

Multi-Family Investing Bootcamp—East

Agenda

9:00 AM

Welcome Address

Richard Dolan—President, REIN

Session 1

Why Invest in Multi-Family Properties?

Don R. Campbell—REIN Founding Partner & Senior Analyst

Multi-Family investing is a whole new ballgame; a game that, once figured out, is easy to win. Learn what defines these properties and what makes them such great investments. Veteran investors have consistently used Multi-Family properties to weather economic storms and come out ahead in the process.

Session 2

Choosing Properties—Part 1

Don R. Campbell—REIN Founding Partner & Senior Analyst

There is no rule of thumb for choosing a great property. However, there is a step-by-step system that will weed out the poor deals leaving you with only the gems. Discover the system that works in any market condition. You will be pitched a lot of buildings as an investor, and we will show you how to cut down the confusion while saving time and money. Discover how to rank a property in terms of price, size, perceived value and condition—buildings aren't always as they appear.

Session 3

Sources and Availability of Buildings

Don R. Campbell—REIN Founding Partner & Senior Analyst

Derek Lobo—Derek Lobo, DALA Group of Companies

“But there is nothing to buy!” is a phrase often heard by those wanting to invest in Multi-Family properties. Don will show you where to find buildings across Canada, and in all market conditions.

Networking Break

Session 4

Building Valuations

Thomas Beyer—President, Prestigious Properties

This Veteran Multi-Family investor will show you how he analyzes the current and future value of buildings. Often, he finds hidden long-term value where others (including finance companies) fail to look. Learn the secrets of building a multi-million dollar portfolio.

Session 5

Choosing Properties—Part 2

Don R. Campbell—REIN Founding Partner & Senior Analyst

Once a property is located, it is necessary to analyze its feasibility and fit in your portfolio. What are the operating expense ratios? Learn how to calculate the annual effective gross income of a property and the operating expense percentage. What

is cash-on-cash plus? Learn the difference of closing costs for Multi-Families compared to Single-Families. Learn about capitalization rates and why they are only rules of thumbs—if the numbers don't work, they don't work!

Awards

12:30—1:45 PM Power Networking

Lunch (Members)

Power Networking Lunch. The meal is secondary; start creating your team and your contacts during this lunch break. Go with someone you don't know.

12:30—1:45 PM Lunch and Learn (for Guests)

For those interested in learning more about the benefits of REIN Membership, a special lunch-time presentation will be held by Patrick Francey and the REIN Team. **Learn how NOT being a Member costs you money!**

Expert Panel

Sourcing, Buying & Negotiating

Moderated by **Patrick Francey**

Eric Peters—Owner, Excel Properties Inc.

Pierre-Paul Turgeon—Owner, Matterhorn Real Estate Investments Ltd.

Kyle Pulis—REIN Multi-family Investor of the Year for 2013

Domenic Mandato—President, Invest Plus Properties



Session 6

Creating Offers

Bob Aaron — Real Estate Lawyer, Aaron & Aaron

Don R. Campbell—REIN Founding Partner & Senior Analyst

There are many ways to purchase Multi-Family properties. Structuring these offers are very different than Single-Family offers. Learn how to leverage this knowledge to your advantage. Discover which unique schedules, forms, and conditions to use to reduce your risks and increase your chances of closing the deal.

Session 7

Tax Implications and Offer Structure

George Dube & Peter Cuttini —Dube & Cuttini

How will structuring the offer properly provide your accountant more leniency for future planning? Consider options such as dividing the offer into two parts to take advantage of the fact that land is not depreciable, but the building is, and to put more value on the building than the land.

Session 8

Post Offer Actions

Don R. Campbell—REIN Founding Partner & Senior Analyst

An accepted offer is just the beginning. Inspections for Multi-Family properties are very different than Single-Family homes. AAI Appraisals, Environmental Reports, and building condition reports—OH MY! What you should watch for, what strategies you should have in place when speaking to the report writer and how you should review the documents in advance of submission.

Networking Break

Session 9

CMHC Financing for Multi-Family Properties

Abby McQuire—Senior Manager, First National

Which type of mortgage will you consider: assuming another's mortgage, a conventional mortgage, or an insured mortgage? How do lenders analyze debt servicing? Plan carefully, especially if your goal is to hold the property for less than 5 years; don't saddle your potential buyer with unwanted financing. Find the answers to the 7 most popular questions mortgage brokers are asked.

Session 10

Additional Financing Insights

Don R. Campbell—REIN Founding Partner & Senior Analyst

Lenders require you and all of your shareholders to personally guarantee all of the mortgages with a Multi-Family investment. What are they and what are the implications of them? Learn how mortgage rates differ and are not based on prime or bank rate. How will you finance your property: a private lender; a traditional lender or a pension fund?

