



INVESTORTOURS UNIVERSITY GOLD GROUP MENTORSHIP PROGRAM

This one-year Commercial Property Mentoring Program provides a unique learning environment for the highly qualified student. This is an INTENSIVE program designed to give you all the tools and knowledge you need to become a successful Commercial Real Estate Investor.

Gold Mentor Program Group size is limited to 12 Students.

Inclusion in the Investortours University Gold Group Mentorship Program is provided only upon successful completion of the ITU Mentor Program Application process and down payment of 20% of the Gold Group Mentorship Program fees.

The Gold Group Mentorship Program contains 8 Coordinated Components

- 7 days of Live Training with Monte Lee-Wen and the ITU staff in Austin, Texas
- Our entire Modular Mentor Home Study Program – 1500 pages of written materials and over 20 hours of training audios
- Three Monthly live Teleclasses
 - Two Monthly exclusive Mentor Group Training Calls – exclusively for Mentor Clients so that we can go deep and wide on the topic of the evening and expand on what you are learning in the written materials
 - One Monthly exclusive open Q&A and Deal Analysis call – exclusively for Mentor Clients so that you can get your pressing questions answered immediately
- Weekly Mastermind calls with members of your Mentor Group to keep you moving forward and in action
- Quarterly One-On-One calls with our CEO, Monte Lee-Wen. You will receive a quarterly, structured, 30 minute one-on-one consultation with Monte to discuss the specific challenges you are facing in building your portfolio and build appropriate action plans.
- Up to one week of access to our staff at the home office. You can schedule a time to come to the PPA Group home office for up to one week and sit next to our Project Analysts and Property Managers and watch how they do their jobs. You will function

as a intern in the office, learning invaluable lessons in the “trenches” of an active Commercial Real Estate Investment Company

- Access to our prequalified network of Commercial Real Estate Professionals – Mortgage Brokers, Property Managers, Appraisers, Title Companies (we are not paid a nickel for these referrals)
- Our Guarantee to Mentor, Teach and Advise you however long it takes you to purchase at least one profitable project.

LIVE TRAINING

You receive an initial 3-day onsite training with Monte Lee-Wen and Dike Drummond and our Investortours University Faculty in Austin, Texas to get you quickly started in our system. This is followed by two additional 2-day on-site live sessions at 120 day intervals devoted to hands-on training in all aspects of Commercial Real Estate Investing.

Session One kicks off your Participation in the Gold Group Mentorship Program.

You will join your Group in Austin, Texas for three jam packed days of training on picking your Commercial Property Niche, finding the Hottest Market for your chosen Niche, building your Investing Team, Deal Structures and enrolling Investors in your Investing Business. (see complete details below)

Session Two is four months after your Kick Off Session

Once again you will visit the great city of Austin, Texas for two more full days of Lead Generation, Lead Analysis, making offers, Contracting and Negotiations with Sellers, Due Diligence and the Re-Trade. (see complete details below)

Session Three occurs at month eight in your program year.

Two more jam packed Austin days of Commercial Real Estate Financing, using all available Equity sources, how to Close smoothly on your purchase, Property Management, how to Manage your Property Manager, optimizing your property for highest price at the sale, working with Listing Brokers, negotiating with Buyers and moving Investors from one Project to the next. (see complete details below)

DETAILED LIVE TRAINING CONTENTS:

Live Training Session One

- Getting Started in Commercial Real Estate and Finding Investors
- Choosing your Commercial Property Niche
 - Property Type
 - Property Class
 - Business Plan
- Understanding Market Cycles
 - Market Cycle Theory
 - Understanding Buy and Sell signals
 - Information sources for identifying Market Cycle Position
 - Identifying a Promising Market for your Niche
 - Timing your first Commercial Property Purchase for maximum profit
- How to perform in-depth Market Research down to the Neighborhood level
- Building your Investing Team
 - The 8 Core Members of your Commercial Property Investment Team
 - How to find them, interview them and contract with them
- The Art and Science of Property Syndication
 - How to Find and Enroll Investors
 - How to comply with Securities Laws while you raise money
 - Working with and an SEC lawyer
 - Deal Structures
- Entities
 - Limited Liability Companies
 - Limited Partnerships
- Tenants-In-Common and 1031 Exchanges
- Non-Compete, Non-Disclosure Agreements
- How to Structure YOUR Investing Business
- How to Present Yourself as a knowledgeable, serious Investor
- Custom “Insights” personality analysis and report with a complete discussion of your leadership style and its strengths and weaknesses
- Assignment of Master Mind Groups

