 PM	Business-Building Mastermind—Requires Additional Registration and Qualification <i>Bob Dressman</i>	Caribou Pass (<i>Must pre-register</i>)	All-day Workshop Business Building Mastermind
10:00 AM – 10:30 AM	Networking Break—Vendor Trade Show		Networking
10:30 AM – 12:00 PM	The State of the Independent Real Estate Investing Industry <i>Jacqui Price, John Bowens, Damon Remy, Darrin Carey, Ed Schlegel</i>	Sequoia 1–3	Panel Discussion
12:00 PM – 1:30 PM	Lunch on Your Own or with Sponsors (box lunches with tickets)		Networking
12:00 PM – 1:30 PM	The Real Estate Investor’s Guide to Business Owner Retirement Plans <i>Jack Kiley, CPA</i> <small>Sponsored by MidAtlantic IRA</small>	Sequoia 1–2	Active Investors Advanced Investors Wealth Builders Tax Saving
12:00 PM – 1:30 PM	Keep the Real Estate, Lose the Management: Using 1031s, DSTs, and UPREITs to Go Passive <i>Jay Fordice & Andres Ichaso</i> <small>Sponsored by JRW Investments</small>	Sequoia 3	Advanced Investors Wealth Builders Cash Flow Seekers
12:00 PM – 1:30 PM	The Cheapest Loan Isn’t Always the Best Loan: How to Structure the Right Financing for Your Next Deal <i>Michael Leiva</i> <small>Sponsored by Conventus</small>	Sequoia 4–6	New Investors Active Investors Buy and Hold Flippers

12:00 PM – 1:30 PM	Use 0% Business Funding to Grow Your Real Estate Investing Business <i>Nick DiFederico</i> <small>Sponsored by MB Capital Solutions</small>	Symposium	Active Investors Business Building New Investors
12:00 PM – 1:30 PM	Why Your Zip Code Sets Your Insurance Prices: Mapping the Risk BEFORE You Buy <i>Nathan Guthrie</i> <small>Sponsored by National Real Estate Insurance Group</small>	Fallen Timber ABC	New Investors Active Investors Business Building
1:30 PM – 3:00 PM	How You Can Turn Your Retirement Plan into a Real Estate Investing Machine <i>John Bowens</i> <small>Sponsored by Equity Trust Company</small>	Sequoia 1–2	Active Investors New Investors Wealth Builders Tax Saving
1:30 PM – 3:00 PM	The Apartment Sweet Spot: Investing in 5–19 Unit Properties <i>Dr. Barukh Rohde</i>	Sequoia 4–6	Active Investors Wealth Builders Cash Flow Seekers
1:30 PM – 5:00 PM	LLC? Land Trust? Corporation? Finally Get a Straight Answer About How to Hold Your Real Estate for Protection and Tax Savings <i>Bill Bronchick, Esq.</i>	Fallen Timber ABC	Half Day Workshop New Investors Active Investors Cash Flow Seekers Tax Saving Business Building
3:00 PM – 3:30 PM	Networking Break—Vendor Trade Show		Networking
3:30 PM – 5:00 PM	The Cash-Flow Rescue Plan: Using Shared Housing to Make Tough Properties Profitable and Your Business Impactful <i>Tiffani Ray</i>	Sequoia 1–2	New Investors Active Investors Cash Flow Seekers Wealth Builders
3:30 PM – 5:00 PM	Buying Defaulted Commercial Notes: Your Back Door Into Apartment Deals <i>Srikanth Gandla</i>	Sequoia 4–6	Active Investors Deal Finding Advanced Investors
5:00 PM – 7:00 PM	Dinner (on your own)		Networking
7:00 PM – 8:30 PM	Fund My Deal: The Live Real Estate Funding Panel	Sequoia 1–3	Panel Discussion New Investors Active Investors Flippers Buy and Hold
8:30 PM – 10:00 PM	VIP Reception (VIP ticket required)	Fallen Timber ABC	Networking
9:00 PM – ??	Cash Flow Game Tournament Round 2	South Concourse	Networking

National REI Summit 2026 – “THE ROOM”