Session 11

Financing Options and Strategies

Pierre-Paul Turgeon—President, Matterhorn Properties

Hear directly from the source. Pierre-Paul Turgeon worked as a Multi-Family mortgage underwriter with Canada Mortgage and Housing Corporation (CMHC) for 8 years. Leverage his knowledge and real life experience as a Multi-Family investor and owner, and find out what financing looks like in current market conditions and how to increase your chances of having your deal approved.

Networking Break

Session 12

Buying Strategies

Don R. Campbell—REIN Founding Partner & Senior Analyst

Domenic Mandato—President, Invest Plus Properties

The seller is the key when it comes to buying Multi-Family properties. Determine the seller's motivation and know how to position your deal. Decide if you will use new or assumable financing; Vendor-take-backs or purchase with an agreement for sale.

Session 13

Normalization & Ownership Tips

Don R. Campbell—REIN Founding Partner & Senior Analyst

Now you own the building. What are the first steps you must take to ensure you create a winning investment. Discover how normalization of tenants, revenues, expenses and operations is the absolute key.

7:00 PM—8:00 PM Social

No-Host Networking Social

Key Presenters:

Don R. Campbell



Don R. Campbell is a Canadian-based real estate investor, researcher, author, educator and philanthropist. He is a founding partner and Senior Analyst at the Real Estate Investment Network. Don can speak in detail on any market in the country and is not afraid to tell the truth about where the market is headed. Don is a multi-family investor, owning more than 200 doors.

Patrick Francey



Patrick Francey is a veteran Canadian-based real estate investor, educator and business owner and is the CEO of the Real Estate Investment Network. By the age of 25 Patrick was part of a team developing and implementing systems

and procedures for a large oil tool manufacturing company and in 1984 Patrick stepped into the world of business owner, which still includes owning a specialty retail business in Edmonton.

Thomas Beyer



Thomas bought his first revenue property, a rental pooled condo, in 1997 followed by a second condo in Edmonton a year later with no money down. He then bought his first apartment building, using his own cash and a

loan from his dad, for \$37k/door in 2000. Thomas founded Prestigious Properties in 2000, specializing in multi-family apartment buildings and currently manages over \$85 million of positive cash-flow real estate.

George Dube



George is a veteran real estate investor and Chartered Accountant. With his partner, their firm Dube & Cuttini Chartered Accountants LLP, focuses on providing the knowledge and tools clients need to increase and preserve the value of their businesses.

Peter Cuttini



Peter, CA, CPA, is a real estate investor who brings over 20 years of exceptional accounting, managing and business experience to his clients. Peter provides clients with advice on all matters related to US and Canadian tax.

Derek Lobo



Derek has been a leading Apartment Marketing Specialist across North America for over 20 years. He is a sought after consultant and professional speaker who has spoken at trade shows and conferences across North

America. Derek is known in the industry for his practical strategic solutions and proven industry specific techniques for increasing occupancy and asset value in the multi-residential industry.

Pierre-Paul Turgeon

Pierre-Paul Turgeon was a multi-family mortgage underwriter with Canada Mortgage and Housing Corporation (CMHC) in the Prairie business center in Calgary for 8 years before leaving to become a full time Single and Multi-Family investor. Prior to that, he was Principal of CMHC's Default Management and



Real Estate department and also worked as a residential underwriter. Pierre-Paul is a lawyer and a member of the Law Society of Upper Canada (Ontario). From 1996 to 2002, he worked as Project Manager at CMHC's head office in Ottawa on various international projects.

Domenic Mandato



Domenic is the Founder and President of Invest-Plus Properties Canada Ltd. Alberta based and opportunity focused, Domenic has been actively investing in Canadian real estate since 1999. With proven

real-estate investing strategies, experience and knowledge of booming markets, the InvestPlus team of financial, administrative and property management experts manages over 400 suites of secure profitable real estate valued at \$50 million dollars.

Kyle Pulis



Kyle has been investing in Real estate since 2004 and a REIN member since 2009. Kyle is the Co-Founder of Pulis Investment Group which offers investors a Hands-Free, RRSP eligible opportunity to invest in

Apartment buildings. He currently owns over 200 units and is an expert in acquisitions, value add renovations and tenant management.

Abby McQuire



As Senior Manager of Commercial Mortgage Lending, Abby specializes in high ratio CMHC and conventional mortgages with an emphasis on a cost effective approach and quick turn around-

time. In today's ever changing real estate environment, Abby's attention to superior customer service allows her to meet her clients' individual mortgage financing needs.

Bob Aaron



Bob has been a speaker at a number of continuing education programs for the Law Society, the Ontario Bar Association, the Real Estate Institute of Canada, and the Continuing Legal Education Society of Nova Scotia.

He often writes legal opinions on real estate issues for other lawyers to use in litigation matters.

Eric Peters



Eric & his wife Karen have been investing in multifamily since 2003. Eric has personally managed as many as 60 units at one time, mostly in less than the best areas of Edmonton. Eric's primary focus these

days is on a Multi Family syndication project, but he continues to manage a number of doors as he does that.

REIN would like to thank all the sponsors who will be participating to make this a great event:

