

SUPREME COURT OF THE STATE OF NEW YORK
COUNTY OF NEW YORK

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THE PEOPLE OF THE STATE OF NEW YORK,
by ERIC T. SCHNEIDERMAN, Attorney General of the
State of New York,

Petitioner,

-against-

Index No. 451463/2013

IAS Part _____

Assigned to Justice _____

THE TRUMP ENTREPRENEUR INITIATIVE LLC f/k/a
TRUMP UNIVERSITY LLC, DJT ENTREPRENEUR
MEMBER LLC f/k/a DJT UNIVERSITY MEMBER LLC, DJT
ENTREPRENEUR MANAGING MEMBER LLC f/k/a DJT
UNIVERSITY MANAGING MEMBER LLC, THE TRUMP
ORGANIZATION, INC., TRUMP ORGANIZATION LLC,
DONALD J. TRUMP, and MICHAEL SEXTON,

Respondents.

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**EXHIBITS TO THE AFFIRMATION OF ASSISTANT ATTORNEY GENERAL
TRISTAN C. SNELL IN SUPPORT OF THE VERIFIED PETITION
VOLUME 2 OF 9 – EXHIBITS H1-H19**

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Exhibit H1

Date: March 13-15, 2009
Event: Fast Track to Foreclosure
Event code: FTF20090313a
Location: New York
Instructor: James Harris
Staff: Tiffany Brinkman, Ryan Lotman, Cory Lignell, Noah Harris (Training)

Final Sales Synopsis - *as of 03/17/09*

Attended Training: 91

Sold: 18

Revenue Collected: \$ 350,750
% of Revenue Collected: 85%

Conversion: 20%

Revenue per attendee: \$ 3,854.40

Payments to collect: \$ 69,990

Pendings: 11(\$206,450)

FTF20090313a Harris Day2 Part 3 - Close

James: You stay with the family, one of the other retreats; how this has work? Can you mentor me, how does the mentoring thing? "Well, James I want you to help me." You want me to just cover this for 20 minutes so that we will be done with it? Hello!

Participants: Yes!

James: Yes, because I am done. You guys can—you are swarming me and I want to train you and teach you and show you how this work for the rest of the weekend. Let us just get this out of the way now and then I got to have a proposal and we are going to talk about it. Let us just get this out of the way, okay. And then we will break for lunch. And then, we are not going to talk about it anymore. Here is how it works, get out a pad.

Okay, what Donald Trump did is he started Trump University back in 2005. The CEO of the company, his name is Michael Sexton and he came to Mr. Trump one day and he said, "Hey, why do not we start a university that teach people all the trump techniques and strategies and get them started in real estate?" And Donald loved the idea because he figured, "Okay well, if I can do this then at least people would say hey, Donald Trump is a pretty good guy, he taught us how to do real estate!" Because he made all of his money in real estate, right? He is a billionaire from real estate. So he said, "I like the idea. And actually maybe we could live a legacy." So when I am gone and 6 feet under people say, "Hey, Donald Trump was a pretty good guy." That is why he is doing this. You guys need to realize something, he did not have to start this university; he does not need the money, all the money goes to the university. He does not get a dime of it. Does everybody understand this? Please say yes. He does not need the money. All right, so he is going to leave this to his kids, to his children for a legacy and he has got some other things that I want to introduce to you.

Now, this three day-training here is just to get you up to speed. It is just the beginning. And what we are going to show you is that guys this is not the end. This is just the beginning. So there are a lot of other things that we want to help you out with and I want to get you to full time investor as quickly as possible. How we are going to do that? Well, we have some powerful software you can use to help run your business. We also have the properties that you can look at when you have all of them. We have access to all of them and it come of to a live internet feed. We also have executive retreats. These are other three-day retreats that you can attend to learn more things, more advanced strategies. And I am going to suggest you get to all. We also have world class mentors, a mentor who will actually come out and will do real estate with you. He will hold your hand and will walk you right through everything.

The analysis, the properties and—I will go into that. So here is how this works.

The next retreat I would get to after this weekend. Now again, I am going to give you a plan here to get you up to full time in the next 120 days. So bear with me here, okay. The next retreat is called the "Quick Turn Real Estate Profits Retreat," this is where we do all the creative stuff, the low money down, no money down techniques and strategies. I went through one here where you are borrowing money from a private money investor, hard money lender where we take the interest payments out of the construction repair cost. In that way you can do the deal with a little or no money down. We have other things to cover this week and as well to give you creative low money down stuff. Tomorrow morning I am going through my lease option system. It is called "The Six Figure Option System" and that is a little to no money down technique. So we will cover that.

If you want to learn them all at this Quick Turn Retreat, we will teach you wholesaling, lease options, owner financing, subject-to, quitclaim deeds, joint ventures. I will talk about here later today as well. So all of the creative low to no money down techniques you go and for three days we just do that at this Quick Turn Retreat. That is why it is called "Quick Turn." Buying properties with little or no money down not taking title to the property, but the real way to make the big money in this business is to take pedal to the property, okay? I think you guys are realizing that. And then we buy some real estate without using your money, credit, license without getting loan. Buy potentially millions of dollars worth of real estate without putting your name on the title, and without a down payment or a bank loan and make properties on that you do not even own. We receive cash back at the closing and produce some cash flow. And some of you are coming up to me and you are saying, "James, you know, I am really starting to get this and I know you talked about some of these other creative ways." Well, for three days that is all we talk about here. It is just the creative unorthodox ways to get the real estate done.

Now, we are going to talk about assignments here and we will talk about the joint venture that is the no money down technique. I went in to the no money down with borrowing the money as well to pay the interest off. We will go through the lease options to the owner financing tomorrow. But to really grab your mind around all of it, you need to get here. It is just three days of teaching you all these no money down technique. The first day and the second day, you will go through all of the strategies and stuff. You will even go through contracts, learn how to write your offers and in Sunday, you are doing role-playing, you are working on deals in class. So I would not walk to this one, I would run and we actually have the calendar in

the back with Tiffany and Cory and Ryan and Miller, and we will show you exactly when it is.

00:05:11

I had run to it. It is coming up in the next four to five weeks. So that is the Quick Turn Retreat. That is the next one I get through after this one. The next one I would absolutely get to is also the Creative Financing Retreat. This is where your real estate expert coach will put you in the fast track to financing in front of your deals and sometimes with little or no money out of your pocket. Now, on a bank-owned property, for example, you have to submit your deal to the bank with a thousand dollar check. They will not accept it without that and that is understandable. The bank wants to see you are serious, right? So when we submit that it is just a thousand dollar check from your LL what?

Participants:

C!

James:

Yes, okay and we are going to show you all the creative ways to borrow the money. So what we do is we put down a financing strategy for you and your family that meets your comfort level. So for three days it is just how to borrow money. I cannot do that in all three days here, this is different I am giving you all of your options. We are covering a lot of different things here. How to find the properties, how to make the offers, how to do the contract, how to—there is a lot of stuffs that we have to get through. So you got to know a lot of options when you leave here this weekend. And then you are going to have an idea of okay, what property am I going to focus on to do my first deal and what is my comfort level, target market, target area? And our job here this weekend is to show you how to get up to speed to get the first deal done.

Well guys, if you do not learn how to borrow money the Donald Trump way, you are out of your mind. So we would teach you all of the creative financing techniques for residential and commercial, how to arrange and set up hard money lender packages and private money. Some of you have already approached me about private money and the reason I am giving you kind of that brush of is because you are not approaching me the right way. When you approach private money wealthy people the wrong way, they will not work with you. Does everybody understand this? Please say yes.

Participants:

Yes.

James:

So there is a right way to do it. It is not what you are not saying; it is what you are saying. I am not interested. So there is a right way to do it. So if you come up to me, you say, "James what is the right way to approach somebody?" I will talk to you for a quick minute or two and I will show you how.

It is a little different that is all, okay. So for me to go into the whole mental aspect of that, I would love to do that more on a one-on-one and Cory and Ryan will be sitting with you. They are going to start doing one-on-one as well. You can ask them.

There is a certain way you approach private money. And then they wanted to do business with you.

All right, also set up personal business financial statement, you have some homework to do that. But here they show you how to set it up the right way if you need to be. Run the numbers, construct deals, submit offers right in class. And so this is how to get all the money guys. There are tons of ways, there is a 101 ways to finance a deal. I am giving you several here this weekend. This is where we have it all. Also, we are going to set up your family for life-long financing success because this gentleman right here, Mr. Trump, everybody say, "Hi Mr. Trump." By the way he has been looking at you all weekend. He knows how to get the money. Boy! He does know how to get the money. So I am going to say it again, if he can borrow a hundreds of millions of dollars for one deal and go up and make tens of millions of dollars on it, yes it takes two to three, to four, to five years, who cares right?

If he can borrow money, you think we can show you how to borrow some money? Hello! We can teach you about a hundred ways to borrow money. That is the creative financing retreat. It is all created unorthodox—we are actually making up new strategies as we speak right now. Because of the market, the way Wall Street is, we are creating new ways. We have loan officers, mortgage brokers, bankers, traders; we have people showing up because we are the best. We know how to get the money. So this is where you spend three days. You are going to hang out with our top financing expert coming from Mr. Trump's office and we will also talk about partnership and things like that. So this is where you learn how to get all the what?

Participants: The money.

James: All the money guys and then you are good. Now, everybody say, "Hi J.J." This is J.J. Childers, him and his dad. They are the top nationwide wealth experts. They are attorneys and there is nobody better. He wrote a book with Mr. Trump called "Wealth Building 101". This is where we teach you how to take care of all those questions you have about companies, and LLCs, and sub S corps, and sub C corps, "James how do I get all my personal assets and things into my company? How do I set up corporate lines of credit? How do I take my check and savings money market, my 401K, my IRAs, my retirement money? I have worked so hard for it.

00:10:00

How do I take that and use that for real estate? How do I leverage what I already have?

Well, what they do for three days is this, this is pretty simple. J.J. shows up with a CPA, he is an attorney and they also show up with an accountant, an ex-IRS person. And what they are going to do is they are going to audit you. No, I am kidding. They are not going to audit you guys. They are going to show you how to knock it what? Good, because right now, I am going to make a guess here because as I looked at your paper work. You know all of you are totally wide open for an audit right now, totally. Most of you are. So what? That is a mess, are you kidding me? That is a nightmare; do you guys want to be audited?

Participants: No.

James: Why would you want to have that happen? That is a headache. That is a nightmare. That is just asking for trouble. So the thing is the reason why a lot of wealthy people and companies out there never get audited because they know how to not get audited. It is just as simple as that.

Now, that is just one thing, the other thing is that most of you are totally wide open for frivolous lawsuits. Yes, if everything in your own what? Name, if you guys have a checking account in your own name, you are an idiot. Do not get mad at me, I am your what? I am here to help you. If you have stuff in your name, a business, credit card, anything, you are doing it wrong. Now, it is only because you have not learned this stuff yet but some of you have heard about this throughout the years. You have not done anything about it. So I am going to make a statement right now. Every single person in this room and according to what I looked at last night, I would run—with J.J. and his dad and I will get to this three-day retreat. They will show you how to identify different types of legal entities to protect your wealth. So you will have a lot of money guys, and some of you have a lot of money. It is totally wide open, I am looking at the stuff and I am going, "Oh guys, I bet that your names are their, Oh!"

So we want to help you. Make sure that you reduce your overall tax bill, a lot of you have—you have expenses that you could have been expensing for the past 30 years and you did not, because you did not have set it up the right way. That is all. With the real estate company, guys, in this country they let you have major benefits. The government takes care of you. They want you to build property. They want you to rehab. They want you to build up a community because it helps the economy. It makes this country go round. That is why we are one of the richest, wealthiest, most powerful countries in the world because we have a lot of successful people here. People

who come from other countries, from success, come here, to be more successful because we can do anything we want here. We can own anything we want and we can run and open as many companies as we want. And the thing is this, you know, sometimes I hear about people and I have listened to them and have you guys heard about, "Have you ever heard somebody kind of bitching, moaning and groaning about our country in the way things are run?" Has anybody ever heard of this? Do you hear somebody like, "Oh men, you know!" You know what I will do?" I like to talk, go up to those people and say this, "Hey, I kind of hear what you are saying about our country. You know what? I am sorry, but I just have to say this, if you do not like it, get the hell out!"

We live in the best country in the whole wide world, are you with me? Please say yes!

Participants: Yes!

James: You do not like it, go somewhere else. Sorry, go over to some other third world country, give it a shot there for about six months, see what you can buy. Nothing! See what you can own. Nothing! When you show up at the airport they have people standing around with machine guns. It is weird. So you live in the best gun star country. So learn how to take advantage of the country you live in. Secure your assets against the tax from lawsuits, okay? And, pass your wealth unto your heirs. Make sure that your kids, your family is going to receive everything that they are supposed to receive. Ladies and gentlemen, I cannot tell you how many times I come across families. They are not set up and they get to us and it is too late. They already gone through lawsuits and Uncle Sam come and take half of their state. Do you know when someone goes through probate? Do you know that in 66% of it ends up going to the state and the government? Most of it goes away because they want to set up the right way. You want to avoid this thing called pro what? And right now most of you do not even have a will; you do not even have a trust. Okay, so we want to show you how to set this up the right way. So J.J. for three days, what they do is they take their time with you.

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You bring all your stuff in and they piece it together for you. It takes three days to take do all of that okay? They will show you how to set yourself up. We also talk about many other entities like offshore of accounts, British funds, things like this: deep levels of asset protection. I got nothing in my name. I looked like a loser on paper that is exactly how I want it. Are you with me? Please say yes.

Participants: Yes!

James:

Okay, it is a big deal, big deal, because when you guys get into this thing, you start making money, buy a nicer car, you move into a nicer house, people start looking at you differently, right? They start coming at you, okay. So you want to make sure you are protected. That is all.

So the Wealth Preservation Retreat, this is where you go and get yourself protected. We would also show you how to make a lot more money with the money you have already had, something called and I want you to write this down. It is called Equity Funding and also an Outside Method. We teach you to use your retirement money outside of your accounts, your 401Ks and IRAs as leverage to borrow the money you need to get rich in real estate. And I will tell people that 401K and IRA stuff a lot of you, I saw some of you got money. You are not doing anything with it, it is going down. Some of you have lost a lot of money; half of your retirement is gone. Let us stop the bleeding. Let us stop the bleeding and let us take that money and let us do something with it. If you own a business, if you have assets, do you realize what we can do with what you already have? So this is what we do at the Wealth Management Retreat, okay. Take what you already have; show you how to turn it into wealth.

The next one I would run to is the Commercial Multi-Unit Retreat. This is where we teach you how to do the commercial real estate and I have already had some people come out to me and say "James I want to go out and do some multi-units." You know what I mean? I would suggest that, here is why. In commercial real estate, here is how it works. When you go to borrow money to buy a commercial property, here is how it works. Have you guys ever seen one of these little strip malls that you run into when you are driving to like a 7-Eleven then you got the piece of place, the salon, the dry cleaners, you got the Sherwin Williams Paint Place, you got the Blockbuster Video and then over here like a bank, over here you will have like a Burger King—you guys ever see one of these?

Okay, somebody owns that, that could and should be you. So how do you get the loans for something like that? Watch! That is not as hard as you think. All of the tenants that pay rent for all of the leases in my strip mall. All of the people who come in to do business with them pay their rent to me every month. Does everybody understand that? So all the money they generate they pay the rent to me which then all of those rent payments from all of my spaces collaborates together add up to cover my mortgage with the bank to pay off this property and if I have got \$10,00.00, \$12,000.00, \$15,000.00 or more left over net, is that a pretty good investment?

Participants:

Yes! Phenomenal!

James: It is phenomenal guys. So watch! To qualify for those loans, the building that is producing the revenue qualifies for the loan. Do you like the idea? There you go. So that is why if it is an income-producing revenue generating building, the bank says, "Hey, no problem!"

Now, in residential real estate, you have to produce enough revenue to pay of the loan, so they look at you. That is why I would rather live in a commercial space, because I want other people's money. That is called OPM. What is that?

Participants: Other people's money.

James: I want their money to pay of my loan. I do not have to pay of my loan, let them do that. So in residential they are going to locate you, that is why a lot of people say, "Oh, it is so hard to get a loan." Well, in commercial real estate, the building is going to qualify for the loan. So actually, in commercial lending, what happens is, it is thicker paper work, it takes a little longer, that is all but the lending process is a much more simplified process because we are looking at the numbers of the money that is being generated to pay off that loan. Does that make sense? It is a big deal.

So commercial in Multi-Unit Retreat, here is what we do. We show you how to get the money in combined with the creative financing retreat to finance any commercial property, apartment buildings. I have somebody come up to me last night and say, "James I got an apartment building, I am looking at right now. How do I get the money for that?" Well, guess what? It is not as hard as you think, you are going to need to help piecing together in the beginning now, okay. So we navigate the means of commercial large property financing, determine the right market evaluation of multi family office retail, strip malls, right commercial leases.

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Right there in class we will work a deal with you, you bring it in. Also, help take—the tenants actually take the management burden away from you. The tenants are going to manage it. Take full advantage of tax praise, other financial shelters. See with commercial real estate guys, when you owned a commercial property, there is a lot of tax benefits and tax breaks we get and we can use it as a financial shelter. Right, it is a big deal. That is going to coincide with J.J.'s wealth management as a protection retreat.

Also, understand the laws of regulations to protect your investments, identify the land, the property that will ensure it is a worthy investment. Let me tell you a little story, I think you are going to like this, 2005 I had a family call me and they were going through probate, remember that? And I am going

to teach you that after lunch. And they had 18.8 acre piece of raw land up by Lake Sidney Lanier. You can Google it at lunch if you want to, Lake Sidney Lanier, beautiful 758 acre manmade lake and that is where I live. I got a house up there and they call me and said, "We got this property, you send us this letter and we would like to sell it." And I said, "Okay, fine."

So I found out what it was worth, it was worth \$3,666,000.00. Okay, so I said, "Well, how much, what do you want for it?" I am not really interested right? I really was. He said, "We are not sure. We do not know." I said, "How about a million dollars cash?" They said, "When can you have the money?" I said, "I have the money." They said, "Okay, well hold on." So then they said, "Well we got to do some research." They have no idea with what they were doing. So they did a little research. We went back and forth, and back and forth, and back and forth for about three weeks. They go all excited, right? And then we ended up settling, and they ended up settling for \$1,800,000.00, cash. That is what they had said they would take. Okay, so what I did is I made a couple of phone calls, some of my private money people, I had a guy from the Washington D.C. area who I have been working with for about 11 years and I said, "I got a maturing market down here in Atlanta." I gave him a—you are not going to know this stuff, yet this is more advance. That is why you need to get to this. "I got a population report for you. I have a comprehensive plan from the county. They have already got the sewer lines in for the water, for the internet, for the phone lines, everything is in, and it is maturing." In other words, I showed him a report of all the new houses that have been bought over the past 36, three to five years and you saw that every year buying was going up, maturing market, population was increasing. See this is more advanced higher end stuff guys. And these are the things that you want to get together.

So, I invited him down and he came down for three days. We drove around the area, we ran some numbers, he was in a meeting one day with me and some of his other people and then he said, "Okay, fine. I love the idea and we are going to put like a strip loan, a big box here." A big box is like a public's Kroger, a lounge, a home depot, a big box of movie theatre and then a strip mall. All these little other leases that people are going to commit and put their businesses and that is what he does, he is a developer. So he was going to hold this longer term and make a couple of million dollars or more on. So, I just bought a deal to him. So I just said, "You just take it, I do not want it. I got too much other stuff going on." And I said, "I would like to get you more involved with me down here." And he loved the idea. He ended up buying it. Now, I do not know about you. All I did was just get a finders fee for it. So, I had other loans I was involved in.

Now, I do not know about you but a \$152,000.00 a finder fee, would that work?

Participants: Yes!

James: Hello? So you have come across lots, land, and things in the past, yes or no?

Participants: Yes!

James: Why do not you learn how to do something with it now? I would. So we will also show you how to prepare the vacant land for resale. We will show you how to assign it. We will show you how to set up a relationship with the right people that we can move this stuff to. They do not have time to look for it. They need somebody like you to find it for them, okay? And that is where you make a bigger money, okay.

So the commercial multi-unit retreat that is three days, I would run through it, I would not walk to it. And all these retreats are coming up in the next 90 days or less. The next thing, is our REIT, this is called Real Estate Investment Online Training. So write down REIT. These are six courses you are going to take through Trump University. It is all online. So I am going to give you the perfect plan here in a couple of minutes and when I will do is I will take these six courses over the next 30 days or so and really every night turn off the TV, let us get some more training.

When you are done with these six courses, on finding and purchasing, income producing properties, understanding real estate finance, negotiate profitable real estate, entry and exit strategies, significantly increase the value of a property. How to do it? Give it more curve what? Appeal, profit by managing real estate like an entrepreneur.

00:25:02

You are going to receive an IACET certification, a plan upon completing this and you are just going to take the investing to another level. Okay, you put that right on your wall next to your LL what?

Participants: C!

James: C, you got the certification. You got your Trump University graduation thing; you are going to get here tomorrow night, right? Now, you are in business guys. Now, people come over and you can brag and you can say, "Come on to my home office and let me show you what I am doing." I am with Trump, I get you all this stuff here and I am a full time investor. The next thing is this. Let us see your LLC for you. It is really simple, we have a Trump service. You call the

service; you give them your name, where you want to set it up, what state, what you want to do. There are going to help you research the best name because your name is going to be everything in this business, so they will help you pick out the best thing. They will get all the paperwork and everything done for you and why do you want them to do that? Ladies and gentlemen there are only three things you want to concentrate in your real estate business everyday what are they?

Participants: Find deals, make offers, and close.

James: That was pretty bad. I know you are hungry, right? Find deals make offers and close. Let us do this, you will get this in the mail on the next couple of weeks and you will have your LLC. Everybody say Yeah!

Participants: Yeah!

James: Done. You got it so right there you will have your paperwork, you will have your stocks certificates in the back, in case you go public one day. That would be kind of cool, right? Hello?

Participants: Yes.

James: Yeah, why not? Anybody can go public, right? And then what you going to do is you are going to take this down to the bank; you are going to get your account. Ask for how much of the line of credit?

Participants: Hundred Thousand.

James: Hundred Thousand. I will get my tax ID I am ready to go. I have a check book, I want to pick out the pretty pictures on it, whatever with the sail boat, Alpha Dog investments and I want to do business with you, because you got it done the right way. If you want to go do it your way, fine, good Luck. Okay, you might waste a lot of time and money, this will save your time and it will save you money. We will get the corporate seal done for you. We will get the book, it will show up, you are done guys, you just walk out of here, you go out and you concentrate on just finding the deals, making the offers and I have somebody to help you close. I am getting to that. So let us do your LL what?

Participants: C.

James: This is what everybody is asking for. So here we go write this down. The mentoring program works like this. I have what have one of Donald Trump's top nationwide certified mentors. He is waiting with a phone in his hand right now. He is also one of my very good friend. I have hand picked him and another guy to mentor you guys. They specialized in the New York City tri-state area market, everybody say "Yeah!"

Participants: Yeah! They are actually from here and they are from Trump's office so listen to me. They are ready to go. Here is what they do. I am going to give you some bullet points on this and write it down. Because everybody is going to ask about this and we are going to have a lot of you who are going to be very interested and you got to be qualified for this. So just let me go take you through it.