Great Wolf Lodge, Mason OH – November 5 – 8

Saturday, November 7

Time	Session Title & Speaker	Room	Tracks
8:00 AM – 5:00 PM	Registration Opens/Vendor Trade Show	Convention Center	Networking
8:30 AM – 10:00 AM	How to Use Unsecured Business Loans to Fund More Real Estate Deals <i>Nick DiFederico</i> <i>Sponsored by MB Capital Solutions</i>	Sequoia 4–6	Active Investors Flippers Cash Flow Seekers Business Building
8:30 AM – 10:00 AM	Beyond the Next Deal: Building Wealth That Doesn’t Depend on Buying More Real Estate <i>Amanda Neely</i> <i>Sponsored by Counterflow</i>	Sequoia 1–2	Active Investors Wealth Builders
8:30 AM – 5:00 PM	The Summit Youth Academy: Building Tomorrow’s Investors <i>Brian Buckelew</i>	Symposium (<i>Must pre-register</i>)	All-day Workshop
8:30 AM – 5:00 PM	The Get More Private Money Mastermind—Requires Additional Registration and Qualification <i>Chad Harris</i>	Caribou Pass (<i>Must pre-register</i>)	All-day Workshop Mastermind Business Building
10:00 AM – 10:30 AM	Networking Break—Vendor Trade Show		Networking
10:30 AM – 12:00 PM	The Frictionless MTR System™: Turn Ordinary Rentals Into Predictable, High-Cash-Flow Hospitality Businesses <i>Vivian Yip</i>	Sequoia 1–2	New Investors Active Investors Cash Flow Seekers Wealth Builders
10:30 AM – 12:00 PM	Before You Invest: How to Read a Private Placement Memorandum and Understand What You’re Really Buying <i>Todd VanMeter</i>	Sequoia 4–6	Active Investors Advanced Investors Wealth Builders
10:30 AM – 12:00 PM	How to Turn a Problem Property into a Performing Asset <i>Jay Redding</i>	Fallen Timber ABC	New Investors Advanced Investors Cash Flow Seekers Flippers Creative Finance
12:00 PM – 1:30 PM	Lunch on Your Own or with Sponsors (box lunches with tickets)		Networking
12:00 PM – 1:30 PM	How to Get Experienced Investors to Fund Your Deals <i>Darrin Carey</i> <i>Sponsored by Dayton Capital Partners</i>	Sequoia 1–2	Active Investors Creative Finance Business Building Networking

12:00 PM – 1:30 PM	<p>Your Bank Said No. Now What? Financing Options Most Real Estate Investors Overlook <i>Rick Rucker</i> <small>Sponsored by Equity Capital Mortgage Group</small></p>	Sequoia 3	<div>New Investors</div> <div>Active Investors</div> <div>Buy and Hold</div>
12:00 PM – 1:30 PM	<p>The Financial Advice Real Estate Investors Should Stop Following (Including From AI) <i>Amanda Neely</i> <small>Sponsored by Counterflow</small></p>	Sequoia 4–6	<div>New Investors</div> <div>Active Investors</div> <div>Wealth Builders</div>
12:00 PM – 1:30 PM	<p>Investment Property Insurance (and What You Need to Know) <i>Kevin Jenkins</i></p>	Fallen Timber ABC	<div>Active Investors</div> <div>Flippers</div> <div>Wealth Builders</div> <div>Business Building</div>
1:30 PM – 3:00 PM	<p>Wrap Mortgages: Buy, Sell, and Lend with One Creative Finance Tool <i>Anita Johnson</i></p>	Sequoia 1–2	<div>Active Investors</div> <div>Advanced Investors</div> <div>Creative Finance</div> <div>Cash Flow Seekers</div> <div>Wealth Builders</div>
1:30 PM – 3:00 PM	<p>Rentals Without Long-Term Debt: Why I Stopped Chasing More Rentals and Started Chasing Freedom <i>Dave Peters</i></p>	Fallen Timber ABC	<div>New Investors</div> <div>Active Investors</div> <div>Cash Flow Seekers</div> <div>Wealth Builders</div>
1:30 PM – 5:00 PM	<p>Direct Mail That Finds Motivated Sellers: Targeting, Messaging, and Follow-Up That Works <i>Kathy Kennebrook</i></p>	Sequoia 4–6	<div>Half Day Workshop</div> <div>New Investors</div> <div>Active Investors</div> <div>Cash Flow Seekers</div> <div>Deal Finding</div>
3:00 PM – 3:30 PM	<p>Networking Break—Vendor Trade Show</p>		<div>Networking</div>
3:30 PM – 5:00 PM	<p>The Only Right Way to Do Subject To <i>Kathie Russell</i></p>	Sequoia 1–2	<div>New Investors</div> <div>Active Investors</div> <div>Creative Finance</div> <div>Wealth Builders</div> <div>Cash Flow Seekers</div>
5:00 PM – 7:00 PM	<p>PAC Reception (Additional Fee)</p>	Sequoia 3	<div>Networking</div>
7:00 PM – 8:30 PM	<p>Protecting Your Property Rights from Government Bullies and Their Cronies <i>Maurice A. Thompson</i></p>	Sequoia 1–3	<div>Networking</div> <div>Active Investors</div>
9:00 PM – ??	<p>Cash Flow Game Tournament Final Round!</p>	South Concourse	<div>Networking</div>