Live Training Session Two

- Creating your own Property Attraction System
 - Bring pre-screened Properties across your desk every week
- Lead analysis
 - What documents you need to screen a property
 - How to analyze them
 - How to build an Investor's Proforma
 - How to calculate Return on Investment
- When to make an Offer
- Offer Pricing Strategies
- Multiple case studies of Property Analysis and offer Pricing Strategies
- Letters of Intent (LOI)
 - Specific LOI formats that are non-binding and take the property off the market
- Negotiation Strategies
 - Multiple Negotiation Role Plays
 - How to Negotiate with Sellers
- Commercial Purchase Contracts
 - What clauses you need and why
 - How to work with your Attorney on the Purchase
- Due Diligence
 - Market Due Diligence
 - Financial Due Diligence
 - Tenant Due Diligence
 - Physical Due Diligence
 - How to get your Property Manager to do much of the Due Diligence on a buy ... for FREE
 - Our Master Due Diligence Checklist
- The Art of the "Re-Trade"
 - How to get additional Concessions from the Seller before your money goes hard
- Analysis of multiple sample properties.
- Local property site visits
- Assignment of Master Mind Groups

Live Training Session Three

- Commercial Real Estate Financing
 - Mortgages, Bridge Loans, Mezzanine Financing, Hard Money Loans and Debt Structures
 - Working with Commercial Mortgage Brokers

- Commercial Loan Prepayment Penalties
 - How to use your Attorney for most Lender Negotiations
- Equity Sources and how to use them
 - Private Money
 - Institutional Equity
- Advanced Deal Structuring
 - Putting the puzzle together with Debt and Equity and even 1031 Exchanges thrown in
- Our closing checklist to make sure your Closing day goes Smoothly
- Asset Management, or "How to Manage your Property Manager"
 - Your 90 day Transition Plan
 - Make sure you are successful with a carefully scripted first 90 days of ownership
 - How to Manage your Property Manager
 - How to execute on your Business Plan for this property
 - How to interpret Property Manager Reports
 - When and how to fire your Property Manager
- How to conduct quality Investor Relations
- Optimizing your Property Documentation and Performance for Peak Profit at the Sale
- How to price your Property for Sale
- How to Manage your Listing Real Estate Broker
- How to Negotiate with Buyers
- Our Seller's Checklist to make sure progress to the sale day is smooth
- Methods for rolling Investors from one property to the next
- Analysis of multiple sample properties.
- Local property site visits
- Assignment of Master Mind Groups

GOLD GROUP MENTORSHIP PROGRAM MATERIALS

Gold Mentor Clients receive our complete 1500+ page Mentor Program Educational Module Series covering all aspects of the Commercial Property Investment Cycle. This is the identical portfolio of written/audio/video materials given to our Platinum One-on-One Mentor clients.

The entire module series workbooks and accompanying audio and over twenty hours of video trainings are delivered to you, on receipt of your 20% Gold Program deposit. From day one, you will be free to study these programs in whatever order and to whatever depth you wish.

From Getting Started to Lead Generation, Due Diligence to Commercial Financing, Property Management to Selling ... we cover all topics in exhaustive detail with additional training on Audio CD's you can listen to any time.

These written materials, worksheets, checklists and action plans mirror the training of your Live Sessions allowing you to review and expand upon your knowledge base at your leisure. They offer a reference library for your Commercial Property Investment knowledge base.

GOLD GROUP CONFERENCE CALLS

Gold Group Mentor Clients receive three distinct types of telephone training and support calls

1) Training calls:

Twice a month – first and third weeks of any calendar month – you will participate with your Mentor Group colleagues in a 60 minute training call on topics within the Mentor Program Educational Modules. This live Teleclass format allows for more in-depth discussion of concepts, Q&A sessions, case histories and reports from the streets on each topic. Because we are primarily Commercial Property Investors, these calls allow us to update students on what is working right now in Commercial Real Estate in real time.