You have a mentor show up. I want you to write their names down. Number one Steven Gilpin, he is from Donald's office, okay and I am going to spell that out for you, because we are going to get really busy here when we are done. Steven G-I-L-P-I-N. Now the other person is Michael Dooven. I am very, very, very close with Mike and Steven. I have hand picked them, I have already spoken to them, they are ready to go. What they do is this, they will schedule dates with you. They come to your house, so you have to get a bedroom ready; you got to get ready to cook their meals everyday. [Laughs] I am kidding. They will come in to your area, get a hotel, get a rental car whatever for three days we are buying real estate. Is this exciting?

Participant: Yes!

James: Okay, so watch what happens. You have to do your homework. So here are the steps of the process. Number one you have to qualify because some of you would not. Number two you have to do register. Number three you have to do your homework. There is homework that you are sent that comes directly from me. I have everything set up for you, it is called pre-arrival homework, so what that entails is this kids, listen. I have specifically put together some pre arrival home work for you for the New York, New Jersey Connecticut area, because I started my business here. It is step by step, by step, by step the things you need to do to get prepared for the three-day mentorship with Steven or Mike and I have two because we are going to get very busy. They are going to be booked up by tomorrow night. I already have people asking me about it, emailing me about this.

00:30:00

I want this to get resolved right now, okay. The next thing you have to do is go through your mentor guide book. That is number five, Mentor Guide book. I will send that to you, I will email that to you today if you are ready to go. You will schedule dates with the mentor, you are going to need a couple of weeks to prepare for this. My suggestion I would get to another retreat. So, I would go to another retreat first over the next couple of weeks quick turn, commercial, wealth—oh! You all need to be at the Wealth Management, you guys are going to be set up the right way. Creative financing, pick one of

those retreats get to the retreat, have the mentor show up immediately after that, you got three more days of education and training, you got more confidence, right?

Participants: Right.

James: And then for three days we buy some stuff, period. We buy real estate. The only reason you would not is because you did not do your home work, so that is why you have to qualify that means I need to have my team come to me, look at me dead in the eye and say "I got somebody who qualifies," because you will not come up to me. I need to know that you are qualified which means that you have to be committed, you have to do your homework there is other things that we have to go over with you. This is not a five minute conversation because this will change your life. Would it just to have somebody just kind of hold your hand and buy this stuff for you?

Participants: Yeah.

James: Hello?

Participants: Yes!

James: So watch what will happen. We look at the properties, we run the evaluations, we run the numbers, we make the offers and we buy the right ones, so out of 10 or 20 properties that we can make that Trump challenge which is how much?

Participants: Seventy five.

James: 75. We are going to find the best one right now to get it done as quickly as possible with the highest amount of profit and the least amount of headaches. Does that make sense?

Participants: Yes.

James: Because you are not going to learn how to do that. You will need help. Would you agree?

Participants: Yes.

James: You will need some help? Let us do that. It is three days to buy at the right place. That is all. Now if you get that first one done, are you going to do it for the rest of your life?

Participants: Yes.

James: If you are going to do it for the rest of your life, you are done; you are cook like a nice fillet, right? That is the way I like it, anyway. So listen, this is pretty serious, okay. So, how do you qualify for this? Well, I will show you how in a minute, but this is what makes our people successful. When we start to Trump

University guys, he did not have this and he came into the office about a year and a half ago in '07 and he said, "We are not getting enough success stories," so he said to Michael Saxton, the CEO, "We need to start going out and holding peoples hands." So, that is when we start the mentoring program and now that we have, we are getting tremendous success. It is having somebody come out and do it the right way that is all.

Now, after the three-day mentorship, I want you to write this down, so you will know. There is a 90 day follow up period. 90 days is the follow up with you to make sure you are doing what you need to do. Hitting your goals, rehabbing the property, getting it sold, making sure we have buyers, putting it in the lease option buyer, if you are going to be buying it and holding it, that is up to you. But we will hold your hand, so there is three months of follow up to make sure your deals are getting done the right way.

Now, after the 90 days we do not go away, we are looking build life long relationships. So you will have access to your mentors through calls and emails and things, but it is that three-day period where we go out we get those thing done the right way. You have to do your homework, you got to get your company set up, do your homework, get the guide book done. And Cory and Ryan, they are going to show you how you do this and they will go through this with you, okay.

I am looking to build relationships for the rest of my life, so what that means is this. Here is how this works, because a lot of people say, "James I am —I want to go." I know, hold on. I got the mentors set up, they got a phone in their hand, you will get on the phone with them and you will book dates. If you do not know the dates, that is fine, you will go through that with them and I will help you. What that means is this. When you qualify for this three-day mentorship program and again it is three days, it is a 90-day follow up; we are looking to build a life long relationship. You are going to have access to this person, who is this?

Participants:

You.

James:

That is me. You are also going to have the access to my team. We are a team, we work together, you have access to Ryan, Cory, Tiffany. We work together. I got a young 25-year old girl and the back who is probably going to be a millionaire in the next five years. I got other successful guys, 27-year old Cory, we work with the best and you have any idea what it takes to work for this gentleman behind me, we have to have credentials.

00:35:02

We have to have success. So I am going to give you a team package, meaning we are available to you. Would that help?

Participants: Yes.

James: So mentor, buy some properties let us get some things done. Let us make some money. Your Trump challenge is how much on the first one?

Participants: 75.

James: Let me explain this, so on your first deal if we hit our goal and there are no questions about it, you will if you do your what?

Participants: Homework.

James: Homework. Because this right here this is a really good number and we can do this on bank owns, all the time, we can do them on all these other properties. I am going to teach you after lunch, this program right here is expensive. I am going to say that right upfront. It is coming from the best, Donald Trump; in fact, I think he should charge more. I really do. When we make this happen, this is a buy, this is a fix, this is a flip, when that happens, and I am going to make a promise if you listen it will, if you are coachable and trainable and you listen to everything we tell you to do it will, no guarantees you got to do your homework and you got to show up. On the first deal, this is what we are looking at that is a 100% ROI on your investment, when we make this happen right here. So there you go, because I know you were going to ask.

Now, I am looking to build life long relationship, what does that mean? I would like to help you, so everybody in this room knows I am a private money investor. Yes?

Participants: Yes.

James: Let us go. You are ready? So if you are interested in this and you interested in this and you want me to help you, no guarantees, it will get looked at, is this okay?

Participants: Yes.

James: Hello?

Participants: Yes!

James: That means you have to qualify for this program. Most of you would not; I love to have all of you. I really would and I can handle it, and it is just that—listen—you have got to qualify. What does that mean? If you are interested in this, when I am done here, because I have to go through a couple of more things and we are going to break for lunch. You will go see

Cory and Ryan, they will seat with you, it takes time to go through this. It is a life changing program and they will go over everything with you.

They come up to me and they say, "James I got somebody," that is all I need to know and then I will take it to the next level. But watch I need to know you are going to be successful. I was told that I cannot have a mentor come out to spend anytime with anybody who is going to jerk around. We are not interested. We are not interested in somebody who is not going to do their homework. Like this guy, he was retired and he was just looking to make some extra money during the retirement. He picked up a \$23,000.00 check on his first assignment deal and we show them how to do it with a thousand bucks. So that is pretty good and he was just looking to do something in retirement. There is his check, I cannot show you or talk about anything that does not need compliance with Trump's attorney. So this is all real stuff.

Next story, we cash the check for \$200,000.00. See guys at Donald Trump University \$200,000.00 on a deal is a reality I do not even get excited about that anymore, but that is a nice pay day would you agree?

Participants: Yes.

James: It is, and we are paid over closing clause, the buyer—you are mentoring turn the train wreck into a profit. See this right here train wreck. A lot of you were approaching me in my teams and you are bringing us your problems and you really do not really realize what you are doing, you have been doing in your whole life, you are concentrating on the problems. We do not do that here. He does want to hear your problem. I do not want to hear your problem. I want to what? Let us figure out the solution. So the train wrecks you had in your life before you showed up here yesterday morning, I cannot fix that. Does everybody understand this? Please say yes.

Participants: Yes.

James: Do not bring me your nightmares. I want to listen to your dream and I want to help you hit it and then we have a set of goal that is why we have to set a goal yesterday morning. Make sense?

Participants: Yes.

James: Okay. Most of you who walk out of here and you never look at that goal we set yesterday morning because you would have help. You will never look at it again and you will never hit it. We want you to, but the train wreck thing. Here is how that goes away. Having somebody to call, having somebody who is made multi millions of dollars and if this is that you are getting

into and let us face the fact you guys are getting into a huge money making business guys. There is a lot of money to be made. Don't your dare think you are going to be able to go out there and answer all the questions on your own. You are going to need a help in the beginning. The other thing is this, your wisdom cannot be taken one more step, one more step and it was a wild run, but I fear nothing from here and on. See this word "Fear," let me guys ask you a question. Listen to me, look right into my eyes. Be honest, we are getting comfortable with you, you guys feel comfortable with me?

Participants: Yes.

James: Good. I will welcome you into the—I treat you like family.

00:40:03

How many of you have a little fear right now about this stuff? Most of you, here is how the fear goes away, watch. Here is how the fear goes away. John, let me show you how to do it, watch what I will do and say what I say. Got it? Hello?

Participants: Yes.

James: Fear is gone because I am holding—it is okay we are going to get it done. I have done 400 of these things. Do not worry. About it. Does that make sense?

Participants: Yes.

James: Then there is no fear. The only reason you got fear is because you letting that voice in your head say "I do not know if I can do this." Stop it! Go shake that out! Go splash your face in the bathroom when we are done. You do need it, you are going to need a little help that is gets rid of the fear. That gets rid of that little voice saying, "Hey you cannot do this," and then you start listening to this voice that says, "I know you can, because you are worthy of it because now you have help." That is the voice you want to listen to. It was a wild ride of fear of nothing I have no idea how invaluable you two are.

Here is another one. After attending a wholesale retreat in September and field training in November, I used the techniques that thought, step by step exactly the way you presented them, to put together my first real estate utilizing owner financing to selling the property. Not only that I sell a piece of land for \$15,000.00 profit, I get almost 10% interests on it. Now, let me tell you the story real quick, we are almost done. I got a call one day a couple of years ago and I have been teaching and coaching and mentoring people on real estate and investment guys for years. You guys just have not heard of me before, because you have not been in the game. Now you are going to be in the game. You have been sitting in

the stands watching and you know the difference between sitting the stands and watching the game and actually being in the game right? Is actually just jumping in, it is getting in there. So I got to refer from somebody and he said, "Jim I got a friend of mine, he wants to get into real estate," I said, "Okay fine," because he was one of my students. And I said, "Well, give me a little information on this guy," and he goes, "Well, I am going to have you talk to him, he is ready to go. He knows the investment and he wants to do this the right way. He wants you to mentor him." I said, "Fine," so I called him up, we met at the Starbucks. We had a mocha cappuccino that day and we sat down and I went over everything with them. I said, "Hey, do you realize you have got some homework?" He said, "Yes," he said, "Barry told me everything that I needed to do." I said, "Okay, are you committed?" He said, "I have taken of the next thirty days from my job actually to do this," and his wife left him and he has got three daughters to provide for. He is a customers service agent at a company at Atlanta, making about \$25,000.00 a year. And I said, "Okay, are you ready to do this?" He said, "I am absolutely ready. I have been waiting for two years, just saving up and my buddy mentor does full time now." I said, "Okay fine, here is your homework, let us get started, just listen to everything I say." He said, "You got it," done.

Spend sometime with the kid and lot of success and he did everything I told him to do. I did not look for the grass that is greener, did not try to reinvent the wheel, he just listened. Well, long story short he is now a full time investor. He is doing very well. The reason I have this picture here is because of this, he calls me up and he says, "Hey, Jim I am giving you a call, I need some help," I said, "What do we got?" He goes, "No, no, I am thinking about—ready to buy my first new car." "And so, what do you need my help for, just go buy one." I said, "Hold on, is it within the 10%?" You see I always tell people, if you going to buy something, it should be 10 % of what you have 10% of—you know cash money available. Do not get the loan, why do you want to get a loan on a car? It is a depreciating liability; it is not even an asset, right? So I said, "Okay, fine what do you want to do?" He goes, "I got the money, it is 10%, no problem and I want a new car for my girls."

I said, "Okay, what do you want to go do? Why are you calling me?" He goes, "Well, I want you to help me pick it out," and I said that is pretty nice, "Sure, no problem." He goes, "I want one of the ones that you have." I said, "Oh, okay. Well, let me call the dealership and see what they got. He goes, "No, no. no, why do we not just go down there, why do we not just try them all out. I want you to help me pick one out." I said, "Hey that sounds like fun to me." So I called the dealership, I know the owners, Atlantic Classic Cars, you can look it up. And we went down there. We had to run in the place for the whole day. You know what I mean? I mean they let us take out the

gulf cart, drive it around. They let us try every make and model; we had a lot of fun. I mean we had a lot of fun, almost to hold a couple of cars, had a good time. I tried everyone out, I mean I am telling you, we tried everyone out, except for the McLaren they would not let drive the half million dollar, but at the end of the day, I got a phone call. Mr. Harris come out upfront, and I cam out front and my buddy here is like, "Hey, I think I found something." I am like, "Okay," and listen to me it is not the car.

The story is different listen. I said, "What is the deal? He goes, "Well, I think I found something here, can you kind of just sit inside the car with me for a second?" I said, "Sure." So we sat aside, then we got into the back seats and we sat there, I said, "Okay, what are we doing here, what is going on?"

00:45:04

I said, "Do you like this?" And he is like, "Yeah, I really do, but I want to make sure it is right for my girls." I said, "Yeah, well it is one of the best cars that has ever made, I tell you, it is plenty of room," and I said, "You pick one of the most expensive one, that is a lot." I said, "Do you think you deserve this? He goes, "It is not me, I think my daughters do." I said, "I do too, so what do you want to do? He goes, "Well, I just want to make sure that you think this is the right one." I said, "If you believe you have earned the right." You guys remember this?

Participants: Yes

James: If you believe you have earned the right to have this kind of vehicle for your daughter, go get the check. What are we waiting for? You are doing good. You are going to do better. He said, "Good I just wanted a confirmation from you." So we got out of the car, shook his hand. The point of the story is this, look it is not the car and nice car, whatever. What am I doing?

Participants: Holding.

James: I am still holding his hand, which means I showed up. That does not mean I am going to show up every time you want to go shopping.

[Laughter]

James: Here is what it means. We are committed. I have committed to this man for life. You come into this program if you qualify and I will show up. I will be there, I am a phone call away when you get an email from me, I want you to write this down. We are going to make a big proposal here, when you get an email from me it says "mentor for life" because that is how

serious I am. It does not mean I am going to show up, they might say, "Well, James said he is going to show up every time." No, I am available. Does this make sense? Please say yes.

Participants: Yes.

James: When you come into this mentoring program, you are going to have access to me, my team, and it says "mentor for life". I am around, I am not going anywhere. Two years, three years down the line, you have access to me. Is this okay?

Participants: Yes.

James: Hello?

Participants: Yes.

James: Your mentor will come and you will buy real estate for three days. I will not be there, they will be there. I will help negotiate price and terms on anything you find, if I need to I will and I will be there for you. And we are going to get it done the right way. Sometimes it is just a special stipulation we got to put that contract. Sometimes it is just a little sub number punching we did not do right that is all. And not every deal is going to go through; we want to make sure you do the right ones that is all.

So there you go, I want to help you, so I will help the mentor with you, pick the best price, pick the best terms, pick the best deal than we can get done right when?

Participant: Now.

James: And let us get this thing done. So here is your Trump Gold Elite Package that Mr. Trump put together and let me cover this. This comes with our mentor; you have Steve Gilpin or Mike Dooven. Steven is up to the plate first, just to say you know, okay and we will book dates for Steven and then you are going to have all these retreats, they are coming up in the next 90 days or less. You are going to do six phone coaching sessions and I am giving this to you because you are in New York. So I am going to throw you six phone coaching sessions as well. You will do three before the mentorship and three after. You will do your online training. We will get your LLC started, you are done. What does that mean James? You are done. Here write this down, I do not want any confusion. I want you to get up the full time investors, as quickly as possible some of you will. Most of you would not, but I have a 120-day action plan. Watch out how this works. You have a whole year to get to all these retreats. I am going to say that would be a very unintelligent thing to do. Get it done; you walk out of here tomorrow night. You have your homework, you

have your mentor guide book, you have your mentor coming, you have access to Harris, you have access to his team. Are you with me? Say yes.

Participants: Yes.

James: The next four months you get to all these retreats, we will get your company done, you do your online training, you could be up to full time investor, because that is exactly what we have people doing. From 19 to 72 years old we have people who do it full time now. So, no excuses, I do not care what your ages, I do not care what your background is, we teach a duplicatable system and model that you can use over and over again. Now, I am going to reiterate, you do not have to do all this a 120 days. I am telling you if you are motivated and aggressive, and assertive, and you want to keep this momentum going, you do it—the next 120 days, you get to all these, let us buy some real estate. Let us get this thing going. I am telling you, if you get the first one done, you are going to stop doing. You will have access to me, the mentor, the team, and I am ready to go. So when I say I am ready to go, I am ready, let us take a look at it. What do you have? Let us go over it, ready to go.

00:50:02

I also have access to 44 of the top private money investment groups in the country. So, there you go, so a lot of this stuff that you have to go out and do on your own will be alleviated, because do you realize how long it would take you to build trust and faith with hard money or private money, it gets that stuff going, months. You are going to need a little help. Are you with me? Please say yes.

Participants: Yes.

James: I want to help you, but I need committed people. Okay, so that is how that works. Any questions? I already gave it to you. If you guys were not sitting in this room when I went over that, I already gave it to you. So, if you want to know how much and you did not get it, why don't you go and talk to Cory and Ryan. So let me show you how this works. Cory and Ryan, everybody say Hi guys.

Participants: Hi guys.

James: They are going to have a list in the back. Everybody turn around; let me show you how I do this. Because you cannot come talk to me, they have to qualify you out first. They have a list right here; you are going to get on Cory's list or Ryan's list. They will not approach you. We do not need any of you. Donald does not need your money. It does not go to him, it goes to the University. So keep in mind it is not the money, it is getting the committed person. We need your story; we need

your success story, your testimonial to build the University. You will go get on Cory's list or Ryan's list. They will start sitting with people starting right now, up until tonight and all day tomorrow. It is first come first serve that is up to you. They will go over the program, the mentorship. They will get Steven Gilpin on the phone, you can get to know him, go over some dates. I am ready to go, if they come up to me and say. "James, I got somebody," then I will confirm that with them.

Sound good? That is how we do it and we are going to have a lot of people interested, so here is what we are going to do. We are going to break for lunch and we are going to do about 45-minute lunch. Cory and Ryan and even Tiffany they are available, you go sit with them. Let us get this done, and then I will see you back here at around 3? Does that make sense?

Participants: Yes.

James: Okay, so enjoy your lunch, go get on the list. Cory and Ryan, they will help you with that on the back and then I will see you back here around three, if you hear me, please say yes.

Participants: Yes.

James: Perfect.

00:52:28

FTF20090313a Harris Day2 Part 5 - 2nd-Close

James Harris: --with them he will go over dates with you okay so how this works is he will go over dates and you will you see if this works for you as far as the dates okay and I am going to need some help with this up here, okay. Can somebody maybe help me with this? Okay, so what you do is you going to call Steven I will get you on the phone with him he will go over some dates. And what that means is you are going to book some dates with him now the days will start going as the weekend goes on which is tonight and tomorrow.

In other words if you want Steven to come and spend three days with like in two weeks you got to book him. I do not even know who is available at this point okay because we have people booking dates right now. So if you want the me McClown in three weeks you got to talk to him I will put you on the phone with him. He is ready to go and we will do that right now okay I can also get maybe Mike Dubin on the phone, he is right now doing a mentorship with a couple. What happens is they come and spend three days with you okay now most are going to suggest getting to another retreats.

You all just read all this retreat on here guys, they are not going to give you two options here, okay. You got the wealth management, the quick term, the commercial to create a financing. Over the next 120 days because this perfect 120-day plan is to go full time so that means you get to all the retreats over the next four months have Steven Gilpin come out do your mentorship let us buy some properties. Let us do a deal. Let us do something you can do one, you can do two, you can do as many as you want, the problem will not be James where is the properties, the problem is which ones do I do now.

That is what the mentor is for I will negotiate price and terms on anything we find. Does that help? Hello? Yes, you are not going to be able to do it Steven and Mike Dubin can but if they have to call me, I am available. And I may say, "James they wanted me to call you let us just go over this and make sure that you could come that is all because we have got uncomfortable together" Yes? Okay good and I know because I got a lot of people to coming up to me and they say "James I want you to be my mentor" I will but I am not showing up. When I say mentor for life what that means is that you have access to me, you have access to me as far emails or phone calls things like that.

Let me show you something here real quick, okay. Okay and I am very, very committed. So here we go when you get an email from me just to get an idea and then I am going to go homework real quick, okay. What is going to happen is there is going to be something on the bottom of that email and I want you guys to know the commitment from Mr. Trump. He knows this. So because he knows I have this, I have to be committed alright now I am not saying I am going to respond to you within five seconds. All right, like the guy who said, "I will call you back in ten minutes." Okay you got to give me 24 hours all right but we will respond.

So watch how this works okay when you get an email from me on the bottom of it what happens is you are going to see this, does everybody see that what does it say right there? Come on, what does it say? Okay so that means I am not going anywhere. So here is what this means when you come into this family I am accessible. I am around five years down the line let us work together. Seven years down the line I am around I am not going anywhere real estate is my life. It is the only I do. [Laughs] I do not really know how to do much else, it is just that I am around so I have committed to the University I have committed to Mr. Trump.

Okay so the mentor comes for three days let us buy some stuff. Let us go with the right way and a lot of people of say, "James well I am going to go out and try it on my own." Are you out of your mind this is one of the toughest market you will ever see.

In a seller's market, it is simple but you see you want to be in a seller's market you want to be selling in the buyers market you want to be selling. So if we want to do the opposite so right when everybody is trying to sell we want to be buying, when everybody is going to buy we want to be selling. That is when we are going to sell our property.

So watch if we can get our hands on 10 or 15 or 20 this things they hold them everybody say, "Hold them"

Participant: Hold them.

James Harris: We show you how to hold them okay when the market turns you know you guys have not been really that highly effective here in the New York. I mean you never are but still the values have come down. We hold these things when the market turns you are going to make a fortune. You are going to make a small little fortune on each your property, okay. So we will do that as well. Now the Trump challenge is to buy fixed and flipper property and make how much 75 so you will see how open I am. Look at that Gold Package, there is your investment we do that first deal by fix and flip in the next 120 days or less and it can be done at any time. You got to do your homework. You have your investment back you made a 100% return on your money.

00:05:05

If you are going to borrow money from the bank of a credit card or three or four of credit cards or pick up your equity and your Hillock because I have got a couple of options to help you with to get this thing done. On the first deal ladies and gentleman, in your brand new real state carrier and enterprise with us you are in the black. "What is that mean?" You are profitable for the rest of your life on the first deal. You show me another business you can get into where you are profitable on the first transaction I would like to see it and I would love to see it. Okay we are not visiting were are not going in the business with you, we are training, educating, mentoring you so you can be in business for yourself, is this crystal clear?"

Participants: Yes.

Speaker: Because I have people who say, "James well wait a minute I have passed business partners and I kind to had a bad experience." No, no, no guys, we are your mentor. The investment is so Donald has a commitment because without the investment, he is not interested. He does not want anybody to go out and get into this mentoring program put a blog on the Internet because they did nothing and say, "Trump do not work." He is not interested in you, which we had that in the past. He does not want—he wants to keep the name, the brand, he does not want any negativity. Okay so that is why

he does not need the money. Listen to me, he does not need the money.

He wants the commitment he needs your story, okay. Maybe one day, he is going to have a money show. He might just talk about it, okay. We are actually looking for the next apprentice. Okay, is that kind of cool, "hello?"