National REI Summit 2026 – “THE ROOM”

Great Wolf Lodge, Mason OH – November 5 – 8

Sunday, November 8

Time	Session Title & Speaker	Room	Tracks
7:30 AM – 8:15 AM	Non-Denominational Worship Service with Donna Bauer	Fallen Timber ABC	Networking
8:00 AM – 5:00 PM	Registration Opens/Vendor Trade Show	Convention Center	Networking
8:30 AM – 10:00 AM	The Challenges, Opportunities, and Realities of Commercial and Apartment Investments in 2026 <i>Panel of real-life investors</i>	Sequoia 4–6	Panel Discussion Active Investors Deal Finding Advanced Investors Wealth Builders Cash Flow Seekers
8:30 AM – 10:00 AM	Keep the IRS Out of Your Deals: The Tax-Free & Tax-Deferred Investing Q&A Panel <i>IRA, 401(k), 1031 Exchange, and Trust Specialists</i>	Sequoia 4–6	Panel Discussion Tax Saving
8:30 AM – 12:00 PM	Partnerships Don’t Have to Suck <i>Vena Jones-Cox</i>	Sequoia 1–2	Half Day Workshop Active Investors Advanced Investors
8:30 AM – 12:00 PM	The Summit Youth Academy: Building Tomorrow’s Investors <i>Brian Buckelew</i>	Symposium (Must pre-register)	All-day Workshop
10:30 AM – 12:00 PM	Short Sales Are Back: How to Make Money on the No-Equity Deals Everyone Else Walks Away From <i>David Randolph</i>	Sequoia 4–6	New Investors Cash Flow Seekers Active Investors Deal Finding Flippers
12:30 PM – 12:45 PM	GRAND DOOR PRIZE! Must be present to win!	Sequoia 3	Networking
12:45 PM – 3:00 PM	The Living Room. <i>Pull up a chair. Let’s talk about what happens when you get home.</i>	Sequoia 3	Networking New Investors Active Investors Advanced Investors



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7 THINGS REAL ESTATE INVESTORS SHOULD KNOW ABOUT INVESTING IN REAL ESTATE NOTES

By Kate Butta, Key Accounts Manager, Connect Invest/Ignite Funding



Real estate investors usually think about returns from the owner's side: buy a property, improve it, rent it or sell it.

But there's another side to real estate: the financing.

Through **real estate notes**, investors can provide capital to finance real estate and earn interest without taking on another property, tenant or renovation.

Notes aren't without risk, and their structures vary. Here are seven things to understand before investing.

1. You're investing in the financing, not the property

Property returns depend on rental income, expenses, appreciation and the eventual sale price.

With a real estate note, you're generally lending money under defined terms. Your potential return comes primarily from interest paid on that loan, without responsibility for operating the property.

What to look for: Who's borrowing, how the money will be used, the note's term and how interest and principal are expected to be paid.

2. Understand what actually backs the note

"Real estate-backed" can mean different things.

Some notes are secured directly by a mortgage or deed of trust on a specific property. Others are obligations of a company that originates or holds a portfolio of real estate loans.

Those structures give investors different rights if payments stop.

What to look for: Collateral, lien position, loan-to-value ratios and the legal structure connecting your investment to the underlying real estate.

3. A fixed return changes the investment equation

Property ownership offers appreciation potential, but rents change, expenses rise and renovations run over budget.

Many notes offer a stated interest rate for a defined period. That provides a framework for estimating expected income without predicting future property values.

It doesn't guarantee payment. Credit and real estate risks still exist.

What to look for: Whether the rate is fixed or variable, payment frequency and any conditions affecting distributions.

4. Term matters more than many investors realize

A 12-month note and a five-year note paying the same rate aren't equivalent investments.

A longer term may provide income visibility while committing your capital longer. A shorter term offers an earlier opportunity to reassess, but creates reinvestment risk if available rates fall.

What to look for: Maturity dates, extension provisions, early-redemption rights and restrictions or penalties for withdrawing capital.

5. Liquidity differs from publicly traded investments

A private real estate note may be difficult—or impossible—to sell before maturity. There may be no public market for it.

Unlike stocks that can often be sold in seconds, private notes may require investors to keep their capital committed for the full term.

What to look for: Transfer restrictions, redemption provisions and whether a secondary market exists. Don't assume you can withdraw money when you need it.

6. Evaluate the underwriting, not just the interest rate

A higher stated return shouldn't be considered in isolation.

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What properties are being financed? How are borrowers evaluated? What loan-to-value limits apply? What happens when payments become delinquent?

Experienced investors know a property's price alone doesn't establish whether it's a good deal. The same applies to a note's interest rate.

What to look for: Underwriting standards, historical performance, defaults, realized losses and the experience of the team originating and managing loans.

7. Consider notes within your overall real estate exposure

Direct ownership may provide appreciation, tax advantages and operational control. Notes may provide income without another property to manage.

An investor might hold properties for long-term equity growth while allocating other capital to notes for income.

The appropriate mix depends on liquidity needs, risk tolerance, investment horizon and how actively you want to participate.

Before you invest

Real estate investing doesn't always require owning more property. Notes offer another way to participate, but the headline interest rate is only a starting point.

Understand the collateral, underwriting, term, liquidity, payment structure and people managing your capital before committing.

About Connect Invest

Connect Invest provides individual investors access to private real estate credit through fixed-term notes backed by a diversified portfolio of real estate loans.



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THE SHORT-TERM RENTAL “LOOPHOLE” AND COST SEGREGATION: A POWERFUL OPPORTUNITY THAT REQUIRES CAREFUL PLANNING

By Erik Oliver, Director of Client Solution, Maven Cost Segregation – Tax Advisors



The phrase “short-term rental loophole” has become one of the hottest topics in real estate investing. Social media is full of claims that buying an Airbnb and completing a cost segregation study can eliminate your tax bill. While there is certainly truth behind the excitement, the reality is much more nuanced.

First, it’s worth clearing up one misconception: there is no actual loophole. The strategy is based on existing provisions in the tax code that have been around for years. When the rules are met, they can produce significant tax benefits. When they aren’t, the expected deductions may not hold up under IRS scrutiny.

For most rental real estate, losses are considered passive and generally can’t be used to offset wages or other ordinary income. Short-term rentals can be different. If the average guest stay is seven days or less—or in certain situations, 30 days or less when substantial services are provided—the activity may not be treated as a rental activity for passive loss purposes. If the owner also meets one of the IRS material participation tests, those losses may be deductible against ordinary income without qualifying as a real estate professional.

That’s where cost segregation enters the picture.

A cost segregation study identifies portions of a building that qualify for shorter depreciation lives, allowing assets to be depreciated over 5, 7, or 15 years instead of the traditional 27.5 or 39 years. When combined with bonus depreciation, this can create substantial first-year deductions and dramatically improve after-tax cash flow. For many investors,

that additional cash becomes the fuel for their next acquisition.

However, this is also where many investors make costly mistakes.

One of the biggest misconceptions is that purchasing a vacation rental automatically qualifies someone for these tax benefits. It doesn’t. The average length of stay matters. Material participation matters. Even the services provided to guests can affect how the activity is treated. These details often determine whether the strategy works as intended.

Documentation is another area that deserves more attention than it typically receives. Investors should

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(continued from page 25)

keep thorough records of the time they spend managing the property, communicating with guests, coordinating repairs, overseeing cleaning crews, setting rental rates, and handling day-to-day operations. Good records are often the difference between a tax position that is defensible and one that is difficult to support during an examination.

The quality of the cost segregation study is equally important. As demand for these studies has increased, so has the number of low-cost providers offering automated reports. While these options may seem appealing, they don't always provide the level of analysis or documentation needed to support the depreciation positions taken on a tax return. A well-prepared engineering-based study remains the gold standard and often provides significantly more confidence if questions arise later.

The short-term rental strategy isn't a shortcut around the tax code, nor is it a guaranteed solution for every investor. It's a planning opportunity that rewards those who understand the rules and

implement them correctly. When paired with a quality cost segregation study and thoughtful tax planning, it can produce meaningful tax savings and improve long-term investment returns.

As with many areas of tax planning, the greatest opportunities often belong to investors who spend as much time understanding the rules as they do searching for the next investment.



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WHY EVERY REAL ESTATE INVESTOR NEEDS TO BUILD AN ENTIRE FUNDING TOOLBOX

By Nick DiFederico, MB Capital



One of the biggest misconceptions in real estate investing is that success comes down to finding great deals. While identifying opportunities is certainly important, experienced investors know that opportunities mean very little

if you don't have the capital to act on them.

The investors who consistently grow their portfolios aren't necessarily finding better deals; they've simply built a stronger funding toolbox.

A funding toolbox is the collection of financing options an investor has available before an opportunity presents itself. Rather than relying on a single lender or one source of cash, successful investors strategically develop multiple funding sources they can leverage depending on the type of property, timeline, and investment strategy.

Think of it like a contractor's toolbox. A carpenter wouldn't use a hammer for every job, and a real estate investor shouldn't rely on one financing option for every deal.

For example, a fix-and-flip project may be best funded using a combination of a hard money loan for the acquisition, business credit for renovation expenses, and cash reserves for carrying costs. A buy-and-hold property, on the other hand, may call for conventional financing, DSCR loans, or commercial lending. Every investment presents different challenges, which means every investor benefits from having multiple financial tools available.

Building a funding toolbox starts long before you submit an offer on a property. Investors should continuously work on strengthening their personal and business credit profiles, establishing relationships with multiple lenders, creating business entities that can qualify for financing, and understanding the

various lending products available in today's market.

Some of the most common tools include:

- Business lines of credit
- Business credit cards
- Hard money loans
- Cash value life insurance
- Conventional mortgages
- Commercial loans
- HELOCs
- Private money lenders
- Cash reserves
- Gator loans
- Retirement account strategies
- Portfolio lenders

The goal isn't to use every funding source on every deal. The goal is to have options.

One of the biggest mistakes new investors make is waiting until they have a property under contract before thinking about financing. By that point, time becomes the enemy. Loan approvals, documentation requests, underwriting, and funding timelines can cause investors to lose opportunities altogether.

Preparing your funding before you need it creates speed. Speed allows investors to negotiate with confidence, make stronger offers, and close transactions more efficiently.

Another overlooked benefit of building a funding toolbox is flexibility. Markets change. Interest rates fluctuate. Lending guidelines tighten. A lender that approved your last deal may decline your next one for reasons completely outside your control. Investors with multiple funding relationships and diversified capital sources are far better equipped to adapt when market conditions change.

Capital also creates scalability.

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Many investors reach a plateau not because they run out of deals, but because they run out of funding. They complete one project, wait until it closes, recycle the capital, and repeat the process. Investors with access to multiple funding sources can often pursue several projects simultaneously, allowing their businesses to grow much faster.

Building a funding toolbox is an ongoing process, not a one-time event. As your business evolves, your financing strategy should evolve with it. Continue adding new lending relationships, improving your

credit profile, and educating yourself on emerging funding options that align with your investment goals.

At the end of the day, successful real estate investing isn't just about finding opportunities—it's about being financially prepared when those opportunities arise.

The best deals rarely wait. Investors with a well-built funding toolbox don't have to wonder how they'll finance the next opportunity. They already know they have the tools to get the job done.



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THE INVESTOR'S CLOSING CHECKLIST: 9 TITLE AND OWNERSHIP ISSUES THAT CAN MAKE OR BREAK A DEAL

By Sonya A. Pasquini, Esq., Vice President, Chicago Title Insurance Company



Successful real estate investors know that making money starts long before closing day. While location, financing, and cash flow often receive most of the attention, experienced investors understand that title

issues, ownership structure, and closing details can significantly impact profitability and future growth.

A successful investment isn't just about finding the right property—it's about making sure you can own, finance, and eventually sell that property without unexpected problems.

Here are nine title and closing considerations every real estate investor should address before purchasing their next investment property.

1. Don't Assume Clear Title Means Clear Ownership

One of the most common misconceptions among investors is that every seller has the legal right to transfer ownership without issues.

Unpaid liens, judgments, probate matters, divorces, and ownership disputes can delay—or even derail—a transaction. A thorough title examination helps uncover these issues before closing and allows investors to address them proactively.

Action Tip: Review the title commitment carefully and ask questions about any exceptions, liens, or ownership concerns before proceeding to closing.

2. Understand What Title Insurance Actually Protects

Many investors view title insurance as simply

another closing expense. In reality, it may be one of the most important protections in the transaction.

Title insurance helps protect ownership rights against covered title defects that may not be discovered during the title search process. Without protection, investors could face expensive legal costs and ownership disputes long after closing.

Action Tip: Take the time to understand what your title policy covers and discuss any concerns with your title professional before closing.

3. Choose the Right Vesting for Your Investment Strategy

How an investor takes title can have significant legal, tax, and estate-planning implications.

Some investors purchase properties individually, while others use limited liability companies (LLCs), partnerships, or trusts. The appropriate ownership structure depends on each investor's goals and circumstances.

Action Tip: Consult legal and tax professionals before closing to determine the ownership structure that best supports your investment objectives.

4. Verify Access and Easement Rights

A property may look attractive on paper but present challenges if legal access is limited or unclear.

Driveways, shared access agreements, utility easements, and recorded restrictions can affect how a property is used, developed, or sold in the future.

Action Tip: Review surveys, easements, and recorded restrictions early in the due diligence process rather than discovering limitations after closing.

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5. Pay Attention to Property Taxes and Assessments

Unexpected taxes and assessments can significantly affect an investment property's profitability.

Investors should understand current tax obligations and determine whether special assessments, pending improvements, or reassessments could increase expenses in the future.

Action Tip: Include tax research as part of your acquisition analysis and verify whether any assessments are attached to the property.

6. Coordinate Financing and Title Early

The smoothest closings occur when lenders, investors, real estate professionals, and title companies begin working together early in the transaction.

Last-minute requests for documentation, entity information, or underwriting conditions can create unnecessary delays.

Action Tip: If purchasing through an LLC or other business entity, provide formation documents and ownership information as early as possible.

7. Prepare for Assignment and Creative Investment Strategies

Today's investors often utilize wholesaling, assignments, seller financing, subject-to transactions, and other creative acquisition methods.

These strategies can create unique title and closing considerations that require additional review and documentation.

Action Tip: Before entering into a nontraditional transaction, discuss the structure with your title company and legal advisor to identify potential concerns before they become problems.

8. Stay Alert for Real Estate Wire Fraud

Cybercriminals frequently target real estate transactions because large sums of money are transferred electronically. Fraudsters may impersonate title companies, lenders, real estate agents, or even sellers, sending fraudulent wire instructions designed to divert funds.

Unfortunately, these scams can be convincing, and once funds are wired to a fraudulent account, recovery may be difficult or impossible.

Action Tip: Never rely solely on emailed wire instructions. Always verify wiring information by calling a known, trusted phone number for your title company or settlement agent before initiating any transfer of funds.

9. Think Beyond This Closing

Sophisticated investors don't just plan for acquisition—they plan for disposition.

Future refinancing, property sales, 1031 exchanges, and estate planning decisions can all be influenced by choices made during the original purchase.

The paperwork signed today may affect flexibility years down the road.

Action Tip: Ask yourself one important question before every closing: "Will this ownership structure



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and transaction setup still make sense when I refinance or sell this property?”

Final Thoughts

The most successful investors understand that wealth isn't built solely on finding good deals. It's built through careful due diligence, risk management, and strategic planning.

A thorough title review, proper ownership structure, and coordinated closing process help investors protect

their investments, reduce surprises, and position themselves for long-term success.

Before your next acquisition, make title and closing considerations part of your investment strategy—not just items on a closing checklist. The time spent upfront can help prevent expensive problems later and keep your portfolio moving forward with confidence.

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THINKING ABOUT A CHECKBOOK IRA? READ THIS FIRST.

By Jack Kiley, CPA, MidAtlantic IRA



There's a lot of buzz right now about using entities, specifically Checkbook IRAs, inside a self-directed IRA. A number of companies are pushing it hard marketing-wise. I've been doing this a long time, both as a custodian and a tax practitioner, and

my honest opinion is that there are instances where a Checkbook IRA makes sense and times when it just doesn't pay. Here are the main considerations.

Know What You're Buying

When your IRA makes an investment, the custodian titles it in the name of the account, something like "Mid Atlantic IRA FBO (your name) Roth IRA." With a Checkbook IRA, your IRA's investment goes into an LLC, and that LLC in turn buys the underlying investment you're after. You, as manager, write the checks. That's the whole appeal: better transactional control and faster execution.

Where a Checkbook IRA Makes Sense

It's great when there are a lot of moving parts. If you're rehabbing, you've got materials, permits, and tradesmen, the electrician, plumber, and cabinet guy, all on different schedules and most wanting to be paid the day the work's done. Running all that through a custodian is slow and tedious. An LLC lets you cut the check on the spot. It's also useful for pooling capital on a joint venture.

When You Probably Don't Need One

Passive investments, or ones with fewer moving parts, usually don't need a separate LLC. If you're making a couple of private loans, there's a little paperwork up front and then you're mostly catching payments. Same with a rental you run through a property manager, or something you plan to hold for five years. Held directly, the custodian documents the transactions for you. You'll pay custodial fees either way, and once you add the entity's costs, direct

ownership often comes out ahead. Don't set one up just because it's what everybody's talking about.

The Prohibited-Transaction Risk Goes Up

As the manager, you now have to be well versed in disqualified persons and prohibited transactions. From the custodian's side, all we see is an investment in an LLC; there's no window into what's happening inside it, so every rule that applies to your IRA now falls on you. In my own businesses, if an expense is ordinary and necessary, the fact that I get some personal benefit, a nice meal, doesn't matter. In a Checkbook IRA it matters enormously. You cannot receive any personal benefit from that LLC. If you do, the entire account, not just the LLC, can be forfeited, distributed, and taxed. And don't count on the entity to hide the ball. The IRS applies what I call the "indirect rules": put structure in the way, and the Service looks straight through it to the essence of the transaction. A to B is A to B.

Keep Real Books, and Keep the Entity Separate

Your compliance load is heavier here, not lighter, and this is where people struggle. Keep true books, not a shoebox of receipts. You should be able to produce a real balance sheet and income statement, with documentation for every transaction, just like the custodian does. Pay the LLC's expenses from the account, never your own pocket; that's commingling, and it's prohibited. And nobody works for free, so if you or a company you own pays the bill, you've handed the IRA a benefit, also prohibited. If a bookkeeper handles it, have them bill the entity separately. Even the legal and filing fees to set it up have to come from the account. The whole point is a documented wall between you and the entity.