2) Q&A and Deal Analysis Calls

Once a month – second week of each month – you will participate with your Mentor Group colleagues in a 60 minute call devoted to student's specific questions, trouble shooting specific problems in student's investment activities and group analysis of specific properties. These wide ranging calls allow the entire Gold Mentor group to learn collectively from each member's experience.

3) Mastermind Groups

At each live training event you will select members of Mastermind Groups of 4-8 members who will meet weekly by phone for the entire year of your Mentor Program. You will also be trained in Mastermind Group Technique by ITU faculty who are experienced members of ongoing Master Mind Teams. Mastermind participation produces accountability and a radical acceleration of your acquisition of new investing skills. You will support each other as you each individually commit your action steps to the group.

The Training and Q&A calls provide Content and Knowledge while the Mastermind calls provide a forum to set specific goals and action plans. Your Mastermind colleagues will keep you in continuous action towards your goals.

COMMERCIAL PROPERTY PROFESSIONAL NETWORK ACCESS

ITU is networked with a large number of Commercial Property Professionals in a number of national markets. These professionals include, but are not limited to Commercial Real Estate Brokers, Mortgage Brokers, Property Managers, and many other investors. Our success as educators is measured by the success of our students. We are happy to provide referrals and recommendations to our Mentor Clients whenever possible. Please note that we are not paid a nickel for these referrals. If we know someone who can help you out ... we will introduce you to them.

OUR GUARANTEE

ITU will continue to support you at 100% during your 12 months membership in our Gold Group Mentorship Program AND we will continue our 100% support for as long after program graduation as you need to complete your first profitable Commercial Property Purchase.

APPLICATION AND PAYMENT POLICY

All Applicants must complete the ITU Mentor Program Application and pay the then current application fee. Your References will be checked in detail and the ITU staff will consider your experience, resources, desire and initiative levels carefully before selection of final Gold Group participants.

Only students who successfully complete the application screening process will be accepted into the program. Please note that not all Applicants will be accepted and, because of the intense nature of this program, not all Mentor Clients will complete the 12 month cycle.

Upon acceptance, each Mentor Client will provide a 20% down payment of the then current Gold Mentor Program fee and arrange a monthly automatic payment plan of the remaining Program fee. A 10% discount is available for individuals who pay in full at the time of enrollment.

NOTE:

Each individual Gold Mentor Client is responsible for payment of transportation, food and lodging for all Live Training Events and for any other expenses incurred during the Program year. These expenses include, but are not limited to, long distance phone charges, internet access fees formation fees for your own personal Limited Liability Company and any other fees routinely associated with a business start up.

OUR REFUND POLICY

If you attend your first live training event and decide not to continue in the Gold Group Mentorship Program within 7 days of the completion of the live event ... we will refund your entire program fee.

If you decide to dis-enroll from the ITU Gold Group Coaching Program at any other point in the 12 month cycle, you will not be charged for any additional tuition payment installments beyond those already collected prior to your disenrollment date.

YOUR INVESTMENT:

The ITU one-year Gold Mentorship Program is regularly priced at \$50,000

AND we are making a one-time, special enrollment exception for the first twelve successful applicants in our initial 2010 class by pricing at **Half Off – a one time savings of \$25,000 that we will never offer again. That's right ...**

\$25,000 FOR THE ENTIRE SYSTEM

[Download your Mentor Application Here](#)

And let's get started.

Remember, Your Mentorship Program Includes ...

- **7 Days of Live, On-Site Training**
- **Our entire Investor Knowledge Base – over 1500 pages of written materials and 20 hours of audio instruction**
- **Three exclusive Teleclasses each and every month**
- **Weekly Mastermind Calls**
- **Quarterly One-On-One Calls with Monte Lee-Wen**
- **100% support until you do your first profitable deal**
- **Access to our Commercial Property Professional Network**
- **Access to our home office staff in Austin**

[Download your Mentor Application Here](#) And let's get started.

A year from now you will wish you had started today.

Here's to your investing success.



Monte Lee-Wen
CEO



Dike Drummond MD
Chief Learning Officer

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