Participants: Yes.

Speaker: Okay so there you go, there is your challenge, love to have you so here is how this works all right, you have a whole year to get to all the retreats. Get the mentor. Get out let us do a deal. Okay as far as being assessable, I am going to give you Team Package. You will have access to me, Ryan, Cory, Tiffany. She is really good to talk to plus she is you know better looking than us. And you will have access to all of us okay as far as when you find the deal any financing and the funding let me take a look at it, is that fair?

Come on talk to me guys, I am pretty much done for the day so let me take a look at it. No guarantees, but I make you a promise it will get looked at, okay. I will a lot of other people look it as well, okay. Usually somebody bites with no guarantees, you do not know, okay. Better to be looked at. Right there with that there is the value because without that having somebody to go to for the financing and the funding good luck. Okay you are going to have to spend weeks and months trying to set that up. Okay you are going to build trust we have already got the trust we built the comfortability right here okay we have that.

All right good we are going to set up your LLC which is right there you will get that done. You will call the Trump service this week, we will get that done, you will have the online training also what is not there is what I am throwing in because you guys are home turf. Six phone-couching sessions, you are going to get that done. Okay now there is a couple to other things I am going to give you as well, which I go through to tomorrow with preconstruction deals and lease options. I got systems for things so I will send you those systems, okay. I already gave one, okay. You are going to get that before you leave.

You got to get the letters and the handouts so you can send those letters and postcards. I showed you how to find all the properties, there is a system for that. You are going to build a list of all of those properties that you are going to go after once a what, once a month so there is your system for that tomorrow there is other things. So when you come into this family you are going to have access to all this stuff. Your homework here is how this works very quickly okay we have a couple of different types of things for homework so what will

happened is you get an email from me. And that email in it contains several things.

I want you to write this down because you will go to have questions and we are sitting with you okay you are going to have a three-day mentor guidebook. So in this guidebook right here, you guys see that? we have everything set up that you are going to do to prepare yourself for the mentorship. Look up here right here see that? So we have got number one preliminary action, okay and this is what you want to start setting up. But what we have here is guidebook and without this, you are going to be kind of out in the wind you do not know what to do. So number one preliminary action items things you have to get set up, preparation you got to confirm the dates with the mentor it is going to be Steven Gilpin or Mike Dubin.

Okay you are going to find a local investor group. You got a lot of stuff to do. Your financials, you got to set that up. Remember I told you need a personal of, "What statement?" Personal financial statement, you got to set that up, okay. You can do some other things starting your business. We are going to create your LLC.

00:10:03

You are going to look for some deals, you are going to have this offer. So you got everything here guys look this is very extensive. Look at this you have got goals things you are going to write down you are going to find your neighborhoods low income, middle income, high income. Okay you are going to have affirmation that you are going to start doing. We got some testimonials in here okay. Here is a the mentorship training over you finding neighborhoods. We are going to do internet research, property analysis, finding deals. We write the contracts for you. Does everybody understand this please say yes?

Participants:

Yes.

Speaker:

Okay, financing techniques, your exit strategies, okay. You got to have an exit strategy before you do your entry strategy financing everything. We will go over the LT—look at this, it is very extensive and we have this all set up for you to get through. Now there is some other homework, you got to get that, I will email that to you. Here is your pre-arrival homework that is have set up specifically for this area. Because you guys live in a very unique market in the kind of the world right you live in the New York City Tri-State areas booming. Okay so you have some pretty rival homework here what you will do is you go to this and prepare yourself with the three-day mentorship so you are actually buying something.

Okay so here is pre-arrival homework and on the bottom it has my name and everything, I put this together for everybody there it is okay. All right so there are other things here and I am not going to go through the whole thing because I only want to go over with the people who are really serious, okay. All right so you got all this stuff set up okay it does not take a long time. I want to give you an idea of what you are looking at. I want you to write down two to three week's equals homework that you are going to get done. I have another set of homework too I just want to let you know I have everything set up here it is right here.

So how this works is this you are ready to keep the momentum going we want to get your investment back as quickly as possible. One property buy fix and flip what is the challenge and how much 75 let us find and hold the couple, all right. Let us get this thing go in the right way, okay. 120 days your full time, the only reason it will not be is because you are lazy, okay. That is it, do not get mad at me. The only reason you will not be is because you will not do the work. Okay and I do not take any excuses because I did the work.

All right so we got everything set up. Okay so here is how this works, there is a lot of options that we can cover with you as far as getting this done and getting you in what I like to do right now is just cover any questions. And then what we are going to do is if you are ready to go you are going to come and talk to Ryan and Cory and me and we will get all done, okay. We will get you all set up because tomorrow we are going to be very busy. Now tomorrow, I speak until about lunch and then I am done. But let me cover any questions, any questions on anything? Anybody have a question go ahead.

Participant: (Inaudible).

Speaker: Well your ounce of success going out there and trying it on your own right now are going to be minimal so without having a mentor or having something else to go to after this it is going to be very hard for you. If you have us helping you, there are a lot of things we can do, lot of things we can do. And against you skipping that first deal done, you are not going to be broke listen to me stop saying that, that is a negative term you know that you are talking about NOP right there right. Okay we are not broke, "does everybody understand this please say yes?"

Participants: Yes.

Speaker: You have one of the most powerful things that you could ever use which is what, you better believe it. Do you guys realize how much money there is out there right now to be made, it is disgusting. This business right now the money that can be made is absolutely disgusting. The reason I used that term is because I just laugh when I see people not getting into real

state right now it is unbelievable more money for me. But I would like to share it with you, but you are not broke without us you might be broke.

Participant: (Inaudible)

Speaker: Watch and listen can you make yourself available for two to four hours a week?

Participant: (Inaudible)

Speaker: Done.

Participant: (Inaudible)

Speaker: That is all you need to work on each deal to get it done. Each deal takes a couple of hours, couple of phone calls, couple of faxes, writing then a contract, making them an offer, looking at the property.

00:15:03

It does not take a lot of time guys. It is basically after you make an offer you never talk to the people until the closing. A couple hours here and there and I know you got kids and a family so do I. Hey listen, there is something called time management and there is a plan that we are going to put you on to get your time management in place if you can put together two to four hours a week guess what, you can do a deal or you can do one to four deals a month.

Participant: (Inaudible)

Speaker: You are going to schedule that at will. You have a whole year to get to them and if you cannot get to them within a year something is wrong. If you are with us, we will put together a schedule for you that works for you and your family, absolutely. Also I want to add this, if you are going to come with a second person, you guys know that you can? Just so you know so you can do this with your husband, your spouse, your son, your daughter if you have children you let Steven Gilpin know that you have like two or three people with you and we do not have a problem with that. Okay if you have a partner, no problem.

Participant: (Inaudible)

James Harris: They all come to New York, yes we hold them in New York, Orlando we are going to go over that with you one on one that is what I want to do. We got the schedule every month they all come up every month New York, Orlando, Vegas, California okay maybe you want to go to Vegas and hang out there. But they all come here see originally when we started doing this Donald Trump held everything here people have the flying from

around by the way we have people who come in from around the world to work with Trump.

And they had to all come to New York now we come to you so we hold them major metropolis here in City's so everybody can get to them but they all come here you guys are lucky.

Participant: (Inaudible)

Speaker: You have got it no the retreats you are going to go once and you got to go to with the but this thing come to as many times you want those retreats you going to and you are going to get. Now special circumstances you need to talk to me. Yes, maybe I could if I have. Look you got to in it is remember each retreat your focusing on just that one topic creative financing for three days. Quick term real states for three days or wealth management, when you are in wealth management after you will JJ for three days, you are done. You are all set up.

Participant: (Inaudible)

Speaker: You got to keep in touch with us.

Participant: (Inaudible)

Speaker: Yes.

Participant: (Inaudible)

Speaker: Yes, you are going to have the access to the Trump University to us mentor. Remember, I am your mentor for life I will get back to you I have a staff of people kids, what else?

Participant: (Inaudible)

Speaker: No, it is just the Gold. Yes, there are two options and the two options if you are serious and you are ready, you got to come and sit with me Cory and Ryan right now we are going go over that. Okay, all right good here is what we are going to do, I am going to the back I am pretty much done if you guys want to sit with Cory and Ryan they are going to qualify you out, let us get this done. I know it is getting a little late but, let us get it done because tomorrow we are going to be really busy. We have all ready had people go home to commit to come back and do the all. Why do not we do this I am going to get my stuff I will be in the back, and Ryan and Cory you guys ready?

Participant: Yes.

Speaker: Go see Ryan and Cory. They will sit with you and do a five-minute one-on-one that is all we need. We will go over everything. They will come up to me and they will say, "James they are ready to go" and then I will come in to congratulate

you make sure you are committed and at that point, we do not shake hands you get a hug. Because then you were in the family when you are in the family guess what everything changes by the way once you come in to the family you do not have to ask anymore questions tomorrow, you are done. I am going to set you all up starting immediately tomorrow.

You will sit in my little inner millionaire and I am going to take of you. I got things to email you and systems to get you started right away. Cool, okay, we are here, we are not going anywhere I got Cory, Ryan, Tiffany, we are here for you Noah, and myself. I will even sit with you and get you done if you are ready to go. Okay otherwise tomorrow morning bright and early 8:15 am.

Participant: (Inaudible)

Speaker: Yes Ryan.

00:20:00

[Cross talk - 00:20:00-00:24:29]

00:24:29 - End

Exhibit H2

Date: 2-27-09 thru 3-1-09
Event: Fast Track to Foreclosure Training
Event code: RTRFTF20090227A
 Location: Dallas, TX
Instructor: Jim Fletcher
Staff: Chris Goff, Mike Hinson and Susan Morrison

Final Sales Synopsis
Attended Training: 46
Sold: 3
Revenue Collected: \$61,000
% of Revenue Collected: 87%
Conversion: 7%
Revenue per attendee: \$1,326.09
Payments to collect: \$8,995
Pendings to collect: \$69,990

absolutely great way to make money in this business. If I had to do it all over again, I would have added more of these terms, lease option, lien contracts than what I was doing. Only because the reason I did not, it was not explained to me well enough. It was not—I did not have the confidence and so but if I had to do over again if there was a training like this, remember when I first started 1990, we did not have anything like this. It was—you wait for a seminar like this, but that was it.

You do not need to take any notes at all. You can sit back and you can relax. You do not have to take any notes. In fact, we will give you a handout to share with you. So this ladies and gentlemen, all of these retreats are resolved up (Inaudible) piece you look and I think (Inaudible) even butt this up a little bit of a it ago, (Inaudible) yesterday. Is there any class for a certain type? Is there any classes and I will not say what you were asking about but so many different types of investors. And I say, "Well, Trump does have a variety of different ones. The one I think you were talking about," so as a result of students like you and that is how it gets done. So when I turn that in we will see if something like that appears so that (Inaudible) retreat.

Wealth preservation retreat is done by a gentleman named JJ Childers. This is for those of you and someone said to me when I first started that it is not how much money you make, it is how much money you keep in terms of taxes. At the wealth preservation retreat you are going (Inaudible) not only keep yourself (Inaudible) pass it along properly but also how to keep the money that you do make. And by the way as (Inaudible) you moving forward. Does anybody heard about that? Okay, so we are scrambling right now, making sure you understand what the ramifications are of those who make a lot of money. You guys, moving forward, we are going to start making a lot of money right now and we are going to be hit with a little bit more. How do you go about changing the playing field? You can reduce your tax liability. That is what the wealth preservation retreat is about.

Trump University, LLC Formation Service, this is a new (Inaudible) right here. This is something that everybody has to get done, since part of the entire package. The LLC Formation, is it possible that later on you want to get a C-Corp or learn about the partnership? Sure, but right now we need you to get you (Inaudible). We need to get an LLC going and the Trump University LLC Formation Service is as quick as what somebody was describing yesterday that you fill in some forms, figure out a name, get the formation going.

00:10:10

And then I am going to let Chris just talk a few moments about this, because I could not do it really sort of as Chris could but this is the quick term. That is it connotates, quick term. What does it mean? You get in. You get out and then what? You get paid. That is right, so quick term real estate profits is three of these. Would you mind, for just a couple of minutes here, about the three-day seminar?

Speaker: This whole business is about no money, no credit. How do you make money with no money, no credit? This is the longevity of your career, because if you buy bank owned properties what are you going to do with it once you buy it. And once you learn these techniques, you will never ever rent a house out again, because that would be fool. Unless you just absolutely do not want to sell it, but when I go over five (Inaudible) debt, it is a very structured program. All we talk about is those five techniques. We do not talk about anything else. It is five (Inaudible) personal place that we do it. (Inaudible).

Because a lot of people do not have any money to buy (Inaudible), right?

Participants: Right.

Speaker: So, what do you do and this (Inaudible) real estate (Inaudible) some form, shape or another, this is how we got started. We did not have money to go buy real estate. This is the retreat for you. This is what is going to get out and all of our quick and mostly my quick turn deals are right here in the State of Texas. So it is a perfect place to do all the quick turn (Inaudible) lease option, I presented, (Inaudible) on that. (Inaudible) individual when people file (Inaudible).

Jim: It is and—Yes, he is the man on that (Inaudible). Oh, by the way, may add that there will be going to be several questions. Would you hold up on the question, just for a little bit and let us get through so that some of you can go on to lunch and then I promise you I will stick around and going through these questions, but yes he is going to be the instructor for all three days on that. And that is called the quick term real estate profits retreat. Notice what these are, retreats. These are advanced classes, specific to a certain area and it is best for an all round real estate investor. When you are able to get to all of this year, most students to do? But surprisingly, I am actually surprised at this that most of the students who—they end up going to all of them and including the three-day in-person field mentoring. Now, that is where I come in. This ladies and gentlemen is something that I promise you, will change your lives, because mentoring, we all know what the root word to mentor is. We also have coaching, you also have help (Inaudible) or ways but lure a mentor is someone who (Inaudible) all that you do when it comes to real estate hard core making money in this business.

Now let me set this up. I just gave you some items to consider, because everyone of you here are different. And it is going to be customized. It is the most exclusive training in the world by the biggest name in real estate. It is somewhat like your training. It will lure you. So in other words, you will come to me. It is does not help you to come to me, where I live and just follow me. What is going to help you is I am going to be come where you live. Now, Maryanne, I am going to actually to your house and you actually got to feed me and I eat a lot. By the way Maryanne, I am just joking. I do not stay at your house by the way. I stay separately and I actually come to your area. And I before I even come to your area, we actually going to do a lot of pre-homework. There are a lot of things to consider, a lot of things for you, and I got to find out more about you. A lot of (Inaudible) I do is that I have to get to know you so I could figure out essentially, what are (Inaudible) not only your objectives about your strategies and tactics. If you have objectives and it is smart, specific, measurable, attainable, realistic, timely. You are going to make \$250,000.00 by the end of the year and you want to do it through assignments and flips, plus maybe some terms. They are smart and now we need a strategy. If objective answers "what," strategy answers "why," tactics answers "how."

So I cannot put together, help me with the tactics until we figure out the strategy. And a lot of that has to be (Inaudible) up, before we ever get together. Because it make sense when you show up and (Inaudible), that, because a lot of us, by phone and via email. And so before I arrive now there is a number of things to consider, someone at the Trump University office believe that it is best to go see Chris first and do some of the other retreats, before you see me. I happen to have a different philosophy. If I am going to be a mentor or your overseer, the Yoda, the guy who is going to really be the nuts and bolts of how you are going to make money even though when you go to these classes you are going to find all kinds of different ways.

00:15:34

But when it comes to (Inaudible) the road. Am I the one that is actually going to be helping you sift through all that stuff? Sure. I think you ought to see me first, personally. And then when you go to the others classes and see Chris. They even say, "Jim, guess what, I am excited. I just saw Chris. (Inaudible) here is what he said ABC..." "Wonderful, great!" We need to put that in the overall plan because ultimately we got to have a plan specifically for you and so as we go down you choose the dates, time, and focus. My preference is that you do it sooner rather than later. That is my preference. It does not have to, be because some of you, when you enroll you are going—you have other things going on and you have to lay

it to a little bit later that is fine too. But I am saying—I am suggesting to you within the next two to six weeks we have our mentorship. Two to six weeks, that would be not for all, but there is a lot of work in between.

It is extraordinarily effective, simple things and practical, you will be part of a new group. Now, when I say these are just a list of items (Inaudible) do not say, "This is what I ever wanted to do," no. I need to put something to show you that we all are going to take action. Theory, they are going to convert to action and so for example, we will obviously visit properties, I mean that is a lay down. We are physically going to see properties and guess what ladies and gentleman? We are physically going to make offers. And you are physically going to present them. And you are physically going to have a seller say "yes" or "no."

I just got an email from a student that was just trained and he has gotten accepted. Guess what the next word was? Now what? You are exactly right; you do not (Inaudible) right. So we are going to talk to sellers, right offers. What is my belief on this? Always lead to what? To the offer. So everything else is noise, but (Inaudible) you have to consider, so we got to get to the offer.

Now, your end goal is we have got to sell. There are lots of investors can buy, very few can sell. So it is one thing to buy and yes we will buy them, but we got to sell them even in today's market. We got to be unique, distinctive, we have got to make this thing—we got to compete against all the other properties at of the same value. If your property is \$200,000.00 and there are 7 other \$200,000.00 to choose from, you got to be able to be the one that they want and pick and choose, because otherwise what are you left with? An asset where you are making payments and new you ended up having a rent. Every time I hear investor says they went to me, they cannot sell. Selling is a key component to this. We might go to Home Depot. I used to do this many years ago, but I am going to tell you what. You go to the Home Depot, what can you do? You look in the way of toilets, so I am going to put that one in my house and jot it down and you are going to have a materials list. We do not need to do that because our time together is only three days, we need to make the most use of it so we need to be in the field.

Complete pre-assignments; build your team, visit Courthouse. My preference is that we do the three days during the week, as supposed to weekend, so that we can go visit the Courthouse. Now, a lot of that is going online so you do not need—but I would like to share you some of the fundamentals. We do not have to do that again. Negotiate (Inaudible) find money for your deals. Now, this ladies and gentlemen, finding money for your deals and I am going to my home on this one. This is the

only time I will tutor. I am a master at finding money. In fact, I am at the position now, and I hope you truly get this position, where you make enough money and you can start becoming a lender to other investors. I am a hard money lender. I lend to people in my area only, but I know how money—I know how to find money. I know how you can find money, unlimited money. In fact, one of the goals I am going to have for you by the end of the year is that you (Inaudible) five (Inaudible) of credit line by the end of the year.

Each one of this year has revenue to get a \$5 million credit line by the end of the year. Let me share this with you. I do not have to leave this hotel. I do not know anybody here and I could get a million dollar credit line not leaving the hotel.

00:20:00

I developed a \$100 Million credit line, just by asking others for money. How many of you would like to develop a credit line, at least 5 Million? We will get to 100—well you are right. It was the hardest thing for me (Inaudible) ask people for money. I thought people with money would appear. I was down here and I had to beg. No, people with money need me. People with money need my services. Where else are they going to put it, stock market? I do not think so. Perhaps real estate, well it depends. So let us get you to a point that perhaps you can become a lender. Let us get you to a point to where you could put the only limited money, because that is another reason why beginners do not make offers, they forget, they forget—they (Inaudible) they find money first and then make the offer. Well, that is reverse. You eliminate the offer first and sort that later.

Get to the offer. I will teach you the money component of finding the money. By the way incidentally about 20% of the people I trained over the years already have money. So their objective is not to find money, their objective is to do other things. Some of you here are sitting already on a million dollars. Now, some of you are looking around who is that? Who exactly is that? But you see, I identify it with you because (Inaudible) different level with a (Inaudible) some things that you may not have considered in addition to all this. So when we say time to listen to action, I am the one who is going to be talking with you. I am the one who is going to be sharing with you, giving you instruction, guiding you all this year and next year. Now, here is the thing I need for you to understand. This is not a three-day en route. This is a long-term, lifetime commitment. I have people all trained in the early 90's who still consult with me.

One time, this is a one time for him obviously but who still call me, depend on me and I make lifetime friends. In fact, I am going to put Chris on the spot and he can say this if he wants

How many people here said that you are already in business? You already have a business; let me see your show of hands. May I ask you a question is \$49,000.00 a lot to start a business? Let me just ask you that bluntly.

00:25:05

No, it is not. But ultimately, is it a lot of money? Do not ever think that has come to my mouth that \$49,000.00 is a lot of money. Now, my perspective is different. My perspective is, it is not a lot but when I put myself in the position of a new person, it is a lot. However, one of the things I want you to consider is come in now do not be involved. Is there a difference between involvement and commitment? What is the difference between involvement and commitment? Gordon look at your breakfast in the morning. Your eggs or your bacon, right? You know—you heard this one, right? The chicken is involved, but the pig was committed. So there is a difference between involvement commitment. Ask for CPA with regards to is this deductible? Is this class deductible? Where you are in right now, absolutely. World-class reputation, highest education training, skill development, company, industry that is when yourself, more gravely and serious about your success, I know I am.

I take this seriously. I really do. Even though I have some fun upfront and do not give me all night. We will have fun when we get together in our future together but I am serious about this, because I know you are only a deal or two away anyway, I know that. And I know that once you get hold of him, everything else is gravy. And well, if that is the case then once you get to that mark, I promise you, you will come down to visit me in Orlando and Disney. You can come down to visit (Inaudible) the grand tour and we are going to be life long friends. All right, here is one of the perspective, you go ahead to get your—and to do set up in any way. This is for those of you when you go to see JJ Childers for the wealth preservation and talk about your taxes. That is by itself what is weight in gold because your taxes is a huge component even if did only mean \$50,000.00 but yet you have income and you have a job or profession. That by itself should be something or reason for you to go so you can reduce your taxes.

I tried to prepare contracts. I am going to give you all that the mentoring. Let me ask you this. How do you find guys like us? Are we in the phonebook? It is through guys like Donald Trump. He had to figure out, look, how am I going to provide students who request this? How am I going to provide this? I got to seek him out. So we got to seek out guys so we have to also agree because we can also think about. Yes, you guys are going to be with us but we got to be with you. And so we got to get together. Do you like me? Do I like you? So far, it is not I do not like, of course. But at the same time it is a

Exhibit H3

FINAL Event Synopsis Overview

New York (November 3rd-November 6th)

Total Numbers for PFF New York (team 1):

Speakers: Steve Goff

Team: Gillian Birnie, Michael Hinson, Christy Duckett, Cory Lignell

Attended: 486

Sold Full Price: 44 @ \$1495 = \$65,780

Close: 9%

Gold Marketing Tickets: 26% (% of attendees)128 tickets

Internet Tickets: 15% (% of attendees)72 tickets

SEM_PFF-20081103f

Doubletree JFK Airport

Attended: 51

Sold Full Price: 8

Close: 16 %

Note: Poor audio quality, the speaker is far away from the recorder so it was hard to hear.

Steve: ...creating property taxes, insurance, make a monthly payments and hope – but I was thought means to sell the property before you have to buy. You know it make a lot of more sense? If we invested this in your (Inaudible) what happen to you if cannot sell it for 60 days. I am going to give you one cost where you can lately backup. Now, I am ready into the buying of house that you figure you cannot sell, okay. I want to teach you guys, it is totally confidential. Or we are not buying houses in this market and hope we can sell or we are going to sell it before we buy. Let me ask you guys a question, those of you that have a car loan or have a car and you have bank car loan, can you save you car?

Participants: Yes.

Steve: Yes, can you drive it?

Participants: Yes.

Steve: How can you do all that, you do not have any (Inaudible) for the car? You guys called equitable title and it is the same thing in real estate, as long it has a sign contract to buy a piece of car, I have equitable title, I can turn around and sell it without owning it. So that is whole selling. The next technique is lease option or lease purchase. Have you guys familiar with this term. Hello?

Participants: Yes.

Steve: You guys are brought it up for me this talking here.

Participants: Yes.

Steve: The way I am telling this, are you guys aware with this?

Participants: Yes.

Steve: And this is our huge technique for my perspective because it is terrible right now, is it not? You got to

sell the title that cannot sell. You got hours after that cannot buy. I am going to show you how to put the two together when we get reach in the process.

Now, the least on basic business as huge you have retail washers and dyers, furniture, 30% to 35% of all the car sells there that are sold from the (Inaudible) leasing programs. Where you take a down payment, you make pay monthly payment, and you have an option to buy a car or just give that to the dealership. Guys, you ever heard of this?

Participants: Yes.

Steve: Yes, at least to own commercial property and believe it or not, a lot of airplanes are sold, leased with an option to buy. So, we are going to do the same thing with real estate. We are going to work with the houses for rent. I call in all houses for rent and all the vacant houses that separate you from all the competition.

So when you see side where you guys have more sellers and you start when you guys need more buyers and I am going to call in a house for rent, this what I am going to say, "Hi, this is Steve! I am calling about the house for rent. Let me ask you a few question. If I can guarantee your rent for the next three to five years and take care all the cost of repairs, pay you on the first the month with no hustle for you, would you lease your property with an option to buy?" And technically, 30% to 35% of people will say, "Well, yes. I love that three to five years guarantee grant. I wish I have anything in the first month. I wish I can have anything these cost of repairs."

So, let us take the \$400,000.00 house, I am going to sell it as exactly what you want. I am not even to negotiate. I will give you \$400,000.00 and let us say, you can give one on money down lease payment of \$2000.00 a month and you are going to lease your property with an option to buy it for three years. I am going to sign the contracts, Steve Goff and/or sign to give ourselves 60 days to close.

Once I signed the contract, I have equitable time that I can turn around to sell it without owning it. The next

day that I am going to put this ad in the paper, no thanks (ph), no credit check, low down, low monthly payments, you (Inaudible)?

Participants: Yes.

Steve: It is going to be real on the hook because in real estate, person to person to serve more students, every mortgage that we have owning is about 40% in the market, you cannot qualify for bank loan. And that numbers are getting higher and higher and those foreclosures rather than (Inaudible) the rules.

Though the house is worth \$400,000.00, I am going to raise it at least 10% and sell it for \$440,000.00. Now, those of you who set in the rules (Inaudible), if the house itself were \$400,000.00 how can more of you sell it for \$440,000.00. Who is going to sell the house?

Participants: Firms.

Steve: Firms, very good. Nancy, very good. Did you guys know this when you buy a \$400,000.00 house, if you take it for 30 years, you got to pay a million due for it. Did you know that? That could make an \$800,000.00 in interest off for use. What is the different between \$400,000.00 and \$440,000.00 if you are going to pay million to you before anyway?

So, I am going to sell it for \$440,000.00 and let us say a \$15,000.00 down, any buyer should pay at least for \$2500.00 a month, and I will put you on a two-year term. I got a three-year term with you sellers only to buy it for the two-year term because if you cannot buy it within two years, I (Inaudible) and do something in the property.

Now, there are three profit centers here. Now, the first profit center is then with a (Inaudible) as a down payment, which is how much? Zero? Any buyers just gave me in how much down? \$50,000.00 up front are property we do not even own. How many of you would like to make \$50,000.00 on a property that was part of you? The second part, I am saying is the difference in the monthly payments. I tell you, you sell how much per month?

Participants: \$3000.00

Steve: \$3000.00, any buyers paying you how much?

Participants: \$45000.00.

Steve: \$45,000.00, so they are making \$500.00 a month plus the cash flow to the property they do not even own. Let us have a (Inaudible) clean over your credit and now you can get a bank loan, let us look at this. You are buying at \$440,000.00 and you put it down \$15,000.00 to only \$425,000.00. Anybody with me?

00:05:07

Participants: Yes.

Steve: I got an option to buy for \$400,000.00 so I am going to exercise my option to buy from these sellers, at the same time, your buyers exercise your option to buy it from me. I am going to make it another \$25,000.00, I made \$15,000.00 up front, I make \$500.00 a month deposit cash flow in two years so that is \$12,000.00. I made \$52,000.00 on the house I do not even own. Is that powerful?

Folks, how many of these deals when gave you and go up there and tell all the sellers will give exactly what they want to sell this price and you can work with 40% to 50% on the market after the realtors that you work with, and the bank's loan work with because their credit is not very good. Here is the biggest misconception in your raise. Just you guys, someone does not have any credit, it does not mean they do not have any money. Is that makes sense?

Participants: Yes.

Steve: Okay. Now, let us say your buyers cannot buy in the two years you have three options. Option number one, if you guys paid me on time to took care of the house I can give you another year, of course when they charge you more money down because the \$15,000.00 they gave you down is for two years and now you want it first year. Forty buyers (Inaudible) and I will bring

another buyer with another \$15,000.00 down in the property you do not even own or let us say that this house selling for \$400,000.00 in two years ago in Jamaica is now on \$525,000.00. Is that possible?

Participants: Yes.

Steve: Sir, the market is going to go back up. You can sell the property for cash even though you do not even own with an option to buy it, like a stock option. So I put this ad to paper, owner, motivated, house for \$525,000.00 asking \$475,000.00. If I could sell it at \$475,000.00 I have an option to buy it for \$400,000.00, I am going to make another \$75,000.00 on a property you do not even own. Once you learn these techniques, why would you ever done with that?

Now, anybody came with open minds here. You can buy any assets that you want in United State, any house. If the seller picks the sales price, you pick the terms so that all the for seller wants to, "Hi, this is (Inaudible) calling by a proprietor sales in 8 minutes." How would you asking him for you property? Let us say \$400,000.00 that is almost fall thereby – if I could pay you all cash and close quickly, what is the least amount it should take if they come back and say \$400,000.00. That is almost closed up by – that sounds kind of a high. Is that the best you can do?" "Yes, I will not take it any less." "Are you going to get some seller that are motivate on the sale price?" "You bet." "Wow, I will give you \$400,000.00, no money down and 5% interest." If you guys could buy a \$400,000.00 house, no money down and 5% interest, no banks, there is no money in credit report that he put a good deal, all day long.

So if the seller case is the sells price, you take the terms. If the seller takes the terms, you pick the seller's prices. If they say, "Steve, I want \$10,000.00 down and 8% interest." "If I do not give you \$10,000.00 down 8% interest but I am not paying you \$400,000.00 I will give you \$325,000.00." The seller case to terms, you pick the sell price. If the seller picks the seller price and in terms, they are not motivated, what I want you to do is put for a 30-day

fall and call on the 30 days because there is only one thing that is going to change their mind. What is that?

Participants: Nobody wants to buy it.

Steve: Nobody has to buy it, very good. Time, people search for stand these changes every single day. One of the questions I was asked the seller is I do not even try to save your house. If they say they, "Hey, I can stay with the phone." They are not being motivated, they say nine months they are going to be a lot more motivated. So I am going to call this seller in 30 days, I am going to say, "Hi, this is Steve. I call you in 30 days, is your property is still available or right still available there for minute?" "Well, yes still do folks." "Well, 30 days because you want it \$400,000.00, what is the price today?" "Well, I am going to pay on the dated or you can do something with it, either I take \$325,000.00 for it."

I want you guys write something down here. I will not buy a property unless I get paid the day I buy it. I just gave you two techniques I got 20 that I know. The first you will make \$40,000.00 up front, no money, no credit and even own it. The second one we make \$15,000.00 up front no money, no credit they even own it, 99% of all the trade actions you got a buyer, seller, big realtor and extra company and the buyer get you big down payment to close and they thought out of stock and paid more like this. When I am going to closing, I pick up a check every single time. And I am lot smarter? Well, two other things or so?

Participants: Yes.

Steve: Let me ask you a question let say (Inaudible) \$40,000.00 a year with your job and it cost \$40,000.00 to buy one property in time. I am going to ask to say goodbye. One, I mean how is this going to buy if you cannot come any money down and they should be check in your hands on, so that is the key right there.

00:10:02

Let us begin to the foreclosure program because I know you guys do not work and not take money foreclosure. Just a few ground rules, you turn sale close off in a week 40 and if you will take the time to write down your questions. I will take the time to answer that in the seminar but I have only got 90 minutes to explain you guys how to put over 200 house about (Inaudible). Are you guys better?

Participants: Yes.

Steve: That is hard. How I guess you are tonight?

Participants: Take money.

Steve: Take money?

Participants: Learn.

Steve: Learn, very good. A lot of people will not say that. Now, here is the seven foreclose strategies that we are going to learn. Number one, understand the phase of foreclosure. Number two, find your foreclosure investing on maturities. Number three, help (Inaudible) home owners. Number four, who pay your credit for investing. Number five, evaluate further deals. Number six, know your extra strategy. Number seven, set your goals and get started.

Now, here is the deal we are going work on the Trump building in order for you to better great (Inaudible) you bought this for \$1.3 million, it was a foreclosure and now it says, to maybe over \$400 million dollar, not a bad to buy. And there was a little bit closer of shot for me with that purpose a lot specs this town and I have had a job since 1996. I went from that to move in here in New York City happy on the bus, in the subway, find a lot of people in Wall Street and go down to Donald Trump and he ask favor. And like I said, ever since I worked my first way back in 1996, (Muffled). (Inaudible) I guess Donald Trump is?

Participants: Yes.

Steve: Three of on me? Donald asked me to (Inaudible) this company when the Trump organization calls me, I

want to make sure they are the in interest in this company doing well because sometimes this sell would make that. He actually owns this company, we are based in the Trump building, believe it or not you cannot tell the money in this company. Anybody ask you a price?

Participants: Yes.

Steve: You know Ms. Universe Christina was the real estate education. Donald start this company way back in month of May 2005 away, (Inaudible) the entrepreneurs, she is only 62 years old right now and real estate – in America has been very good to her and (Inaudible) why we want you to be rich. Do you understand the core and the risk that you get buyer and buyer in life? So that is one way that we are trying in the country right now and try to educate people how to make money in this market.

A little about my self that is the hard part as you all like this 140 over time divorced. I grew up in North Virginia and Texas. I just got a place in Nashville. I have been in real estate for over 12 years. I flip well over 200 bills and I vanished millions of dollars in real estate. Do you guys know 76% of all here result real estate, do you know that? You got any rich neighbors or family members that you are going to dig into their portfolio and they probably own real estate or own business? So, why real estate, because it works, it is all in the end which stands for?

Participants: Other peoples' money.

Steve: Others' peoples money and the power of leverage, best way with many retirement goals and foreclosures to make it easier. My students, like I was telling Peter, our students are buying property for \$0.55 or \$0.65 on the dollar because when the bank takes that on a property, it is an asset or liability?

Participants: Liability.

Steve: Liability, when buyer and people do not understand, is it the bank takes back the property for a half a million they cannot loan that three times, it is not enough, in

credit cards, car loans, or bank loans plus bank have to be liquid. So I want you think about this, for every dollar the bank takes back, they cannot go on \$3.00. And how do banks make money?

Participants: By loaning money.

Steve: By loaning money, very good. Nancy and folks, I cannot predict the future but I have been willing to bet – let us say we all own the bank. I will think November and December would be a great opportunity to give this houses pretty chance because if they are (Inaudible) on the bank, I do not want to carry all those bank rules on to 2009 books. Would you guys?

Participants: No.

Steve: So I have been willing to bet if the banks will be willing to get rid of these foreclosures. It is pretty cheap right now, so I have to carry those bad loans on 2009.

Now, in those case doubles in barriers every ten years so people are on a property \$400,000.00 to sell for \$200,000.00 that is a \$100,000.00 on profit. So 100% return with leverage that we have in this even better. Let us take the same \$100,000.00 property, put \$20,000.00 down, you finance (Inaudible), sell it for \$200,000.00, that is another \$100,000.00 in all the profit. There would be a 900% return with foreclosures that we have it is even better.

Let us see if you get a real good deal with the bank, we get from \$15,000.00, we put down \$10,000.00, we find it is \$40,000.00 that is \$200,000.00 sales price, sold it to \$200,000.00 and be \$50,000.00 on all the profit. This time, it takes a lot. (Laughs). Do not laugh at the sale price (Inaudible) what I am trying to get out here, I mean 100% return.

Well, let us see about these guys a little bit before you get excited in here and we ask you to make a million dollars in the next two years, go buying five houses.

00:15:00

Participants: Yes.

Steve: (Inaudible), all right. How the mortgage is terrible, is not it?

Participants: Yes.

Steve: So right now, is it the time to buy?

Participants: Yes.

Steve: If you do not want to take a buy, you should take more (Inaudible) advice to see how to make money.

Participants: Yes.

Steve: The more you toast you guys, you cannot get rich or most popular. Most people wait for the real estate, a lot of you go off before they get in. Most people waiting for the stock market (Inaudible) before they get in. The time you get in is when everybody is getting out, that is the time to get in.

Let us say you can find a \$400,000.00 property, let us say we get for \$300,000.00. And those you said that (Inaudible) was, "Steve, how in the world would the seller sell a \$400,000.00 house for \$300,000.00," it happened in every single day. Divorce, bankruptcy, foreclosure, bank take the property and they do not have money to fix it up. They got tax to lean, they got a job transfer, they lost their job. It happens every single day. You just got to know how to find it.

So we are going to buy these houses worth \$400,000.00 for \$300,000.00 rent that down for a couple of years and take a couple of years to worth at least \$500.00. Sure, buyers going to go back up. You got out for five \$300,000.00, this is now worth \$500,000.00 that is \$200,000.00 in equity if you just bought five houses in the next two years that made million dollars for you. Are you guys buying five houses the next two years? Surely, get them off five houses a month before it is really buy next year. The question is. Are you guys going to dig yourself for a mission to succeed?

Participants: Yes.

Steve: Well, let us find out. There is book created in 1950s it is called The Lazy Man's Way to Riches. Anyone ever read it? There is book created in 1950s called The Lazy Man's Way to Riches, here is a guy who is making a \$100,000.00 in the 1950s like make a million dollars a year today. Why would this book called The Lazy Man's Way to Riches. I promise you if you read the book and follow it step-by-step, you would make a \$100,000.00. So it took out and hangs on all major newspapers that said, yes. You can earn an extra a \$100,000.00 a year with the laziness way to riches.

Sold about two copies of the book, I could not figure that you can make a \$100,000.00 a year. I promise you if you read the book and follow step-by-step, you make a \$100,000.00. So he change the headline to say this, you can earn an extra \$50,000.00 a year with The Lazy Man's Way to Riches, sold out 200 copies of the book. Change in headline one last time. You can earn an extra \$10,000.00 a year with The Lazy Man's Way to Riches, sold in 300 million copies of the book. Why it sell the \$10,000.00 guarantee not the \$100,000.00 guarantee?

Participants: (Voice overlap)

Steve: People did not believe it, did they? They can see themselves and make an extra \$10,000.00 but they could not see themselves making extra \$100,000.00. So I am going to ask you guys. Can you give yourself permission to see?

Participants: Yes.

Steve: Surely?

Participants: Yes.

Steve: All right. Let us get in to the program. We have strategy one and understand the foreclosure process. So what is a foreclosure? It is a process in which legal action is taking by lean holder to repossess property held by barrowers within the fault. What did they call it, is it for foreclosure? We got the lost the job, bankruptcy, business failure, divorce, death of an

owner, job transfer, illness, balloon payments, property taxes and there lots of these going on right here, so you just be mortgaged.

Now, the foreclosure process unlike the clock, you got pre-foreclosure. The foreclosure starts on pre-foreclosure. I demand letter, a list in there, which is life for first step on a law suite, complaints, out of fault, a final judgment, an auction, an (Inaudible) and rather redemption.

Now, this is confusing to you, that is okay. What they have in real account for writing down very simple, where everybody can understand and I know this process very, very well because I know house a foreclosed on. That is right. Take real estate whoever lost his house. When you want to it (Inaudible) you and your house gets foreclosed on and your truck is revoked, it is time to do something different is it not? Special those guys who are getting caught and doing same thing over and over, and expecting different results. That is a definition of what?

Participants: Insanity.

Steve: Insanity, very good. So I find it – I said “You know what Steve? Maybe you do not know it all?” Well, I am from a very poor family and I have been poor all of my life until I got in real estate. What happen was I could not make my payments on my house so about 30 days after I cannot make my payments, I got warrant from the bank and they just said something like this, “You almost forgot. Did you forget about your friends here at the bank?” Look at that letters, “I did not forget about you, I just do not have any money.”

I try to borrow money from friends and family, they have just (Inaudible) me. Another 30 days went by, I got another letter from the bank which is to certify that I have signed force so the bank knew that I received the letter that basically said this, “You almost forgot, it has been a few months. You have not been made a payment, you have a contact with us. We need to hear from you ASAP.” I try to borrow money. I could not borrow money. Another 30 days went by

and another certify letter and said this, "Dear Mr. Goff, it has been three months. You have not made a payment. You have not contacted us, if you do not come for this or not by this date, we are going to foreclosure on you house."

00:20:02

They do not make it and just say follow the notice to the fall at the courthouse and now on in three for closure. And those I am here to tell you. Are you from the small Texas town, all my neighbors are asking me, "Steve, why are you moving? Where are you going?" I do not want to go out with the public eyes, scared without money on some people I knew. I felt embarrassed, I felt humiliated. I just want to go buried my head in the sand. Whatever you feel highly at that point in time, I mean the change.

But what happened is I could not come up with a money that my house put to auctions. And at the auction, the bank has the minimum bid, and if you only have bids the bank then it goes back to the bank United REO which stands for Real Estate Owned, it is the bank's job to get rid of it. And like I said earlier, I think November or December, is a wonderful opportunity to get this REO. So basically, the brief foreclosure, the auction and then the REO. Is that makes sense?

Participants: Yes.

Steve: So mortgage delinquencies are at 20-year high, last year there was a 2.2 million foreclosures and a lot of case to do a \$3 million and it came to worst because the bus on the street is this. What people are doing now is borrowing money on their credit cards to make a mortgage payment, so once the credit cards are packed out, there is going to be more foreclosures and more bankruptcies in the near future. How do you (Inaudible) a 20-year high? House appraise have fund. In issues like here is foreclose, we need the buyers' market or sellers' market?

Participants: The sellers.

Steve: Sellers, very good. When the perfect storm from investor got high foreclosure rate, high month supply, low interest rate, low house in prices people to buy this market, now, right here as you make, you guys have over \$3300.00 and make pre-foreclosures in over 1058 foreclosures. You think there is an opportunity for you guys here?

Participants: Yes.

Steve: A huge opportunity. You got 3300 people right now, they are behind on their payments and generally, losing their house and they need your help to get them out and for you to make money at the same time. Now, with foreclosures can mean for you? You could purchase properties for 20% to 50% below market value. It happens in equity by controlling a possible (Inaudible) of properties, held payments and financial stress, avoids seven years and made your credit runs. If you guys are like – you got to be a part in real life healthy will make money at the same time. I think there is a huge opportunity for you. You can take about pre-foreclosures that I did.

I went down to the courthouse and I found 40 people that were in pre-foreclosure and I said all of the letter, the letter base who said something like this, “Hi, my name is Steve Goff. Well, there is a research at the courthouse. I heard you are on pre-foreclosure. Is there having happen to you? Basically, I have two options. Options number one, is that the bank take back the property, they are not going to give you anymore the money, it is going to ruin your credit for seven years if you are not go and buy another house.

Option two, let me buy your house I will give you move the money, I will make up the bank payments. I will make the monthly payments and I will pay your loan off. So 40 letters went the mail, within three days, I got two phone calls, one gentleman called and he says, “Steve, I want \$200,000.00 to my property and there is more \$200,000.00 that means I have an equity in it, so I kind of ignore that one.” I have another lady called me and she says, “Steve, I want \$50,000.00 in the Citibank. I am \$5000.00 behind and they are going to foreclosure in two weeks. Can you help me out?”

I went in my computer and I find every property is worth well over \$100,000.00 so I nearly went over to her house and this is what we agreed upon. "I arrange for you a \$3000.00 (Inaudible) of money as long as you will be out in the house on Saturday at five o'clock, you should clean it up." I agreed to make up a \$5000.00 back to into Citibank. I agreed to make the monthly payments and I agreed the best you pay your loan off. She agreed to be out of the house in Saturday at five o'clock and she cleaned it up.

She agreed to dig her house over 100 companies and she agreed the (Inaudible) her payment and look at my PO Box. So we put all that on our agreement, the very first thing that I did is I got a room (ph) number and so clearly – not as wife to call her bank and make sure she will an eye to me. I call the bank and I have to talk to him by these lists and automated service and sure enough, she was \$5000.00 behind, she owed \$50,000.00 so that look here.

Okay, the very next thing that I did is I call the title company who do a title search, to make sure there was no IRAs, leans or second or third leans on the property she will not tell me about. That causes me about \$200.00, within three days I call you back and said, "No, she has got one loan with Citibank." So that feels good. The very first thing that I did is I turn off the deal from the seller to one of my companies and I reported at courthouse. Who owns the property now?

Participants: You.

Steve: Company did. Whose name is still on the loan?

Participants: (Inaudible)

Steve: Whose credit report is it on? That is the way to buy a real estate. I mean, you guys want to go to the bank and put 20% down payment for loan and have only credit report, but I am here to tell you that is not the smart way to do real estate. By showing hands, it is not that (Inaudible) here is the deed, here is my (Inaudible) book, good luck to you.

00:25:04

Anybody please start the one and here it is right through in back, one. Here is the biggest misconception there is. It does not matter if there is a loan on the property or not. If the seller's loan made dig to your house and leave the loan in their name, take it. That is the best-case scenario, you own the property and someone else will be responsible for the loan. Do you think the bank is up there to do in all of this number? Nobody knows what going on here. Jason Shower's name is on the mortgage and I get this check from the Steve Goff guy. I need to research this. Is that the bank should doing?

Participants: No.

Steve: What are they doing?

Participants: Carry to the check.

Steve: Carry to the check. And most of your bank have third source of parties buried collected with the money for him. If the seller has – if somebody asks me early in the seminar, “Steve why would they do that?” The seller has two options, give the keys to the bank if they give the keys to the bank no will be money, their credits will be ruin for seven years, they are not going to buy another house. Give the keys to me, I will be able to deal and some move their money, make up their bank case and improve their credit. That is the seller's choice.

So the very next thing that I will do is (Inaudible) \$5000.00 in the Citibank and stop the foreclosure. I went over to her house on Saturday at 5 o'clock, she cleaned it up and (Inaudible) \$300,000.00 cash with the money. The following week, I have the part to re-appraise then appraise, no matter it is still the price, they only came about hundred grand – in this time, I mean your bank on 400 grand here. But it still techniques that works. It does not matter if it is \$50,000.00 or \$50 million, okay.

I got the property appraised and the price for well over \$100,000.00 and I put the bank loan on it for

\$85,000.00 so let us look at this. She owe \$50,000.00 against Citibank \$5000.00, again for free and then I have with a couple of thousand closing cost and that is \$60,000.00. I put the bank loan on for \$85,000.00 so I pulled out \$25,000.00 in our closing tax free. How is the tax free?

Participants: It is a loan.

Steve: It is a loan. You do not pay taxes on board and you pay interest. The very next day, I put this ad in the paper, owner finance, no banks, no credit check, low down, low monthly payments. Within three days, I have it fairly paid a \$115,000.00 beginning \$10,000.00 down, they paid each month and I paid the bank and I made \$240.00 a month cost this cash flow. Now, this (Inaudible) in the situations, is there a bank who can give all this 30 to 300 people living on it?

Participants: No.

Steve: They ever earned money, I made it for bank payments, I made a monthly payments and I paid a loan off. Did I improve her credit?

Participants: Yes.

Steve: You bet. The bank is happy, they got all their money, it costs a lot of money for banks to foreclosure. They got a hundred trustees, private property taxes, insurance, utility bill, that liability have the bank and has somebody to break in and realize if you have heard on it, and they got to sit on it until it sells.

The new family, I gave them an opportunity to own their own home. The banks would not work with them. The realtors would not work with them because your credit was not very good. And now, this is still an America dream of home ownership and I can always – money in the process within our biggest mail 40 letters.

There are 3300 people right here, just consider they are going to need your help. Now, here is the (Inaudible) first of all, the world's best, well-known

persons to buy those are still high and the best way to do this is by investing foreclosures.

I heard this success stories exactly what I have been talking about. We make \$10,000.00 on the down payment on our own we never owned. You, Steve and Chris Dawson (Inaudible) learn to the Trump University. The homeowners will withdraw that the property moved and they not have to sacrifice their credit. Each technique truly provided with this situation for all parties involve. Thank you for Steve and Trump U for all (Inaudible) and they are out of the land of Georgia.

All right. Strategy two, how to find this foreclosure investment opportunities? You can look forward at FSPL (ph) which stand for?

Participants: (Inaudible)

Steve: Sell the owner, get the foreclosure list and determine the right property contact of the stressed owner. Have you guys (Inaudible) and phone call these people? They are not going to answer the phone, all right. They got bills like there is calling them every single day, all right.

Or, you can get them in REO state, search the bank list, things get to know the local bank all list up. Those of you that have money in credit in here, what I would do is I go and build up a million dollar REO and offer about half a million right off the back. Start 50 cents on the dollar, you can get them on the bank and take your first offer because if they do, you almost lost (Inaudible) cheaper you pay the guy for. So let us start it low.

Let say, you get for half a million. The next day, you turn around and put this ad on a paper. Owner motivated, house worth a million, and ask them for \$750,000.00. So you think you can get close it around? If you sell it for \$750,000.00, you got it for half a million that is \$250,000.00 on one deal. Now, what will happen and what can we do? The owner is going to lose the property, no matter what, they are

going to lose it. Our goal – folks let us just put other people's need to have it (Inaudible) for a change.

00:30:09

May I ask you a question? If you can make a \$20,000.00 on the bill, the sellers are going to be upset to you or you can make \$10,000.00, and you are going to get to refrain. What are you going to take? Take good time, now that is a 2000 (Inaudible) instead of paying him with 20. Folks, if somebody needs some help and you help them out, you cannot go and tell other people about you –

Participants: Yes.

Steve: What is the best ever client in the world?

Participants: (Inaudible)

Steve: (Inaudible) very good. Do not get greedy. The first call to start the foreclosure. Now, how can you help these homeowners out? Folks, we are talking about ethical investing. There are so many scam owners and sharks out there taking advantages of the people, we do not have anything to do with this.

Let me tell you what you cannot do. Because folks, once you have the knowledge that I have, you do good things with it or you can do bad things with it. I am going to encourage you to do good things with it. If you do bad things with it, you might make a million dollars next year and the following year, you will be going in jail. Once you had to build a business (Inaudible) school, you mean business forever?

Participants: Yes.

Steve: Now, this is what it does – here is what you are going to do. They are contacting everybody in pre-foreclosure this is (Inaudible). I will tell you guys what? You got to give me a \$2500.00 consulting fee, and you give me your house. How can you stay in a house without even things to pay? Can you do that?

Participants: No.

Steve: Who say it is fraud? You cannot get a \$2500.00 consulting fee, as soon as it is pre-foreclosure and promise that they can stay in the house without making their payments, that is a fraud. Now, if people say all time is, "Steve, if this people are in pre-foreclosure, how did they come up with \$2500?" Hey, if they think that they can live in a house for free, they come up with a \$2500. So you cannot do that, clear enough?

But what you can do is this. You can prevent the foreclosure, you could say their credit (Inaudible), you can use the transition, you can (Inaudible) if you want, make some deposits, make sure we are in payments for him.

Now, here is a success story. When I heard Mr. Trump is (Inaudible) train to be investors, I jumped in. As a result of the program, buy investing a property and flip in four months for \$95,000.00 to all profit, I (Inaudible) \$75,000.00 less than a year. Now, I am going to be coming back here, this is the best frame 14, 15 to 16, that same guys with \$10.00, and you go out and you cannot be able to make 95 or 170 on the other. Can you pay a couple of bills off?

Participants: Yes.

Steve: Pay you on the credit card? Strategy four, proprietary credit rate, and I know we have a smart group here, the house that you live in, if you have a bank, more money, is asset or liability?

Participants: Liability.

Steve Goff: Liability, very good. Did you guys (Inaudible) in that mortgage every month. If it is an asset, it puts money in the pocket, liability takes out on your pocket. What about that brand new Mercedes (Inaudible)?

Participants: Liability.

Steve: Liability, now the \$30,000.00 is an awful lot, right? What about the credit card, the big screen TV, the furniture, the cloths?

Participants: Liability.

Steve: Liability. Our goal is to help you guys pay off your house, your vehicles and your credit cards because if you did not have those three bills, it does cost a lot of (Inaudible). I do not have any of that, thanks to the real state, but this is what determines your credits for, 35% is your payment history, 30% of the total amount owed, 15% the length of the credit history, 10% is new credit and 10% is the types of credit you use. Now, the first thing that you want is to get a copy of your credit report, if they do not screw it up, do they not? I can tell you this, no matter (Inaudible) people, how to take care on your credit report. So 25% you need here, add something on your credit report that should not be in there.

First thing you have to do is call your credit card company, raise your limit, lower the interest rate, and wage the annual fees. If they say no, how about you want to talk to your supervisor, because if you are at 20% now, you can drop it to 8%, that is going to say that you are lack in interest.

Just few day – did you guys know, if you write a letter to offer your credit bills, they have 30 days to respond to you that they do not – they are going to take it off your credit report, do you guys know that? There is something on your credit report that should not be on there, you write a letter in all three credit bureaus, they have 30 days to get back to you, but if they don't, they are going to take it off. And pay your bills before (inaudible) come.

Now here is another success story. Not only part of the (Inaudible) and buy homes for \$240,000.00 and sold it for \$420,000.00, \$200,000.00 profit, but (Inaudible) you got 15 years old. The good thing about in real estate is you get paid in lump sums. You can label the name more on one deal then most people make all your money that JOB that stands for what? Just (Inaudible), very good.

Now it is (Inaudible) evaluating fun in your deals and do all the (Inaudible) stands for? Folks, I can give you a bank in five years,

00:35:00

Before the Trump Organization called me, I (Inaudible) paper, guarantee 50% return, local real estate investor as profitable deals, looking for private capital, call for free special report. What I do is, I will buy for myself, how did investor's money was going to be protected, I started raising all this private money.

Now, I only ask you guys a question, if you remain in 60,000, 70,000, 80,000 a cap, can you pay 15% interest from the money that you do not have to qualify in court and (Inaudible) your credit report? All day long, can you pay 20%? All day long, you got better than paying (Inaudible) of 50%? What about, how many lenders (Inaudible)?

Participant: Sure.

Steve Goff: Yes? How many lenders are real estate investors that no other real estate investors. And those of you that have money and credit in here, I take what the couple of my students who do not and say, go to the bank and borrow money in 6%, and they (Inaudible) to real estate investors at 20%, and pick up 14% on bank's money. Could you do that?

Okay, now, at least they are going to charge you 16%, 18%, 20%. But folks, I do not care if you guys just got up in jail this morning. You got a house that is worth \$500,000.00, and you give it for \$250,000.00, someone is going to give your money? All day long, because they are not based on your credit, where they are basing it on? The guy, very good, and I am going tell you guys, with my mentors, because I want give you each and everyone of your mentors, do not focus on the money, focus on the deal. Because if it is a good enough deal, the money will be there.

And here is the biggest misconception (Inaudible) Steve, the market is terrible out there, we are buying (Inaudible). Folks, you got to live from this

perspective. If you put houses under contract for 15, 25, cents on the dollar, have you got any problem with sort of 7% each 75 cents on the dollar, somebody else? Not at all. Because we are buying low (Inaudible)? Buying low and sell it low.

And here will be a name with no money down, no payments, no credit check, are you going to have any problem or whatsoever to find the people out there and learn how could the (Inaudible) 10,000, 15,000 put down? No. So focus on the deal, and the money will be there.

All of their financing – this is one of my favorite techniques, (Inaudible) financing is, seller finance and seller (Inaudible)? When I figured out how much the banks will make an interest, I said that I want to be the bank.” So I started go out and get all this sellers and finance deals, no money down, 4%, 5%, 6% interest and I turn right instead of 40%, 50% of the market, it could not fall for bank loan, and get \$10,000.00 to \$15,000.00 and charge it to 10% to 12% interest.

But, I want you guys to think about is how to buy a legal house. You are paying it for 30 years, you are going to pay millions, fine. But basically, you are going to make a million dollars in interest off of yours.

Those of you that came here tonight, maybe it is a little bit (Inaudible) on your home. Maybe your credits are not very big but you have a big down payment. I would definitely recommend and get the seller that finances the property to you.

Here is the biggest misconception. Most people think with seller selling their house that they want all cash, that is not necessarily true. I am going to give you three reasons why owners will take payments instead of cash.

Reason number one, their lot seller is not (Inaudible) they say, “Steve, make it on the first of the month, they never ever call me. They do not want their tenants, the toilet’s repairs, the (Inaudible), the vacancies.” Basically the owner, people like the

guarantee, not the (Inaudible) without the deal with tenants.

Reason number two, I asked the sellers, if you sell this property for cash, what are you going to do with the money? And 99% will say, "Well Steve, I am going to put in CD, they get 2% or 3%." And I said, "Let us say, how about if it 6% to 8% return on your money?" So tell me like, if you give them double or even triple it, then get it at bank.

Now, the reason number three, if this is an investment property, (Inaudible) they are going to come back and invest the property, if they sell the property for cash, I am going to (Inaudible) it. If they owner finance the property to me, they do not have to tell what is the (Inaudible) upfront because you cannot pay taxes on the one you have not received yet. So those are the three reasons why owners will take payments instead of cash.

Equity lines, credit cards, bank finance in this quick list, this is my favorite here. For those of you that starts off like being no money, no credit, what I have to figure out, and I am very creative. Because when you have no money, and no credit, (Inaudible) real estate, I have to figure out a way on how to make money. So what I started doing is go out in the market, I find this (Inaudible), put a hazard on the contract and sell it to the rich people. I do that all day long.

If I can put a hazard under contract and sell my contract in \$825,000.00 with no money, no credit or I could buy the house, fix it up, manage the contract, you can sit on until it sells and make \$50,000.00. I will take it \$25,000.00 all day long, will you not?

00:40:01

Participant: Lump sum.

Steve: We are just wholesaling, can you guys have wholesale some things before? If I saw a (Inaudible) on paper, and said, owner motivated, and I approach the owner, and inform that it is worth \$15,000.00 and offered \$13,000.00 and they will accept my offer. People are

signing the contract and (Inaudible) for 30 days and come up with the money. The next day, you put an ad on the paper, (Inaudible), worth \$50,000.00 asking \$40,000.00, if you pick up the \$30,000.00 it will make \$10,000.00 on a car you did not own, right?

Strategy six, know your assets (Inaudible) and you can wholesale, like what we have just talked about. Buy low and sell low? Retail is buy low and sell high. Owner finance, option, rent it or at lease option, I think is the best technique for this market. This kind of reminds me in the 80s, remember the 80's? When the interest rates were 18%, 20%, 23%? Get all the seller but you could not sell and hear buyers out there and they could not go to the bank and (Inaudible) financing came from the 80's. I think we are the same situation now.

Now, here is just a couple of my deals, which are from 22%, 28%. Do not laugh at this when 18 houses for 130, I (Inaudible) buy back or you lease down for 130. But this is at (Inaudible) Texas (ph). (Inaudible)

Participants: Yes.

Steve: Because some people laugh about that. It was in Texas (Inaudible) earlier. Folks, I want you to call on all the houses for rent. So I called and this is what I have said, "Hi, this is Steve. I am calling about the house for rent. Do you have a minute? Let me ask you a question. If I could guarantee you for the next three to five years, take care of all the maintenance fore repairs, pay you on the first month with no hustle, would you lease your property with an option to buy?

And generally, they are going to say, "Steve, I will pay you what?" I am (Inaudible) years old, I just went to the court two weeks ago, to get the tenant out of my house. I am done with this business, I selling out all of my properties. I said, "Great, we have one or two," he said, "I got 18 of them." I said, "Should she?"

So what I did that afternoon as I drove her and look out and sell (Inaudible) in a real bad neighborhood, I did not even get a car. I asked if how much you are asking for their properties. He says something like

180. And that is always followed up by, if I can pay you all cash enclosed quickly, what is the least amount shall pay? And he said something 160, whatever the beginning folks is what you are opt to do. That sounds kind of high, is that the best you can do? He said, he closed in 60 days, I will take 1/3, is he motivated? You bet.

Sign the contacts, Steve Goff in/or assigned, he must have 60 days to close. I went back to College State in Texas, which was outside of Houston, I got manage to rich people and, I bought up 30 houses from me, I took him to (Inaudible). We drove around, he would not get out of the car (inaudible) bad neighborhoods, but he is willing to buy it for \$148,000.00. So I have a contract for \$130,000.00 to buy, and I have another contract to sell for \$148,000.00, I took those two contracts to the escort company, they are starting to do their title work.

On the day of closing, what happen? This \$148,000.00 came in, to sell it about \$130,000.00, and I quote \$18,000.00 to hit National Bank. Guess what, I hit National Bank, right? The only thing I do was call on one house for rent.

Now that training you make (Inaudible), she go and pay for properties, this kind of problems, buying on wrong area, pay too much for financing, failed to protect your investment and (Inaudible) strategy. By showing hands, how many of you guys in here own your own house or own a rental property?

Folks, you do not want to own anything in your name. I can tell you the whole stories of people getting wiped out like that, everything in their name.

Let us think about this for a second, let say you guys decided to come to my advanced training, November 14, 15, and 16, and for the next couple of years, you buy 20 houses and put them all in your name, and you are driving on the street and one day, you hit somebody and killed him. Are you going to get sued?

Participant:

Yes.

Steve Goff:

You think that little umbrella calls to you, whenever car (Inaudible) to protect a little fire insurance? Folks, you need to get everything out of your name. The vehicle that I drive is not in my name. My Blackberry phone, it is not even in my name. On the paper, I would place a bomb, and that is the way I wanted to be. Folks, get the property out of your name. I take the (Inaudible) authorities.

Now, while we are talking about that, those of you that own your own company, you need to start turning your company out of your attorney. You are not the owner, and you are not the president. I know you want to get business card (Inaudible) they are owner and president, I am going to take, that is a mistake. You are the manager, hear me out for a second. If you are the owner, and the president, you are after the public item, you want to speak with costumer, you are (Inaudible) are you not? You are the manager, so for that, if there is somebody has to call me, "Well, I want to talk to the owner or the president." Well, here she does and take me calls. Why would you want to talk to him anyway? Well, (Inaudible) for you, I will dial on my cell phone.

(Laughs)

00:45:15

Sorry dude, the owner said no. I am just the manager. And those of you that own your own business, (Inaudible) the clock 24 hours a day. Hello? So how could somebody personally sue you, when they never met you? They do not let the manager of this company. If you have it on your own company, you are in the class 24 hours a day. No one has ever met you. They do not even meet the manager.

And how do you know access strategy. I see a lot of investors they get into reveal, and then they have a lot of idea on how to get out of it, when things do not work out on their favor. And training – I want you guys one cause, with legally back up, and you do not have the (Inaudible).

Now, here is a Trump principle, without a knowledge investing is too risky, (Inaudible) pay \$10.00 and you are going to do the (Inaudible). Did you guys think they are going to encourage you the nine-minute free seminar and go out (Inaudible) familiar.

Participant: Yes.

Steve: That can happen. Folks, which are great assets, the brain knowledge, right? I see why you are taking notes, you think if you are taking notes from one right out there, folks I am in this business a long time. If you think your notes are going to have to make money, you are going to lose \$20,000.00 on your first deal. You do not know what you are doing. You go out and disguise like me. You got to be a property educated.

Let us put it this way, let say, you are starting to your brain surgeon, are you going to a nine-minute free seminar and not (Inaudible)?

Participants: No.

Steve: You get up. Guardian property educated. Here is a success story, tell me you tell me how to create a win-win when situation. My first thing (Inaudible) stays to foreclosure. My -I mean \$20,000.00 on the very first deal without (Inaudible) the homeowner.

All right, (Inaudible) set your goals and get started. Now, I want to be your mentor, I want to help you guys to make money, so I am going to tell you what my mentor told me. The very first thing I want you guys to do tonight is go home and write yourself a million dollar check, (Inaudible) put your name on there, today's date, one million dollars, sign your name and loan them on and put them in cash in two years. And guys, I want you to carry your wallet, and after your first pullout everyday, look and say, "What Am I going to do today to be able to close this million dollars?" Folks, this works.

One thing I learned a long time ago, that I was copying the rich people, do exactly what they do and one day I will be rich. Do not try (Inaudible) real folks, copy some of these something that has been successful,

they are exactly what they do in vision, and you are going to be successful.

But folks, if you do not believe that you can make a million dollars, guess what? Folks, money is not the root of all evil, it is the love of money. I want you think about this for a second, if you got money coming your way, and you give money in church, charity, or something on a (inaudible), is more money to come your way?

Participant: Yes.

Steve Goff: Absolutely. (Inaudible), try to hold on a little bit, more money could come your way?

Participant: No!

Steve Goff: Absolutely not. I think we all have the obligations, go out and make as much money as possible, give it all the way, from my perspective.

Now, what are your goals? Do you want to generate positive income? Do you want money come into (Inaudible) is that get better or not? Create a long-term wealth, work less, retire early, feel the legacy, you get out of debt, take care of love ones, that is the most important thing. Let us talk about this.

To begin, I will show a picture of my 4-year-old son, that is my pride of joy; I would die for that little boy. I know that small group here, and I speak about thousand people a month, and I go to different planes every single week without planning to do. What I want you guys to do tonight is pick somebody who you are going to do this for. You cannot do it for yourself, if a spouse, a child, a parent, a grandparent or under (Inaudible).

If you are doing this for yourself, then one day, you will have a bad day. Let us say, someone hands up a phone or they hurt your self-esteem, this can be hard the other day, but this morning it did not. And at first (Inaudible) of my self-esteem or watch Jerry Springer all day.

Folks, there is nothing that you could say to me, there is nothing that Donald can say me, there is nothing that anybody can say to me. Any time that I have fear, I think about my 4-year-old son. That is why I am doing this for. Do you think that there is something that people say to me, that is going to stop me, in taking good care of my son? That is why I want you to pick somebody in your life, so if you ever have fear or you have like a bad day, you can wake up sending (Inaudible), I am doing for my spouse, I am doing it for unprivileged kids. Is that making sense? Pick somebody right now, who you can introduce for (Inaudible) it works.

00:50:08

Now, where will you be at the age of 65, 44% (Inaudible) friends, 28% of life public assistance, 22% of less work, 4% need your basic needs, and only 2% of financially independent and those you said – and for anything we have for your sources, (Inaudible) self security.

Folks, how come only 2% of financially independent? Who would know, the richest country in the world, there is a (Inaudible) to each and every one of us. How come only 2% of (inaudible), any ideas?

Participant: (Inaudible)

Steve Goff: Bad plan, very good, anybody else? You got a job, (Inaudible).

Participant: No plan.

Steve Goff: No plan? No goals? Like a knowledge, very good. Your knowledge is power, folks. I am telling you this, I get poor in the press and I can be rich in the press, being rich in the press is a lot better.

Not only on this cartoon, what is it going to take? According to lady's figures, if you retire today, you will be very, very comfortably about 2 P.M tomorrow. Folks, do not do this yourself, (Inaudible) start way back in 1996, (Inaudible) you know what Steve, when I turn 65 years old, (Inaudible) whether I am a

billionaire or living on the street, I am going to say, “You know what? I follow my heart, I follow my dreams, I follow my passion, (Inaudible) who is negative.”

I do not think that it is insane to follow your goals, your (Inaudible) in your path. What is in your heart. What is insane to me, is go work for a company for 15 years and take your time to be there, when to go lunch, I want you to take for lunch or tired to go home. When the age you have off me and take a vacation, (Inaudible) you can drive or where you can live after 15 years and take a pissed off. To me, that is insane.

What is the worst thing that can happen to you? Let us say you guys, you decided to come in my training, and I have teach you how to make money, without using any money, credit and without even buying real estate. What is the worst thing that can happen to you? So in early, start at 16. Is that makes sense? Some of you guys are scared to 16, are you not?

Let me tell you a sad story. You guys remember GTE, General Telephone Electric? My dad work for GTE for 40 years for (Inaudible) go home under a duplex, every clean, every (Inaudible) stressing about money. Could not go and do anything that the rich kids were doing. You know what he is doing right now, he is 62 years old, he gets on top of people roofs, can we place (Inaudible) in the middle of the day? And he gets the check from the government for \$1500.00 a month.

I am taking care of my dad right now, because I love him, and that is what I need to do. Me and my brother were taking good care of him. That is just no way to live your life.

Folks have the courage to get outside of the box, I know a lot of you guys up here, “Well, Steve you know this stuff, you know that? Folks, 12 years ago, I was in a box for (Inaudible). I know this success – number one, you can get a high self-esteem, you got to believe in yourself, because if you get out of here and you do not believe in yourself, you can say that that is illegal, you can not do that. You are not going to believe them.

Now folks, focus on what is in your heart, do not focus on the money. If you focus on the money, you are not going to make money. If you focus on what is in your heart, what is your passion about, the passion will catch up to money. I love what I am doing. I keep saying all the time, "Well Steve, you are making so much in real estate, how come you can travel in the country teaching the stuff?" Because I am not passion about real estate like I used today. I have done so many deals and just split them half when you deal a big deal. But if I can change somebody's life and (Inaudible), thank you for coming into my life. That makes me feel good.

Yes. We are entitled in this place and a goal for money. No, what is (Inaudible) for? That is what passion about. And folks, number three, you got of course (Inaudible) give what you want. So last 12 years, I went from living on the streets, for working on the Wall Street for Donald Trump because my (Inaudible) was this, "Here I am, that is where I am going, and I am going to do (Inaudible) get my way." When you have that attitude, you will be successful.

Now, here is a (Inaudible). Number one, family, friends, the news and the media. This happens to me. I told my mama is going to quit my job, and she said, "Are you insane? You do not have a college degree, you got to (Inaudible) secured paycheck, your 401k, medical bill. Because my parents brought me the industrialized age, and in industrial age, most people went work for work one company and (Inaudible) that company took care of you. Are we in the industrial age now?"

Participants: No.

Steve: We are in information age, does the company cares about us?

Participants: No.

Steve: But folks, this things here, I want you to think about this for a second. Those of you that are gaining their advice from the newspaper, you are getting advice in

someone that making a \$40,000.00 a year for the newspaper. You got to be careful where you get the advice from. I do not have the money, this was me.

00:55:07

When I first started (Inaudible) rich people over there and no (Inaudible) that are better then me. They all inherit their money. No, not necessarily true. Is any anybody read the book (Inaudible)? Putting cost about here and there is, 90% of all millionaires are first generation born, only 10% inherited their money. And folks, I started with absolutely nothing, (Inaudible) start this like this 12 years ago, and I have a decision to make. Am I willing to invest in my education to reach my financial goals and I was skeptical, and I maxed the credit out, but that one decision changed my life, my son's life and then thousands of student's lives that I have changed.

I do not have the time. Folks, I work 55 hours a week at my JOB, I still able to do one of the (Inaudible). If you got five to seven hours a week, you can be successful at this business because folks, real estate needs pretty simple. You can make it complicated for what you guys did, there are two things. Number one, I find the deals, and number two and the most important thing, make offers. Is that the end of the day?

The only thing that matter is how many offers you make, not cut the grass, not paint the house, none of that craps, making offers. So those of you that have five hours a day to dedicate e in this business, I am a realtor (Inaudible) team, because you know what I like about realtors? They find all the deals, they are going to make all the offers, they face all rejection, and you do not even to pay him. Who pays the realtors?

Participants: The sellers.

Steve: The sellers, very good. Hang around people folks, you are in good around with – you hang around on with negative people, you will be negative. If you will hang around all of the people, you are going to be positive people.

Folks, those of you that have a negative people in your life right now that are holding you back from your dreams, and goals, it might become a fire. Lack of proper training, folks, you have to get proper training, do not think this (Inaudible) come and take notes, and go out and make money. Fear to get out of your comfort zone. The comfort zone is the dead zone. Nothing happens in the comfort zone, you know why these people get rich? Because they are willing to do what other people aren't, okay?

But for my perspective, you (Inaudible) inside all the time. So if you have started something new and you feel a little nit uncomfortable, that is a good thing. Now, if you are complacent, you do not have any problems (Inaudible) guess what. I am doing (Inaudible). And like the confidence and self-esteem, here is the number one killer right here.

Now, when I first started all the drawing that I have had in my life, I really did not like myself. And I realized that if you do not like yourself, nobody else is going to like you. So, in the personal development book in one hand, the real estate book in the other hand and I did not like to read either. But I hated my job, so I forced my self to read.

Here are some of the perspectives that I live my life (Inaudible). The answers are always positive attitude. You can either be negative or positive. Nobody likes hanging around with negative people because they are dream stealers. Life is always about choices and change. You will retain positive no matter how bad it seems.

Now I am 40 years old right now and I have had a lot of drama happened in my life, and I did not understand why God is putting me through all difficult tests that he is putting me through. But now, I understand that it because I speak about a thousand people a month, then maybe I can provide hope and inspiration to the people that an audience (Inaudible). I grew up in a broken home too.

You know what? I was not very smart in school. I have a college degree, I have been bankrupt and got divorced. A lot of people can relate to the civilization where I got in through (Inaudible) I got a PhD, I got a Master's Degree and my parents were millionaires (Inaudible). Because for both of us that is not reality, and folks, if I can do it, each of you were thinking also can do it. You do anything you set your mind so that do not let people tell you in different.

Pursue your dreams and do not listen to anyone who is negative. Folks, there are billions of people – before us is going to be billions of people after us. Do not let five or six people have to be here at the same time (Inaudible) affects your goals and dreams. You know the people that I am talking about? You cannot do that, that is illegal.

Charles Darwin said, “Go and challenge, grow stronger, challenge the new world stronger. We all have fears. We all have self-doubts. If you conquer your fears, if you conquer your self-doubts, you could grow stronger inside as a person. If you put your fears and self-doubts aside, they are going to take control of your life.” Now, what does fears going to (Inaudible)? Very good, to all status, security and will. So, we all have fears and we all have self-doubts, if you conquer fears, if you conquer your self-doubt, you are going to grow strong inside as a person.

01:00:05

How of many of you personally guys – I want to share with my fears to you right now. I do not like fly. Are you guys fear heights, (Inaudible) two to three times a week, and for all of there, I have an in-track training (Inaudible) on Texas. It leaves the city in about three weeks to get here. I thought – you know what Steve, I cannot let this fear of flying holding back to my dreams and goals (Inaudible) an average of people and help them make money. When you (Inaudible), you got to respect the man, everything he does is the best of the best, is it not? These buildings, these golf courses, you praise this company, (Inaudible) technique.

(Laughs)

On the best of training people, so I get (Inaudible) losing above an air now. I hope (Inaudible) but how can you put that plane right aside because I have been on the plane, I just feared to death. And folks, if you want anything (Inaudible) we got a few more minutes here. Bring back that child like creativity, when we were kids, we were not scared of anything. We give whatever we wanted to do, why we wanted to do it? We got goals, we got dreams, we had ambitions. So between me and a kid and being an adult, the negativity, the fears, self-doubt start sinking in, go back to being a kid. Bring back your dreams, your goals, your ambitions in life. You get to accomplish anything, you set your mind (Inaudible). Do not let anybody play you different, get out of your comfort zone and try to pop about that. The comfort zone is what?

Participant: The dead zone.

Steve: The dead zone, very good. All right, what we were offering you last time within the year this year, okay. We are offering a 12-month program. We are going to start with three days in training, we were coming here if (Inaudible). We are going to give you your guidance, tools and resources in networking. Let us all start with the fast track in foreclosure live in three-day (Inaudible) and this is what going to change your life right here. Live phone calls with sellers, folks, I have been all the real estate in room seminars and nobody does this.

I never – my biggest fear when I first started was given on phone calls with sellers. I mean for my very first call, I was shaking to death and I got the phone, I got an answer and she said, “I do not have to (Inaudible) anybody.” I called two more houses for rent, I got (Inaudible) down here, I got 7000 from the new cars, some did got five hours and also when they get 2000 a month at my JOB working 55 hours a week. When I did that one deal, I was (Inaudible) and I have realized that the number one fears of people have is common sellers, so I am going to call them for you. That is right.

What are we going to do, those of you who have seen an opportunity to work with Trump Organization and you want to take advantage on this market, were are going to take this in the break. I am going to ask the buyers to come back and spend about 20 minutes in my time with you.

What I need you to do between in over (Inaudible) was this. I need all the for sell filers, I need the address and the phone number. I need all the for rent filers, I need the address and phone number. I need you guys to drive the neighborhood and write down the address in all the vacant houses, you know what I am talking about, present here, 10, 15, 20 newspapers in the drive way, board it up, broken windows, just got the street (Inaudible), it is 140th Street. I walked down there, there are four vacant properties, there is two lots for sale and a house for rent, just to the (Inaudible), two blocks.

I need a couple realtors to signup with us, I need you to pull everything out in the less is 600,000 or lower, that is vacant. In another market for six months and (Inaudible) property that did not work. What we are going to do in class, we are going to call the sellers for you. That is right, I know what you guys need. You need something to get on phone and call the seller, seek if there is a deal there or not. You are going to be very successful with this.

If there is a deal there, we are going to send you to look at the house, if you are going to report back and we are going to give you four offers. Folks, I made four offers (Inaudible) want to take or leave it. I made four, I accept this ratio of those to the rough, of raw cash over finance, lease purchase straight option.

We are going to call the sellers for you guys because we do not want you guys to screw up. Folks, I am speaking for Donald for well an over year now and I have seen, how does this changed peoples' life. I got a seminar in Los Angeles, a month ago, there were 70 few people in the room. Gather folks to start calling on the cellulars, I took all the fear away from people, I said, "Okay, how many guys want a (Inaudible) make

phone calls that people want to do?” So I am going to make the calls for you.

The best way for me and help you make money is for you guys to get as many leads from now into the 14th and bring the class and let us all call them for you. Our foreclosure workbook is going to teach you step-by-step, how do these foreclosures in here. And as a bonus, (Inaudible) on experts like making money without money or credit because I have nothing. I have my quick-turn series in here where I documented how I flip over 200 houses without any money or credit and without even owning a real estate.

01:05:14

Ten steps to complete your deals, this is huge. How many guys are being on the real estates seminars before, the training? (Inaudible) been disappointed. I know what they all do I did all of them. They teach (Inaudible) and they promise you for 30 days. They teach you six techniques, they will give you about 10, they teach you one way for 100,000 to get you in the next level, am I right? I know exactly what they do. I have been to all of them folks. I was speaking for Trump for over a year now. I have pretty much got a perfect score everywhere I get even in LA just a month ago. I started on three people, they said, “Steve, this is the first seminar I have been ever been to (Inaudible) step-by-step-by-step.

Here are the 10 steps you want to learn and these 10 steps worth every real estate deal. What I am going to teach you were some lands, homes, single-family, multi-family, commercial property and businesses. One of my most successful students, he worked for me for five years, he just (Inaudible) three car washes, three laundry nest, no money down, no paycheck owner financing.

Here is the best step you are going to learn. Number one, how find your deal. Number two, how to contact your owner. Those who do that do not like people, you do not like talking to people, you like dealing in here because there are people in here. I am going to show you where you can act like a wholesaler.

Number three, how to inspect the property. Number four, how to make at least four offer on the property. Number five, how to sign a contract with the seller, my contract is one page. Number six, how to find and activate the (Inaudible) somebody else, we will give you back here in a second. Number seven, how to find a buyer. Number eight, how to sign a contract with buyer. Number nine, how to close the deals.

There are two types of closings. There is a simultaneous close. If you make \$10.00 in a (Inaudible), that is not a lot of money in terms of buy or sell if you sit in the same room. But if you are going to make \$50,000.00 on a property you do not even own, (Inaudible) on the seller, that could be a problem. So we are going to go on one room and have (Inaudible) estate with the seller. When we go to another room and had another (Inaudible) estate with the buyer. No one is going to see how much money you are making and I want you to see, as you do not even own a property. And number ten, how to keep up your big track check. Those are the ten steps that you are going (Inaudible) step-by-step-by-step. And folks, you do not need any money, you do not need any credit and you do not even need to own a real estate.

Writing contracts, we are going to do that right (Inaudible). Personal 101 goal-setting sessions, my team is going to sit down with you. We are going to ask you to bring your goals in, your 12-month goals and your long-term goals two to the five years. And we are going to sit down with you guys and put the game plan together.

Financing your deals, no more (Inaudible) to the banks. Folks, like I said earlier, I did not need a bank in five years. I am an expert in raising private money. I am going to teach you how to raise private money and if you guys went out there right now and you talk to people that (Inaudible) something like this. Hey, can you guys give a guaranteed 12% to 15% return on your money safely, I will be one of that. Most people are – stop market selling right now. Play a (Inaudible) CD to 2%, 3%.

I put charge techniques, those of you that have start off me, no money, no credit. You do not need anybody to credit your wholesale deal. You do not need money or credit to raise-up a deal, you do not need anymore of your credit on your financial deal. You do not need your credit to do in option deal. The pre-foreclosures, how to contact these 3300 people in pre-foreclosures, help them to get out of that situation, you make money at the same time.

REOs, our phone scripts. Folks, this system that Donald has, works. You just have to plug in to the system. I got four phone scripts. I got one for vacant, for sale, for rents and for pre-foreclosure. I may distinguish script of a vacant house. "Hi, this is Steve. I was driving in the neighborhood, slip for property (Inaudible), it adheres your property in such and such (Inaudible) so are you still selling it? Now make sure he said, "Appears to be vacant." It is in the beginning of my (Inaudible) the house and I would say, "Yes, Steve, I am calling about that house in such and such." And they say, "We, live there." Ops, wrong number! It appears to be vacant.

My own cash for (Inaudible), from my respect this worth at least \$10,000.00, it would be 10 years to built this thing. What this is – this allows you to go into any city in the United States and within two minutes, we have an all cash offer. As long as we know what the repair value is, until we get that from. Realtors, very good, right? And we know what the cost to fix the house up, you pulled those two numbers in and it will take you exactly what offer a lot you make the most of money. Some of you guys does right now, you got motivated sellers, which you have no idea what to offer. This will take all the guesswork out of it.

01:10:14

My affidavit, I know this is worth at least \$94,000.00 because that is why I lost my money, is it not? What is more expensive, the school (Inaudible) options learning from somebody knows what they are doing? (Inaudible) a lot more expensive. But what happened if you get it, you give them my (Inaudible) a customer contract to buy, a customer contract to sell it. I was to

make \$42,000.00 on house I do not even own, I would make \$40,000.00 (Inaudible) in my JOB. I want to close on, guess what happened? So they sold to somebody else. You got cried for two days, it is a lot of money, \$42,000.00. I have five or six other deals with the seller do the same thing. I said, "This is not going to happen anymore."

So, I might turning to correct this affidavit, basically says, "I, Steve Goff, swearing on Donald Trump's building under contract, we did a close on this day, if you want a copy of the (Inaudible), here is my mailing address, here is my phone number. I show (Inaudible) and drivers license. I (Inaudible) at the courthouse, what did I just do? Very good, I just (Inaudible). And those of you got a real estate now, you know no bank in the world (Inaudible) when you want that title insurance.

Am right? I want you to follow this affidavit. The seller is not going to be able to sell this to somebody else. But folks, this happens, every single day. Do not get up there and get a deal for lifetime and had the seller sells to somebody else. When you attend guys, it must be real quick.

Let us say you got – you are selling a house here for (Inaudible) you are asking \$500,000.00 for it and I show up Saturday morning at 9 o'clock and I offer you \$425,000.00. But we signed a contract? This buyer shows up into your house at 3 o'clock in the afternoon, they offer you \$500,000.00 for your property. do not be fragile, tell (Inaudible) \$75,000, would it not? But most sellers do is I think a different cash flow a company who will took a quicker closing date. In mutual, closed in Friday and would have happened. Folks, do not let that happen to you. Ask there protection, is that the word?

Participants: Yes.

Steve: Those of you that have houses and cars in your names, you should be the first when you signup the program. Why? I am telling you more stories. Here is the concept, we are going to have one company that states in LLC, you are the manager or the president?

Participant: (Inaudible)

Steve: It more (Inaudible) to the public eye, you got to give your chance against you, do you not? The company is nothing to have any assets, zero. So, there is no one to stood the company, go right ahead, it has got the negative they work.

And now, to show you how to take this properties and put them in different trust and stuff like that, pre-rentals, lease options and owner finance because this was (Inaudible). You cannot have one company that puts property in the same company. We have rental property in it or the IRS will conceive you a dealer and then conceive you a dealer, you cannot depreciate rest that signed, you cannot (Inaudible) from mortgage interest. And those of you who have rental property knows a huge deduction each year. So we got to separate the two.

If you are making \$20,000.00, \$30,000.00 a month, is that only your personal checking account? No. It is going to go into a company and you are going to get a paycheck from that company. Can you pay yourself a (Inaudible) and more money is the company to get all out? Short selling, do you guys know short-sales are? (Inaudible) for more motivated on short sale. How about short sale? Marketing in your business is that important? Folks, it does not matter how (Inaudible) services, nobody knows about you. Make this (Inaudible), how about houses' quick cash?

Participant: Old school.

Steve: Yes, that is old school. How about this ad? You now sold the 24 hours for full price guaranty. We will teach you how to get your phones ring off the hook. Okay, I will tell you how (Inaudible) one deal a month, to do it five deals a month (Inaudible) for a year. Can you think about this for a second. Let us say you guys from business cards, saving \$10,000.00 in (Inaudible) fee. Can you go out and tell 10 people, "Hey, bring me all the (Inaudible) anybody that you know selling their house if I have to buy, I will give you thousand

dollars.” Do you think that it will be for attention, it takes time.

Let us say in history on 10 people and (Inaudible) one house a year. How many deals is that? Ten, if you make 20,000 (Inaudible), how much is that? Two hundred thousand, is that more we are making now?

Participants: Yes, indeed.

Steve Golf: What if you had 20 people? You are paying to much taxes. If you are making \$30,000.00 or \$40,000.00 a month, any buyer (Inaudible) or best attorney? You bet, because your job – we are teaching class folks. Your job is only things. What is it? Find a deal?

Participants: Yes.

Steve: Make offer. That is it, that is your job. Not paint the house, cut off the grass. That is okay when you paid for is an hour. Would you got to look at from these perspective, if the house is worth \$500,000.00 and you go for \$300,000.00 and they take it, you literally made \$200,000.00 a day with the offer. You are not going to realize that they sell it for the highest paying activities the nation offers. That is what you got if you compare with that.

01:15:30

And my (Inaudible) say, one of those big white 30 boards on in our office, I had the address, the offer, when this is accept or not, the follow-up day. And I was just very independent, I made five offers this week. Next, we have to do six. Yes, folks, if you are complaining about this business, it is all going to boil down to one or few things. It is either number one, you are not to finding out deals and number two, what?

Participants: Make enough offers.

Steve: Make enough offers, very good. All right, now once your client (Inaudible), you have a whole year to come back then he has fast track the foreclosure, that is for

pre, okay, and a couple of you guys (Inaudible) as long as I have done here.

Webinars, do you guys know on webinars are? Every (Inaudible) state, we have a webinar. We have meeting experts on there. I encourage you to get on there. Now if you cannot, there are archives.

Exclusive networking, online resource, this is huge. You get all the contracts and forms for free. Let us try talking to the New York attorneys, how much is going to cost the person's need for you. The cost of this class is one of the less in what your attorney from a fee. Do you think Donald Trump's attorney (Inaudible) our contracts? Mr. Logan.

Client advisers, we are one of the best client advisers in the world. Those of you that decide to signup with us, you are going to get an email from us tonight at 800 number, your client adviser, all forms and contracts and webinars, client advisers or do we have against you, basic question for real estate.

Now, write these dates down, November 14, 15 to 16, make every effort to be there. And here is a big excuse idea, "Well Steve, I will just catch you guys next time your are here." Folks, how many (Inaudible) turning around. Get ready to do the statistics, six of you? How many of (Inaudible) and just turn around? How many of you guys – raise your hand on what I say.

Participant: (Laughs)

Steve: folks, I am telling you mortgage is turning around. I got statistics here. Get ready to have a new president tomorrow, the market is turning around. If you wait six months or year from now, guess what? You are going to lose out, you are going to miss the vote because once real estate gets popular, everybody's going to get in the real estates.

So, you are the guys that we can – and also this call in sick Friday, are you not sick in the job anyway? Make every effort to be there, it will change your life. If I am going to give you money back guaranty in this particular workshop, that is how I believe in this

system. The good thing, any guy that I am bringing one of my friends into the awesome speaker, the name is James, and the good thing about having us, especially with me, those of you who that have no money or credit, that is where I started. Do you think I have enough money out of your credit? Those of you that have money or credit, do you think I can help you (Inaudible) try to how to make money with money. Make every effort to be there, could you make it? You can even make money or make excuses but you cannot let both.

How life in Trump University best instructor very (Inaudible)? This is a 12-month program, this is not a three days, good in one (Inaudible). No, this is a year program, training for today's market, we are going to teach you, we will work on today's market and I will not work in the 1970s and 1980s, how it worst today. And you better learn from, when you like Donald or do not like Donald, as far as real estate goes you can think of? Access to the Trump network, that is huge and I am going to give you risk-free money-back guaranty just for giving us a shot, so you have nothing to lose.

Now, here is a success story for beginning a real estate (Inaudible) speakers were inspired, Rodney and Carrie. They really want to help us make our goal not just reach for (Inaudible). Thank God, for Steve and crew at Trump University. Beljor Mohammed, Houston, Texas.

Okay. To all the students, all of you guys who wants me to be in your (Inaudible) so this is going to be kind of like when you go to the training. Replacement three or four hours of teaching how to ways private money or you talk about hard money loans, we are going to talk about this owner financing, ho0w to make money out of all these buyers out there. The simultaneous closes, the privacy notes, (Inaudible) long-term, we are going to teach how to (Inaudible) investors with a balloon notes and the private sources of money, other people's money. Folks, I do not want you to go into the bank anymore. If you go to the bank, are they going to give you the money?

01:20:04

Participant: No.

Steve: No. Folks, you got to learn how to make money without money or your credit. If you know how to make money with money or credit, what happens is if you lose it or it happens to the bank, quick deal of your money right there or right now. And what are you going to do?

Folks, here is the most important thing. We are going to teach you multiple screens of the income. For people getting the trouble, they had one income. They had a job. You think it is cut-off, then what do you do? You need multiple screens of the income, if you have got five screens of income coming in each month, if one (Inaudible) get cut off, you are still okay.

Now here is our bank bailout plan. We are going to go and go in and purchase (Inaudible) properties for 35% to 50% of the not-owed to the bank, not 35% to 50% away its worth. We know the banks set the (Inaudible), we know the bank set are not motivated. That, we do not want waste all of your time in making all these offers of the banks that is not motivated.

Our exit plan is to be the wholesale a little quick of somebody else for quick cash or those of you got or want that cash of income, lease option or owner finance it up. Market, here comes the (Inaudible), make your move. Having home re-sale grow 7.4% last month, the most is in October 2001. That is right, from the National Association of Realtors.

Folks, if you wait six months or a year from now, you are going to miss the vote because you know what, I am sure (Inaudible) Steve Goff seminar six months ago. Now right now, there are people that makes money in real estate are trained investors. Do not just take our work more cheap financial strategies (Inaudible) recommends in the best real estate.

Now, we will worst unless you take action. What would you do if your college investment funds were frozen? The stock market gets crash. The money

price has slip away now, early retirement, (Inaudible).
Folks, what is the number one cause of divorce?

Participant: Money.

Steve: Lack of money. What is the more cause of stress?

Participant: Money.

Steve: Lack of money. What is the number one cause of health problems?

Participant: Money.

Steve: Lack of money. (Inaudible).

All right, now let us go to this 12-month program. I will give you huge discount. It is the last month of the (Inaudible) this year. Now, (Inaudible) 1495, I am allowing you to bring a family member, a spouse, a child, someone that you brought here with you, you can bring them for free. That premium membership is \$1200.00 value. We will give that to you for free. This (Inaudible), this is a bonus that – three CDs, I am going to give that to you for free. Bring the cost of your education \$1495.00 for two people.

And here is (Inaudible), “Well Steve, I am going to buy that big screen TV for \$1495.00.” A piece of advice folks, invests in your education, make the money and then go buy your toys. Cannot buy your toys upfront, now if you think \$1495.00 is expensive, try the school of (Inaudible). How are the three days on live training, two months to support, foreclosure (Inaudible). The key right here, certificate of completion, first to be signed by Donald J. Trump.

So you think about this for a second, three days of live of training for me and James. You are going to get my workbook that is going to teach you step-by-step, I flip \$200,000.00 with no money or credit. You got the best personal adviser in the world in all those three. You get all the webinars, you can come back any of these classes for free. You get all the contracts and forms.

Folks, if you are not willing to invest \$1495.00 in your education, are you going to be able to be successful in real estate? Absolutely not. And if you guys thinking and go after (Inaudible) this stuff, so you could go and (Inaudible) 95? Good luck to you.

In case of tuition, credit card, check or cash, no pay your tuition. Here is a call for (Inaudible), there are three groups of people. People make thinks happens, people wait for something to happen and people say, "What happened?" Where you guys have on this, what happened?

Participant: (Voice overlap)

Steve: All right, here is our guaranty just to give us a shot. Do you guys know the loses here three days request of tuition with money inside tonight within three days. If you decided to change your mind, we got to give your money back. Trump says, "You have all the way to the first day to get your money back." Folks, tell me the first day, if you do not see the passion and I have in helping you, if you do not feel like that I can make a difference in your life or if you say, "No Steve, you guys are great speakers but this real estate thing, this is not for me." At the end of the day, just go back to the back and we will give you your money back.

There again, if you do not see the passion that I have in helping you, if you do not feel like I can make a difference in your life or be say, "No, Steve you guys are great speakers but this real estate thing just does not for me." At the end of the day, just go back to the back and we will give you your money back.