Don't Let the Entity Die on the Vine

Every state charges an annual fee to keep an LLC alive, anywhere from \$25 to \$1,500, and many don't mail a reminder anymore, so it's on you. Do business in a state where you didn't form, and you'll likely

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have to register there too; form where you don't live, and you'll pay for a registered agent. When new clients try to transfer LLCs to us, roughly a third fail my review because the charter's been forfeited or suspended over an unpaid fee, and at that point the asset is technically distributable to the owner. Watch for extra returns, too: a multi-member LLC files a partnership return and issues K-1s (single-member LLCs generally don't), and some cities, Detroit and Kansas City among them, want a local return even with no federal filing.

UDFI and UBIT Don't Disappear

An entity doesn't make these go away. If your investment uses leverage, the debt-financed share of the income is taxable, whether the debt is on a specific asset inside the LLC or general to it. And if the underlying activity is an operating business, a restaurant or a store, say, that income is subject to UBIT, entity or no entity. Quick gut check: if you'd owe self-employment tax on it personally, UBIT very likely applies.

Check the Plumbing First: Banking, Financing, and Credit Cards

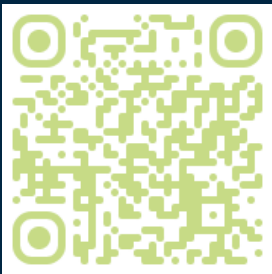
Some banks won't open an account for an LLC wholly owned by a retirement plan; they don't understand it or can't be bothered. And don't let them open it under your Social Security number; the account isn't for you. On financing, plenty of private and hard-money lenders will lend to the LLC with no personal guarantee, but many traditional lenders require one, and you, or any disqualified person, cannot guarantee that loan. That's a prohibited transaction, so sort it out before you're under contract, not after. Same with credit cards: I don't know of one that doesn't require a personal guarantee, and you can't guarantee it in the name of the Checkbook IRA.

Checkbook control can be a great tool for the right investor and the right deal. It can also blow up an account if you treat it casually. Weigh the pros and cons for your own situation, and when you're not sure, ask before you act. That's a whole lot cheaper than fixing it afterward.

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YOUR IRA OWNS THE PROPERTY. WHAT HAPPENS WHEN YOU WANT TO TAKE IT OUT?

By Larissa Greene, Advanta IRA



Owning rental property in a self-directed IRA can help build retirement wealth. But what happens if you want to take a distribution from your IRA without selling the property?

An in-kind distribution from a self-directed IRA

allows you to withdraw the investment itself rather than selling it for cash. For real estate investors, that means transferring ownership of an IRA-held property, or a portion of it, from the retirement account to yourself personally.

When Does an In-Kind Distribution Make Sense?

Certain circumstances may make an in-kind distribution worth considering.

- **To take personal ownership of an investment.** For example, someone may eventually want to own an IRA-held rental property personally, collect its income outside the IRA, or use it themselves after fully distributing it.
- **Meeting required minimum distributions.** Traditional IRA owners subject to RMDs may hold valuable investments but limited cash. An in-kind distribution may satisfy part or all of an RMD without selling the investment.
- **Gradually transitioning ownership.** Partial distributions can move an investment into personal ownership over time, potentially spreading distributions across multiple tax years.
- **To withdraw inherited IRA assets.** A beneficiary may need to distribute inherited assets under applicable inheritance rules, even when those assets are difficult to liquidate.

Pro Tip: Each approach requires planning around taxes, available cash, valuation, and the practicalities of transferring ownership.

How Can You Take an In-Kind Distribution?

Meet Susan, whose self-directed traditional IRA owns a rental property valued at \$400,000. It generates steady rental income, and she wants to transition ownership to herself personally without selling the investment.

Susan can request an in-kind distribution of the entire investment property. Once her IRA custodian processes the distribution and the ownership transfer is completed, the property belongs to Susan personally instead of her IRA.

The investment isn't sold; its ownership changes from the IRA to Susan, the IRA owner.

Do You Have to Distribute the Entire Investment?

Not necessarily. Depending on the asset and whether fractional ownership can be documented and transferred, an investor may be able to take a partial in-kind distribution.

Let's say Susan doesn't want to distribute her entire property at once. Instead, she takes a 25% interest in her \$400,000 rental property as an in-kind distribution, representing \$100,000 in value.

After the transfer, Susan is essentially an investment partner with her IRA:

- Susan personally owns 25% of the property.
- Her self-directed IRA retains 75% ownership.
- Rental income and property expenses are allocated according to those percentages.
- Investment ownership percentages are titled accordingly, with Susan's portion retitled in her name, and the IRA's portion remains titled in the name of the IRA.

This allows Susan to transition ownership without distributing the entire property in one year.

Pro Tip: Partial in-kind distributions may also help satisfy annual required minimum distributions (RMDs) if your account is obligated to take them.

What Changes When You and Your IRA Own the Same Property?

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Partial distributions require careful separation of personal and IRA finances.

If Susan takes an in-kind distribution of 25% of the asset, she will receive 25% of the rental income personally and must report it on her tax return. The remaining 75% flows into her IRA. Property expenses are allocated the same way: Susan pays 25% from personal cash, while her IRA pays 75% from retirement account assets.

She must also consider prohibited transaction rules when dealing with the IRA-owned portion, particularly regarding personal use, property improvements, financing, or transactions involving herself and her IRA.

Pro Tip: A partial distribution doesn't eliminate the restrictions that apply to the investment. Prohibited transaction rules that govern IRAs still apply.

The Investment Hasn't Been Sold. So Why Could You Owe Taxes?

An in-kind distribution is still a retirement account withdrawal. Its tax treatment generally depends on the fair market value of the property or ownership interest distributed, not whether the investment was sold.

If Susan distributes a \$100,000 interest from her traditional IRA, that amount is generally included in her taxable income for the year, assuming the distribution is entirely taxable.

Unlike a cash withdrawal, however, the distribution provides no cash to cover the resulting tax bill. Susan needs to plan for that expense using money outside her IRA.

How Does Your IRA Type Affect the Tax Treatment?

Traditional IRA distributions are generally subject to ordinary income tax, except to the extent the account contains non-deductible contributions or other after-tax basis.

Qualified Roth IRA distributions are tax free. Nonqualified Roth distributions may have taxable components, depending on the account's contribution and conversion history.

For either IRA type, a 10% early distribution penalty may apply before age 59½ unless an exception applies.

Pro Tip: An in-kind distribution doesn't bypass ordinary IRA withdrawal rules.

How Is the Value of an In-Kind Distribution Determined?

Real estate and other alternative investments don't have readily available market prices like publicly traded stocks. Establishing fair market value may require an independent appraisal and other supporting documentation.

Suppose Susan's IRA originally purchased the property for \$250,000, but the fair market value is assessed at \$400,000 and she requests a full in-kind distribution.

The distribution would be valued at \$400,000, not the original purchase price.

Pro Tip: For a partial distribution, the value of the interest transferred determines the reported distribution amount. Investors should confirm valuation and documentation requirements with their custodian before requesting an in-kind distribution.

Final Thoughts on In-Kind Distributions

A self-directed IRA can hold investments for decades, but retirement eventually raises an important question: What do you want to do with those assets when it's time to take distributions?

For investors who want to retain real estate or other alternative investments, you can keep them inside your IRA or consider an in-kind distribution to transfer ownership to yourself.

With the right planning, investors can make informed decisions about if taking an in-kind distribution is the right move for them.



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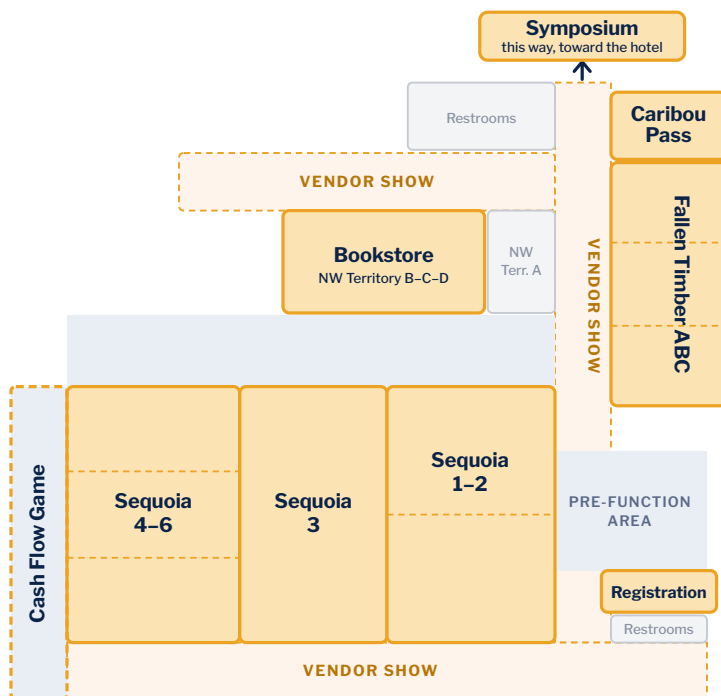
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