01:25:21

Folks, Donald Trump (Inaudible) your \$1495.00. I can tell you this first 10, I worked on Wall Street all last year, they set this whole program up with (Inaudible) and Donald Trump's partner. I could tell you this, last month or last July, we do one seminar a month. Now, we are dealing eight to nine seminars every single month, this company is growing so fast (Inaudible) it is because of students that are successful.

In the world today, as long as you want me thinking anyway, think big and I want (Inaudible) if you go there and take a 10-minute break, I am going to ask buyers to come back. I going to stay about 20 minutes of my time, if you guys (Inaudible), we will get sign up and we get your email address because the best way for us to help you make money is three guys that believes and bringing to the class unless we call them for you. (Inaudible) you put your name and phone number on the paperwork, (Inaudible) with the deal, let us start the deal where you make a hundred thousand and I will give it to you.

May I ask you guys a question, if you are going to get involved in real estate, why would you never consider learning from somebody else? As far as real estate goes, Trump is the best. After good years in this business, do you know what I have seen? I seen people coming in this free workshops, they really get excited about making money in real estate and that is that it should be. There is money to be made in real estate, always has been, always will be.

I have also seen people come in this free workshops, take notes, takes your notes home and – try to feel (Inaudible) make money without a professional training. But unfortunately here is what happens, they take their notes home, they put on up on a shelf and they hope that in a new duplex, it pop up in the drive on the next morning. That happens, does it. And folks, the fact of the matter is, the majority of people just do not take note and do not invest in their education, lose the money in real estate.

Let me tell you something else about this group. I know 70% you will leave here and do nothing. I know that just in many years in the business, 30% who came out here because it is your time. It is time for you and your family that you get going, get ahead. You know now it is the right time, you seen all the success stories, you know the whys in real estate, 76% of all the millionaires made their money in real estate. You just need some (Inaudible) let me show you how great they could be done for yourself. And that is you I am talking to.

What you need to do is go back to the back and sign for three-day intensive training of work conducting in this area the 14th, 15th, and 16th. Of course, it is Friday, Saturday and Sunday. I am going to need your commitment from 9:00 to 6:00 on Friday and 9:00 to 6:00 on Saturday and 9:00 to 6:00 on Sunday.

We are going to start on Friday, we are going to teach you how to make money without using any of your money, credit or real estate license and without even own a real estate. We are going to talk about wholesaling, owner financing, lease options.

Also, we are going to teach about pre-foreclosures, foreclosures and short sale. Some of you guys just (Inaudible) their house in a contract and say, contract with a big box. And some of you guys want to buy an apartment, lease option, owner finance to that pass of income. Or we show you both ways. We are going to offer and show the contracts, forward, backward or up side down and sideways. You will feel very comfortable right off once you leave our training camp. We will show you great financing techniques and no money down techniques.

These three days, we will have more than impact on your finances than your current job will need formal education. Also, last time when Donald Trump's personal real estate coaches say to you, "Look, I am coming in your area staying three days with you. I am going to teach (Inaudible) so you can duplicate and make same kind of money (Inaudible)." This is the time to do it, just three days to change your life.

Now, let me show you how much your education will best ones going to do. The price of the three-day intensive training with a year of support is \$1495.00. Now, a lot of money when you are talking about the potential profits to be made in real estate and everybody (Inaudible) like a piece of college. We will teach you everything you need to know in making in real estate. Let say you make this investment career in real estate, you need more training, you cannot buy one property and make \$40,000.00, was it a good investment, yes or no?

Participant: Yes.

Steve: Absolutely. Folks, this is now – as we give you everything away from you. The knowledge you get more in the country, we will give you the freedom to live in whatever you want, (Inaudible) the last time you have dream about, it is up to you.

Folks, basically I have two options. Option number one, walk out the door right now, go back to life what you have before you get in here. Option number two, you go back to the back and starting tonight, change your family's financial future forever. I just want to ask something, just give me a chance. Give me a change to prove to you that I can help you to make money. If you are not completely satisfied, just go back to the back and we will give you your money back.

01:30:09

We are going to take a quick break and answer you questions. Well let me just answer one of the questions upfront that I was get. Well Steve, how will I know that your (Inaudible) that promised in? Well something had reported right now, the clients. Donald Trump's attorneys are listening, every seminar that I give. I cannot promise something that I cannot deliver and I cannot teach you something that does not work. So I started for a (Inaudible), it is not always you get in all the time.

And right on your contract, we have everything that I have promised you. I want to thank all of you guys for your time, those of you that have questions when you are at the back, those of you have already signed up and have to start training tonight as you want the people at the back. Thank you all of you guys for your time and, may God bless each and every one of you.

Thank you very much!

01:30:55

Exhibit H4

Fast Track to Foreclosure Investing - Free Introductory Class
Tue Feb, 17, 2009 @ 01:00 PM
 Speaker: TBD Speaker
Region: Dallas/ Ft. Worth, TX
City: Frisco
Venue: The Westin Stonebriar Resort
SEM_PFF-20090217c

Program Coordinator
Susan Morrison

Sales Coordinators
Christy Duckett
Michael Hinson

TOTALS:

142 registrations = 101 primaries + 22 guests + 19 walkins + 0 audits
0 cancellations before event for a cancellation rate of 0%...breakdown:
142 non-cancelled registrations
89 attendees for show rate of 63%
10 buyers for a conversion rate of 11%, with 0 pending
10 buyers retained for a retention rate of 100%
\$14,950.00 live event sales (post returns) for \$167.98 per attendee
\$0.00 salesFloor/cart sales (post returns)

paying—just little things, just little things to add up to your success or failure. You do not want to go through the school of Orthodox like this, I mean, here is the support, here is legal the form.

Okay, I have to tell you. Those of you were doing this—beginners. Sometimes it all sounds good to be true, let me tell you. People have been making millions investing real estate the right way for decades, and right now, the opportunity is golden because of what is going on economically, the housing is (Inaudible) at the bottom. If you are new with this, I need to warn you. If you get done on your first deal and your first deal will always be your hardest, investors—agreed? Always the hardest, you will look back and realize, is that 10 to 12 hours putting that deal together and pick up \$15,000.00 to \$30,000.00 profit, you will be hooked. You will realize it is real, people do it and you will never look back.

How many of you in here would like just a real simple idea, simple way to make these just one million dollars in real estate?—14 of you.

Participant: (Inaudible)

Mr. Chapman: I will take the nods, thank you so much. I will take a smile, just talk to me.

00:50:00

If you find five houses worth \$300,000.00 and right now, this market is something at foreclosure and you pick up it up \$200,000.00. You found five houses worth \$300,000.00 in this market. You pick it up at this (Inaudible) foreclosure for \$200,000.00. Rent those houses out for two or three years, (Inaudible) you have the holding cost. Do you think in two or three years here, do you think that in three years—that that house could be worth another \$100,000.00.

Participant: Sure.

Mr. Chapman: Sure, right. That is a \$200,000.00 profit for each house times five there is your first million, here is your first million. I know Trump students and graduates are buying five houses in a month range, a month. Some of them are buying five a week. They are controlling them. They are doing some of these things without ownership and liability. There is no limit it is up to your appetite. And where you want to head is up to you. What are your financial desires, okay?

Now, we also have a few sayings at Trump University and one of them would like to put up here and it is called DFL, DFL which stands for Done For Life. Done For Life, this is where you get yourself to where you have the option of never having to work again. I will tell you those if you can calculate at this market right now and do this the right way—you can be DFL in two or three years. Some of you would drive desire in one year. Do this part time, maybe four or five weeks DFL, it is a great saying.

He said, REOs situation is getting to (Inaudible). He said, have you heard about all the news, have you read about the newspapers—let me tell you something. Unbelievable, it is choking the bank system. He said right now, if we have an REO, \$250,000.00 worth on the mortgage, we offer \$110,000.00. He told me, this bank vice president, if we have a mortgage, an REO worth \$250,000.00 is owed, we offer \$110,000.00. Now, I do not know if any light bulbs went off in here but those of you who have cash and credit, investing in REOs is a no-brainer.

They do not even do anything else I am talking about. Because they were no motions, there are no families, (Inaudible), they are just—bang, it is numbers. Put your REO package together we will teach you in a couple of weeks, because with these properties up were unbelievable, unbelievable discount for REOs. You got to get this off the book. Does that make sense?—for those of you with cash and credit in getting this?

Okay, perfect story again, back to this. The last quarter of '08 foreclosures were up 112%, 2.1 million ARMs Adjustable Rate Mortgages, 2.1 million ARMs are set to reset this year in '09. You know, when you think about, I remember back to my days when I had a job and follow the footsteps of success for people, I wonder what the billionaires were doing right now. Warren Buffet, is he selling stocks or buying stocks? Yes, he is buying like crazy, why?—because they are cheap. He had seen this cycle a zillion times. Donald Trump is he selling real state now or buying? Look at what these people are—look most average people decided to jump in the real state three or four years ago when it has gone through the roof already, no fun intended.

Most average people jumped into the stock market back when the Dallas at \$15,000.00 (Inaudible) with the \$5,000.00. After it is gone, what is the move? If you learn how to do this the right way, Donald Trump's way, this might be the last thing you ever have to learn. Right here in Dallas, I uploaded these yesterday morning, I updated this yesterday morning, 9200 pre-foreclosures, 1459 auctions, the banks owned right now in this area is 4900 REOs.

How many do you need?—all of them. Wow! When? Today, today, you know what the good news is? For 24 months, we have been waiting for the signs at the bottom. We got it last month. You watched CNN? They announced that foreclosure piling for down 10% in January. It is the first sign of the bottom. I have been saying all afternoon, we are at here, we are at the bottom—we are at and we are here at the bottom. Do you need someone to tell you that now is the time—now is the time! If you wait six months, oh I got stuff to do, you are going to miss it. You missed it. If you wait a year, you have missed it—now is the time.

Okay, we need to do it the right way though, at Trump University, it is very important that the investors—the graduates. We do this ethically. We have obligation to do this the right way. Not just financially take

Exhibit H5

Fast Track to Foreclosure Investing - Free Introductory Class
Mon May, 4, 2009 @ 01:00 PM
Speaker: Scott Leitzell
Region: Orange County, CA
City: Irvine
Venue: Irvine Marriott
SEM_PFF-20090504A

Program Coordinator
Christy Duckett

Sales Coordinators

Jason Abeles

Noah Harris

TOTALS:

79 registrations = 56 primaries + 13 guests + 9 walkins + 0 audits + 1 cancellations before event for
a cancellation rate of 1%...breakdown:

1: OTHER

78 non-cancelled registrations

32 attendees for show rate of 41%

6 buyers for a conversion rate of 19%, with 1 pending

6 buyers retained for a retention rate of 100%

\$8,970.00 live event sales (post returns) for \$280.31 per attendee

\$0.00 salesFloor/cart sales (post returns)

step is where savvy investors mess up. They don't take this step. You need to do—file this paperwork down at the courthouse. So you're going to go down to the courthouse, at the record's department, you're going to file the paperwork. In addition, you need to fill out what's called an affidavit, so write that down, affidavit. It's also known as clouding the title.

Here's the reason why you want to do it. Landis is over here, John and I have assigned agreement. Landis is neighbors with John. Hey John, I noticed that there was someone over there. "Yeah, this is a Trump University graduate. He's helping me solve a problem. I'm going to make some money as well which is great." And he says, "Well, how much did he offer the property for?" "Well, \$300,000.00." "Oh the house is worth \$400,000.00, while you get \$310,000.00." You're going to call me up and John say, "Our contract is null and void."

And ladies and gentlemen, amateur and savvy investors make this mistake because they don't file the affidavit which is also called the clouding the?

Female: Title.

Scott Leitzell: Everybody say title.

Participants: Title.

Scott Leitzell: We have to take the step. Savvy investors miss it as well. You can go right behind my back and sell this property to Landis. However, if I had this affidavit which is clouding the title, you can't go behind my back. This is a legal, ethical way to do real estate. Everybody with me, give me another big yes?

Participants: Yes.

Scott Leitzell: All right stay with me because I'm going to start speeding up a little bit. So now after we have done the affidavit, folks we're going to put an ad in the paper. Everything is in here, in the Trump manual. I called it the Trump bible. You're going to get it next weekend.

00:15:05

Now, we can place an ad on the internet. We can do sign on the four way stop. We can do a sign right in front of the house. But let's do a sign in the newspaper. I'd write this down, it goes something just a little bit like this. Owner motivated, must sell. The house is worth \$400,000.00, will sell for \$325,000.00. Hurry! Big discount, won't last, call today. Now, do you think we'll get some phone calls around Orange County, Irvine? Hello?

Participants: Yeah.

Scott Leitzell: How many are we going to get?

down, three years or less. Let me ask you question, if we get the big bills paid off, these big, big, big stats. Do we live life like a heck a lot easier? Hello?

Participants: Yes.

Scott Leitzell: I want all of you to have same joy that I-- I whistled down the hall. People are always in such bad mood right now. Because they watch the news and world s coming to an end, folks it's not. You need to stop doing that. Get involve with us, I want three years or less, that is going to be your goal. Now, here comes the apprenticeship, it's a twelve-month apprenticeship with Mr. Trump. It's going to start with a three-day training that is just the beginning folks. That is three day full days. I need your attention for all three days. We're also going to have a mentor and apprentice. One of the things we do is we support you. We just don't train you for three days and kick you out and say good luck. We have tried and true methods. Would you rather learn from someone whose done real estate for years and years and makes billions of dollars or go out to school of Hard Knocks? Would you rather work with Mr. Trump? One person, would you like to work with Mr. Trump?

Participants: Yes.

Scott Leitzell: Learn from the best. The school of Hard Knocks is going to cost you a lot of money like people. Why people do that, is beyond me, online support. We're going to give you all the forms, the guides, the worksheets.

01:15:07

I'm going to talk to about the software in a minute. Under that I want you to write contracts. You need to learn how to fill the proper contracts and you need to learn how to get them signed, how to file. We have every single contract. You don't need to go anywhere else.

The exit strategy support, this is one of the most important things, I would write that down and underline. We're going to show you how to do an exist strategy. Most investors think the opposite, they get all excited, they go buy the property, and then they wonder, "What am I going to do with it?" They didn't think the opposite. You got to have an exit strategy in place and that starts with building that buyers list, which is a database of buyers. Let's test (ph) someone lined up over here. We're just ready to go, she told me exactly what kind of properties she wants. I go look at the property, I immediately assigned the contract over to you. And I'm good to go. I access the deals, partners, cash and credit. You got to show up to class.

Now, trumps negotiating system, all of who would agree with me that no one negotiates better with Mr. Trump. There's nobody out there that negotiates better. We're going to show you the marketing pieces for finding and selling the properties. Gang, don't reinvent the wheel, everything is right here. All you have to do is change the number for your phone number and change the numbers and the addresses that all you have to do. These are tried and true methods, don't reinvent the

Exhibit H6

Fast Track to Foreclosure Investing - Free Introductory Class
Thu Mar, 5, 2009 @ 06:30 PM /> Speaker: not defined
LIT: Scott Leitzell
Region: New York/ New Jersey /> City: Somerset
Venue: Doubletree Somerset Hotel & Executive Meeting Center /> SEM_PFF-20090305D

Program Coordinator
Tiffany Brinkman

/> Sales Coordinators
Christy Duckett
Ryan Lotman

TOTALS: /> 98 registrations = 70 primaries + 19 guests + 9 walkins + 0 audits
0 cancellations before event for a cancellation rate of 0%...breakdown:
98 non-cancelled registrations
40 attendees for show rate of 41%
6 buyers for a conversion rate of 15%, with 1 pending
6 buyers retained for a retention rate of 100%
\$8,970.00 live event sales (post returns) for \$224.25 per attendee
\$0.00 salesFloor/cart sales (post returns)

Scott: Alright! Thanks Tiffany. Good evening everyone!

Participants: Good evening!

Scott: Alright, we are going to try it one more time. It is our last event. Good evening everyone!

Participants: Good evening!

Scott: Alright! Thank you so much. I am going to talk about myself for just a couple of minutes then I am going to start training you okay. I am going to show you how you can get of hold of Mr. Trump and myself and taking advantage of all these foreclosures around the New York-New Jersey area.

Gang, I came from a middle class family. My dad works for the government. My mom work part time in order to make ends meet. And when I was growing up my parents told me in order to be successful in life, you need to go college, get a real good education and you are going to go work for corporate America and they are going to take care of you. So at the age 18, I did not have a plan and my parents could not afford for me to go to school. So I went to the Air Force for four years and it was a great experience. Upon that, I finish my degree and I got what I thought would be my dream job. And I was a stock broker at Morgan Stanley Dean Witter.

Now, do not throw anything at me right now. You got to remember that this is during the '90s. And if you are around then, which everyone looks like they should be, the market was going up. And when the market is going up, the economy is doing well, everybody is happy from Wall Street to Main Street. Well, after the horrible events of 9/11, we walked into our office and all of us were laid off. There were over 500 of us at once. So, I thought back to what my parents thought me, I need to get—got my education, I just need to get one more corporate job because this was maybe because of a really bad event.

So I took one more corporate job for another Fortune 50 and the owner franchised the company. And he hated that so he actually raised his own stock on the NASDAQ stock market, and with the proceeds from that offering he bought back all to franchises. And of course, in the corporate world, we like to call that restructuring. So there is now two jobs, really, in the past eight years that I had. And I got right back to where I was. So some of you would agree with me and maybe have experienced this pain. Would you all agree that corporate America can be cruel at times? It can be very cruel.

Participants: Yes.

Scott: So, when 2003, I started real estate investing, fulltime. And I met my mentor. His name is James Harris. I want you to write his name down. Everybody write down James Harris. He is Donald Trump's number one instructor. He changed my life. This is the only reason I am standing in front of you tonight. I have earned the right to work for a billionaire is

because of James. So, one of the reasons I am here tonight for you guys—would it be fair to say that one of the reason that you are here tonight is to make more money?

Participants: Yes.

Scott: Folks, I need some participation. Would it be fair to say?

Participants: Yes!

Scott: Okay. The second thing is I am a zero down expert. And the market has changed in the last six months, would you all agree?

Participants: Yes.

Scott: It seems to change every week. So, we know this, which is good. So I am going to set some expectations tonight. I am going to show you how to put an extra 25 to 55 grand in your pocket in the next 90 days or less with using little or no money, not having your own credit checked, without needing a loan from the bank and without getting a special license. Would this be exciting?

Participants: Yes!

Scott: Besides, one person in the front folks, his enthusiasm is at volcanic proportions.

[Laughs]

Scott: I got to tell you guys, the group this afternoon was much better. So, the way I like to train you guys is as if you are my family. So, I am going to ask you, are you with me? Please say yes. Does this make sense? Please say yes.

Participants: Yes! Yes! Yes!

Scott: I want you guys to participate because I do not want you guys just to obtain the information. I need you guys to retain the information. So I want to make sure you guys are making sense. The more you participate, the more you are going to learn.

So, let us say it one more time. 25, 55 grand, next 90 days or less, no license, no loan, you do not have to have your own credit checked and you are going to have little to no money down. Is this exciting? Give me a big yes.

Participants: Yes!

Scott: Okay. Now, let us get started. I am going to speak for about 90 minutes and folks, I cannot teach you everything there is to know about real estate in 90 minutes. Real estate is a big money business. However, I just made you promise. I am going to show you how to put money in your pockets right now in 90 days or less.

So, when I got started, James, my mentor, told me "Scott, I want you to read this book. I would read that book five times. I want you to go to this workshop." I would go to a three-day workshop, five-day workshop. I would go for two weeks. So wherever he told me to go I would go. And you are sitting in the right seats because I have sat exactly where you are sitting, so good for you.

00:05:03

But one of the things I always hated when I go to a workshop like this and the presenter would be talking for two hours, I would be all excited. At the last ten seconds of the presentation, he or she would say, "In order to continue with the program, you need \$5000.00 to go to our boot camp." And I hated that. I wanted to punch the guy in the face.

So I made a commitment to Mr. Trump. I am not going to do that. We are inviting all of you to join us not this weekend. It is next weekend for three days Friday, Saturday and Sunday. We are not going to persuade you. We are not going to convince you. You either going to do this or you would not, but you are going to see that we are the experts and we are inviting all of you to join us with our power team next weekend.

Now, the other reason I put this up here again is because I do not want there to be any shocks and surprises at the end. So ladies and gentlemen, is this completely fair? Yes or no?

Participants: Yes.

Scott: Is this completely fair? Yes or no?

Participants: Yes!

Scott: Okay, good! Let us get started. Make sure you do have a notepad because I am going to show you three no money to little money down strategies to put money in your pocket right now. But you got to remember it is creative, unorthodox real estate.

Again, we have all agreed that the market has changed in the past six months. So it is coming from a multi-millionaire and a billionaire. So I need all of you to keep an open mind. Some of the step you have heard before, some of you it has—you may not have heard of them before and that is okay. Now, would it be okay if you hired me as your mentor for the next 90 minutes?

Participants: Yes!

Scott: Getting a little bit better, so we will get that participation up a little bit more. Now, I am going to come at you. I am going to get you out of your comfort zone. That is what a mentor does. Because again, the reason we are all here tonight is to make more money. So I am going to make you uncomfortable for a while, but I am going to give hugs during the time. I need you to get uncomfortable. So I am going to push your

buns a little bit and maybe strike a nerve with you and that is okay because I am going to be your mentor for the next 90 minutes.

Alright! Let us get started. There is a headquarters at Trump University. We are right down the street in lower Manhattan in the financial district, 40 Wall Street, 32nd Floor. Mr. Trump bought this building for \$1.2 million and now 12 years later, it is estimated to be worth over \$400 million. Class, did he get a good deal?

Participants: Yes!

Scott: No! He got a phenomenal deal. Now, I am going to set the expectations for the rest of your foreclosure career starting tonight. Mr. Trump picked up this building while it was going into—

Participants: Foreclosure.

Scott: Everybody say "foreclosure".

Participants: Foreclosure.

Scott: Now, you want to talk about some creative, unorthodox real estate if you read any of his books. He actually used his life insurance policy to pay for that building. So, that is where we are. We are right down the road at 32nd floor. Come by and see us sometime.

Alright! Here we go. So, I need you guys to participate. What I would do is I am going to show you three strategies. I am going to do the top three. So what I would do is you have a pretty good notepad here tonight, I would do a single page of notes for every single strategy. It is concept that I want you to understand, not the numbers.

Now, the first one is an assignment. So write that down, an assignment. If you do not have a notepad and pen, like, Christy or Tiffany now in the back and should be more than happy to get you one. You may have to call and get some.

So what I am going to do is I am going to separate the room in half. This half of the room, you are going to be the sellers or the property and this half of the room, you are going to be the buyers. Now, you sellers over here have a house that is worth \$400,000.00. Now class, are there homes around the New Jersey-New York area that are \$400,000.00?

Participants: Yes.

Scott: No! There is a boatload of them. So write that down. There is a boatload of properties worth \$400,000.00. I can show you the strategy if there was a \$200,000.00 house, \$100,000.00 house, \$2 million house. It does not matter. It is the concept. It is an assignment. The contract assignment has been around for over 50 years.

So, you sellers over here, you have the house that is worth \$400,000.00. Write that down. Now the sellers over here are on what is called the

notice of default list. I need all of you to write that down. Notice of default list, and what that means class is these sellers have missed some payments. Now the bank is taking legal action. They filed a notice of default, which means they are about eight weeks away from going into foreclosure.

Now, if they go into foreclosure, they are going to ruin their credit for seven to ten years. You need to write that down—seven and ten years. Ladies and gentlemen foreclosure is worst than a bankruptcy. You can always startup and get funding right after you bankrupt after a couple of years, but not with the foreclosure.

Now, in Trump University, we have three core values on every single deal and you need to write this down. Number one, it is people first. Number two it is money second. And number three it is things third.

So here at Trump University, we like to help people. But we are going to try to solve a problem. We are going to try to prevent these sellers from going into foreclosure. So at Trump University, we are problem solvers. So everybody say "problem solver".

Participants: Problem solver.

Scott: Just a little bit better. Problem solvers.

Participants: Problem solvers.

Scott: Problem solvers. We are just going to try to solve a problem and prevent these sellers from going into foreclosure. I am going to use Mark for this example. Now, we are going to talk to Mark.

00:10:00

Find out he is on the notes of default list. He is eight weeks away from going into foreclosure. And again, he is going to ruin his credit for how long?

Participants: Seven to ten years.

Scott: Seven to ten years, very good! We are going to find out that Mark owes \$285,000.00 on his mortgage, so, write that down. House is worth 400, he has \$285,000.00 on his mortgage. Now, we are going to make an offer on this property. I want everybody to say "make offers".

Participants: Make offers!

Scott: Until you make offers in real estate, you cannot make what? You cannot make money. So we are going to make an offer we will show you how to make offers on any kind of property, but we are going to offer \$300,000.00, so write that down.

Now gang, there is a lot of reasons why Mark or all of the sellers in this case would take a lot less than what is currently the house is worth. It is

not just foreclosure anymore. Its bankruptcy, divorce, job loss, job relocation, sickness, death, back taxes, so it is not just foreclosure why Mark would take less than the property is currently worth, he has a problem. We are just trying to solve a problem. We are going to get him out of foreclosure.

So now, once we fill out this paper work, we got a couple of things to do. We are going to assign this contract. Now when we fill up the paper work with Mark, we are going to put it in our own names, right? You guys think so? Wrong! Exactly why you have to write this down, this is why you are here today at Trump University. You are going to put it in an LLC. So write that down, a Limited Liability Company. Gang, you never want to take anything in your own name and here is the reason why. Is it Anul, Anieul(ph)?

Participants: Anieul.

Scott: Anieul. Let us say are Anieul is all excited. I am going to do the orientation and you are really excited about going to the three day training next weekend. He is in the parking lot. He backs his car up and, God forbid, he hits somebody that is walking by. That family that you hit is going to hire an attorney and they are going to what him?

Participants: Sue him.

Scott: They are going to sue him and they are going to take everything in your name. So if you have equity in your home, your checking account, your savings account, if you have a 401 k left or an IRA, they are going to garnish your wages all because you have stuff in your what?

Participants: Name.

Scott: Folks, you got to participate a little bit better with me, okay?

Participants: (Inaudible)

Scott: I want you guys to participate a little bit more. The group this afternoon was a lot better. The more you participate, the more you are going to learn. So we are going to do an LLC because we do not want anything in our own name. Now, after that, we are going to put three little words that are going to make us rich. So, write this down. "And or Assigns", "and or assign" which means, we are just going to sign this contract to somebody else. We are the middleman we are going to make a little bit of money. Now, we are not going to get rich on this deal but I just made you a promise earlier, I am going to show you how to put money in your pockets when?

Participants: 30 to 90 days.

Scott: Say, right now.

Participants: Right now.

Scott: 90 days or less. So after we do an LL—?

Participants: C!

Scott: And then “And or—”?

Participants: Assign!

Scott: We now to get this notarized. So, write that down. We need a stamp from the notary. Now, the final step is normally what we teach at class. But since you guys are starting to participate, I will tell you anyway. We are going to go down to the courthouse and we are going to fill out an affidavit. So, write that down. It is also called clouding the title.

And what that means this is a legal, ethical way. I cannot teach you anything that is not legal and ethical in all 50 states. I am being recorded by Trumps attorneys. So let us say that this is Mark’s house. When I cloud the title, he cannot go behind my back and try to sell it to John without going through me. So you just want to have that affidavit which protects you as the middle person in this property. Now gang, how much so far do we have on this—how much money do we have in this property so far?

Participants: Zero.

Scott: Zero. Okay. So, now we have the contract filled out. We are going to put an ad in the paper. It is going to go something a little bit like this. We have all the ads. We will show you in class, but it will go something a little bit like this. “Owner motivated, must sell. House worth 400 will sell for 325. Hurry, won’t last! Move in special.” You think we will get some phone calls around the New York-New Jersey area?

Participants: Yes.

Scott: No. You are going to get a boatload of calls. So, write that down. So one of your assignments tonight when you get home is make sure, if you are going to use your cell phone or a home phone, make sure that you can receive an unlimited amount of voice mails. Do not let it kick off after 60 seconds. Let these people talk to you.

Now, over here are the buyers. They are going to look—they are going to see that ad and they are going to call and say, “We are interested in the property.” So let us say this second row right here, you are all interested in the property. Gang, we are only going to deal with people that are pre-approved for mortgage. Write that down. There is a big difference between pre-qualified and pre-approved. Pre-qualified is based on your credit history alone. Pre-approved is you have actually shown some W2s, some income tax returns, etcetera. You are further along in the process. You do not want to waste your time with people that are not pre—?

Participants: Approved.

Scott: Approved for a mortgage.

00:15:00

So now, once we find out you are all pre-approved, we are going to send you by the property so you can drive by and take a look at it. If you call us back and you are interested, we are going to send them two things. Write this down. We are going to send first, an appraisal. The appraisal is going to show that the house is really worth, how much class?

Participants: \$400,000.00.

Scott: \$400,000.00. The second thing we need to send them is a title report. So, write that down. Now the title report is going to show that the property is free and clear of all liens, all judgments and all encumbrances except for that affidavit. Remember, we filed at the courthouse. That is the only thing that is going to show up that protects us so nobody can go behind our back.

Now after that, once we sent this notice, we are going to take the first persons that call us back and said, "We love the house. We are ready to go. We love the school district. We have been looking at homes for 400, 425, 450, but in the current economy that we are in, we actually like to live a little bit below our means." Does that make sense?

Participant: Yes.

Scott: In this economy right now, so we really love the property. And I am going to say, "Fine, no problem." And that is actually in the script because they are from New York. So everyone say "fine".

Participants: Fine!

Scott: No problem.

Participants: No problem.

Scott: We are going to setup a simultaneous close, write that down, simultaneous close; both parties at the same time. Now, depending upon the state that you are in it is either going to be with the title company or it is going to be with an attorney. So, for example, what is your name?

Roman: Roman.

Scott: Robin?

Roman: Roman.

Scott: Let us say Roman, he is ready to go. He is going to show up at the title company. He is going to bring his check for \$325,000.00. We just got you a great deal because the house is really worth \$400,000.00. You already have 75 grand to build equity and in two or three years when the

markets go back up, you actually are going to have more equity. So you are going to send us a lot of referrals over here you buyers. So everybody say "thank you Scott".

Participants: Thank you Scott.

Scott: Alright! Now we are going to go over here to the sellers. Let us use Mark for this example. Out of the 325, we are going to send \$285,000.00 to your bank. We just saved him from going into what?

Participants: Foreclosure.

Scott: And ruining his credit for how long?

Participants: Seven to ten years.

Scott: Seven to ten years. Now, remember those three core values I told you? It is who first?

Participants: People.

Scott: People first. I am going to give you 15 grand because you have missed some payments so we are going to make your back payment back up for you. And we are going to get you into a lease option, which I am going to go over next. So if you are smart investor like myself, you always are going to have two deals going on at the same time.

Now, that is not \$300,000.00, 285, but we are going to give you that \$15,000.00. So the difference between the 325 over here and the 300 over here is \$25,000.00 difference. And that goes to the international hit bank. Does anybody know where that is?

Participants: (Inaudible)

Scott: Exactly! It is in your pocket. So gang, you just made 25 grand on a property that you do not take title to. We do questions at the end.

No excitement. "Gee Scott that is great!" You just showed me how to make 25 grand in less than 90 days. Folks, is this exciting? Give me a big yes.

Participants: Yes!

Scott: We did not take title to the home. Now some of you, I have already can tell you are rolling your eyes. Do not you roll your eyes at me. I am your mentor. You can do this all day long. Assignments have been around for over 50 years. The key is you need confidence and you need training. Right now, that is what you lack. You can do this all day long. Now, if we can show you how to do one assignment and let us say we do one every quarter with an extra 25 grand, so that is a hundred grand. Will an extra hundred grand help you and your family this year?

Participants: Yes.

Scott: What if we just did not want a year? Will an extra 25 grand help you and your family this year?

Participants: Yes.

Scott: Everyone else must be independently wealthy because we all came here tonight to make more what?

Participants: Money!

Scott: Money, okay. Now, let me ask you a question for those of you who keep rolling your eyes at me. We are going to make you believe. How many people here currently own a home? Okay. Let me see if I can ask this a little bit here from (Inaudible) here. You guys are killing me with your enthusiasm. How many people currently lives somewhere right now?

Participants: (Inaudible)

Scott: I still have some people not raising their hands. Now, those of you that have owned your home now or you have owned a home in the past let me see if this has ever happened to you. Let us say you are married and your spouse checks the mail. "Honey!" And let us say you got your mortgage with Bank of America. You signed all the paperwork. You got keys of the property. "Honey, Bank of America has assigned our mortgage to Wells Fargo for a fee. We now have to make our payments to Wells Fargo." Bank of America assigned our contract to Wells Fargo for a fee and now we have to make our payments to Wells Fargo. Does anybody ever had this happen to them before?

Participants: All the time.

00:20:00

Scott: All the time. Sometimes, you are—a note will get assigned more than once. It can get assign as much as it wants. Folks, the banking industry does this all the time. They just assign paper back and forth. They do it for a fee. Watch? We can do the same thing in real estate, which means we do not have to own anything. We just have to control it for a little time. Are you with me? Give me a big yes.

Participants: Yes.

Scott: Okay, good. Second strategy, write it down, it is lease options. These are huge right now. The market is screaming for lease options. This is also called the for-rent method. I would use a separate page. I am going to keep the numbers the same. It is the concept that I want you to understand. Now, are there \$400,000.00 properties currently for rent around the New Jersey-New York area?

Participants: Yes.

Scott: How many of them are there?

Participants: Boatload of them

Scott: Boat loads of properties. So, we are going to try to a problem because at Trump University we are problem—?

Participants: Solvers.

Scott: So I am going to use Robert for this example. Now, Robert currently has a house that is for rent. But he has a problem, it is currently vacant. And it could be vacant for four, five, six months. So I am actually going to go up to your property. I am going to call. We have all the scripts. I am going to pull out a sign.

“Hey Robert, I am looking at your for rent sign, let me ask you a question.” Oh, by the way, there are any landlords in here right now besides me? Good! You are going to love this. Because would you agree, sometimes tenants can be not so nice?

Participants: Right.

Scott: Sometimes you get go with them, once in a while you do not get some good ones. They wreck the joint. They put holes in the wall. They put those big dogs in the property they are not supposed to. They do not pay the rent on what—?

Participants: Time.

Scott: Time! So I am going to say, “Robert, deal with me. I am a buyer. Now, let me ask you a question. Would you be interested with the lease with an option to buy? Let me explain myself. I am going to pay you the first of every month. I am never going to call you. I am going to handle all the maintenance and repairs, so you are not going to get that phone call at 4AM when the toilets have overflowed. I am going to guarantee you rent for three to five years. Robert, would you be interested with the lease with an option to buy until the markets turnaround?”

Participants: Yes.

Scott: The key is, class, we need to make Robert comfortable. So, write that down. And what that means is we need to understand, you need to understand how to explain it to Robert. Now, 50% of the landlords right, they were going, “Yeah, this sounds great. I do not want a tenant. Tenants stink. The last one I had wrecked the joint and I am spending three grand in carpet and paint. So I really like the idea of getting a buyer into the property.”

Now, we are going to fill out some paperwork, but before then, there are two things we can negotiate in real estate. Number one is price and number two is terms. So Robert is going to tell me, “Scott, I really was not interested in selling my house so I want full asking price right now.” And the house was worth \$400,000.00. So, write that down.

So gang, at Trump University, we are actually show you how to pay people exactly what their homes are currently worth and still make a lot of money. Is this exciting?

Participants: Yes!

Scott: Because, are we currently in a buyer's market or seller's market right now?

Participants: Buyer.

Scott: What should you be doing everyday?

Participants: Buy.

Scott: Anything you can get your hands on. Anything, (Inaudible) we will show you short sales and will show you a class. So, I am going to say, "Fine, no problem. I am going to give you full asking price in this current market. However, I am going to get it in a zero down." So, write that down. I am not going to budge on the price because Robert does not want me to. That is fine. I am going to negotiate the term. Zero down. Now we need to do—I mean the down payment.

Now we need to do the term. We are going to do a three-year lease option term with you. So, write that down. A three-year lease with an option term and then finally, we are going to compute your monthly payments, we are going to do \$1500.00 a month. This is just for informational purposes only. It could be higher. It is the concept that I want you to understand.

Now we actually have some paperwork to fill out. The first this is the Lease Option Agreement Memo. Now, James Harris, my mentor, created this and now it is at Trump University. It says that we have 90 days to try to find a buyer because we are helping Robert solve a—?

Participants: Problem.

Scott: Problem. He has got a vacant house. We are going to try to get a buyer instead of a tenant in there. Now, if we cannot find a buyer within the 90 days, it says right here this contract becomes null and what?

Participants: And void.

Scott: And void which means we have little to no risk. And that is the way you want to do real estate. Are you all with me? Give me a big yes.

Participants: Yes!

Scott: Okay, so we have this paperwork to fill out. We also have a lease agreement we are going to fill out with you because we have a term of three years in \$1500.00 a month. I also am going to have an option to purchase his home for \$400,000.00. So it is a little bit of paper work.

Now, once we get this paper work filled out with Robert, we are going to put it in our own names right?

Participants: No!

Scott: No! We are going to put it in an LL—?

Participants: C!

Scott: And then we are going to get it?

Participants: Notarized!

Scott: What is the step right before that?

Participants: Stamp.

Scott: And or Assign.

00:25:01

So, after your LLC you are always going to put and or assigns. The reason being, if I cannot find a buyer, I can always go right back to the assignment and make 25 grand every single time. So, every contract, it is LL—?

Participants: C!

Scott: And or Assigns, and then we are going to get it notarized. We are going to get the stamp from the notary. Then we are going to file it at the county courthouse doing an affidavit again.

So, for example, Robert cannot go behind my back and sell to Sean, but without going through me. This is the legal right way to do real estate.

Now, we are going to put an ad in the paper. It is going to go something a little bit like this. "Lease with option to buy. No banks, no credit checks, no background checks, low qualifying. Stop making your landlord rich, you are wasting your money on rent. Become the dream of being a homeowner. Call now!" Do you think we will get some phone calls around New York-New Jersey?

Participants: Yes boatloads.

Scott: A boatload of calls. So again, you need to make sure your answering machine is set up to handle a lot of calls. Folks, you are going to get hundreds of calls. Trust me. This stuff works.

Oh, by the way Robert, you know in that memo that we filled out, it says that I can advertise the property any way I want. I can put a sign on the four-way stop. I can put a sign in the yard. I can put a newspaper ad. If you are smart like me, I will put a big banner on the roof and the arrow point right down to the door. So there is no mistaken. If you drive in

Atlanta or in Orlando area and you see these big arrows, you know whose properties they are. That is why you are going to get hundreds of calls. It works.

Now, over here, you are now the buyers. You are going to drive by the property and you are going to hit the breaks. You are going to stop and say, "Honey, this person is actually offering us a lease with an option to buy. We have been throwing away our money on rent. Let us give them a call." So once you buyers over here call and I mean Sean for this example, we now need to do the terms over here with you. So, write this down. Over here we got everything setup with you.

We are going to raise the price 10%. So your purchase price is going to be \$440,000.00. Now we need some down payment. And the reason is, remember in the ad it says no credit checks, no background checks. Do you remember that? I know your credit is not up to speed, so I am going to use money as qualifying. I am going to need \$15,000.00 down from Sean. It is going to be non-refundable, however, since it is who first—?

Participants: People.

Scott: People first, I am going to take that off the backend price when we go to close; so 440, \$15,000.00 down. Gang, there is a lot of people right now. There is two different terms you have heard. There is real estate poor and cash rich. Does anyone ever heard of this?

Participants: No.

Scott: Basically, they do not own any real estate. They have been renting for a while but they have a lot of money. You come across this a lot. There is also people that are real estate rich and cash poor because they bought at the top. So there is two different scenarios.

So gang, there is a lot of people that have a lot of money, they just cannot go to the traditional banks. Would you all agree that the lending industry has changed?

Participants: Yes.

Scott: The banks want where you were sleeping last night, what you just ate for dinner, they want your blood sample and they want to know what you are doing for the next three months. The banks do not really want to lend money right now. So the market has changed. So this is the stuff that works right now.

Sellers cannot sell their properties right now for full asking price, buyers cannot qualify for a loan so they need a little bit of time that is why lease options are huge right now in this market. So I need \$15,000.00 down. It is going to be non—?

Participants: Refundable.

Scott: Refundable, but we will take it off the backend price. We are going to do a term with you over here, buyers, for two years. So, write that down. A two-year term and now we need to compute Sean's monthly payments. It is going to be \$2000.00 a month. Now, would you all like to know the secrets in selling real estate in this market right now?

Participants: Yes.

Scott: Okay, since this side responded, everyone else do not pay attention. I am kidding. Alright, here we go. There are three things you need to do right now.

Number one, I need to help you buyers, clean up your credit. So, write that down. There are three simple things we are going to show you in order to help you clean up your credit. Number two, we need to get these buyers approved for an FHA mortgage. Write that down. It is the easiest, most simplistic mortgage to get right now for primary homebuyers.

On October 1 of last year, George Bush expanded the FHA requirements which means, you can borrow more money, have a lower credit score and higher debt to income. That is a good thing in this market right now. So we are going to help you get a FHA mortgage. The third thing we need to do is cover some or all of your closing cost. And how we can do that is the 15 grand that you gave me that was non—?

Participants: Refundable.

Scott: Refundable, but we are going to take it off the backend price. So, the reason I am going to tell you is there is three different options that can happen because some of you are looking at me because now you are figuring out, remember over here with Sean? How long is my term with you?

00:30:03

Participants: Two years.

Scott: Two years, but over here with Robert, how long is our term?

Participants: Three.

Scott: Three years. There is a one-year difference and the reason we want that is something called coverage, so write that down. Just like an umbrella, it is going to protect you from the rain.

So here are the three different scenarios that can happen with options and this is why we can make a lot of money. Scenario number one, Sean is cleaning up his credit. He is also getting approved for an FHA mortgage. But, during that time, you are just—you are really, really close, you just need a little bit more what?

Participants: Time.

Scott: Time, I can extend you a year. But, if I extend you a year, I may ask for another \$5000.00 down. It is going to be nonrefundable but we will take it off the backend price.

Scenario number two, Sean does not clean up his credit. He does not want the property anymore. So, with that one year that I have over here with Robert, I can actually get a new buyer. One of you over here and maybe charge you \$7000.00 to \$10,000.00 and then you are going to have a year to clean up your credit and get that FHA mortgage and then we will cover some or all of your closing cost.

Now, the third thing that can happen is this same thing. Sean does not want the property. What I can do is I have an option with Robert to purchase his house for how much gang?

Participants: \$420,000.00

Scott: (Inaudible) with you for \$400,000.00. So, I can use OPM, which stands for what?

Participants: Other People's Money.

Scott: I can use that in two years to purchase your property. Because we have an agreement for \$400,000.00 and in two years, when the markets are turning gone back up—let us say the house is worth \$440,000.00, \$450,000.00, I can sell it for \$420,000.00 and just make a quick 20 grand. So, with options, we can make a lot of money. And, that is why lease options are huge right now.

So, let us say Sean, you do clean up your credit, you do get that FHA mortgage. And now, we are going to cover some or all of your closing cost. So, we are going to say, "Fine, no problem." So everyone say, "Fine—"

Participants: Fine—

Scott: No problem—

Participants: No problem.

Scott: Okay, we are going to do a double escrow/close. So, write that down. Again, depending upon your State it is either going to be with the title company, some States you have to do it with an attorney.

So, Sean is going to show up. He is going to bring his check for \$420,000.00. That is the \$440,000.00 purchase price minus—I am sorry, you are going to pay \$425,000.00 minus the \$15,000.00 you put down. So, \$440,000.00 minus \$15,000.00 is \$425,000.00. We just gave you the dream of being a homeowner, which would you all agree that is the American dream?

Participants: Yes.

Scott: Would you all agree that is the American dream?

Participants: Yes.

Scott: So we just gave you the dream of being a homeowner, you are happy. So everyone say, "Thank you Scott."

Participants: Thank you Scott.

Scott: All right, over here, you sellers, you are going to pick up the check for \$400,000.00. We just helped Robert solve a what?

Participants: Problem.

Scott: Problem. He had a house that he was renting out maybe four, five, six months and you were tired of being a landlord we got your full asking price in the current market. So, Robert is happy. He is going to send us a lot of referrals as well. We will show you a training if you want to reinvest that money, you can do so. So you do not have to pay any additional taxes to Uncle who?

Participants: Sam.

Scott: We pay him enough so we are going to show you how to do that. There are three profit centers with the lease with an option to buy so write this down. Number one is the difference in the down payments. Over here with Robert, I gave you guys zero down because I gave you your full asking price for your property. Sean gave me \$15,000.00 down that was nonrefundable. So gang that is \$15,000.00 you got upfront the day you bought real estate. Gee Scott, that is great! That is fantastic! Show me how to do that again. Folks, is this exciting? Give me a big yes.

Participants: Yes!

Scott: Because you know what most people do? They go to Barns & Noble and get a book on foreclosures, think that they are an expert, they are going to go out there and try to purchase a foreclosure and put money where?

Participants: In.

Scott: No, down at the bank. Do not ever do that again. Fools do that. I just showed you how to get paid the day you buy real estate which is a much smarter way to do it.

Second profit center is the difference in the monthly payments. Sean is paying me \$2000.00 a month. I am paying Robert \$1500.00 a month. That is \$500.00 a month times the two-year term over here, folks, that is \$12,000.00. After the \$500.00, I want you to write positive, passive cash flow. If you like to retire in this country, you need positive, passive cash flow. Because I hope you are not relying on social security or bail out to help you with your retirement when you positive passive cash flow.

Third profit center is the difference between the sales price and the purchase price. Over here, Sean bought in his check for \$425,000.00. Over here, you picked up your check for \$400,000.00.

00:35:03

The difference between the \$425,000.00 and the \$400,000.00 is \$25,000.00 so write that down. We have the difference in the down payment of 15 grand, \$12,000.00, which is the difference in the monthly payments of positive passive cash flow and now we have \$25,000.00, which is a difference in the purchase price and the sales price. So somebody who is really good at Math that wants to be the next Trumpster, tell me how much that is.

Since the participation is at volcanic proportions, I will tell it for you, it is \$52,000.00. Now, we did not have any of our money, did not have our credit checked, did not need a special license and did not get one loan from the bank. Would an extra \$52,000.00, helped you and your family this year? Give me a big yes.

Participants: Yes!

Scott: And again, some of you are rolling your eyes saying you cannot do this. I am telling you, you can do this all day long. Options have been around forever. Now, at training we are going to show you a six-figure option system. So write that down, six-figure option system. It takes us three hours to go through it with documented results.

We are going to show you in a two year period, you are going to buy one of this a month. At the end of the two-year period, you are going to have over \$2 million worth of real estate. And during this two-year period, people are going to be exercising their options so you are going to have buying and selling going on. You only have to buy one a month. At the end of the two-year period, you are going to have over \$890,000.00 cash at the bank. Is this exciting?

Participants: Yes!

Scott: Good! Now, can we lease pretty much anything in this country?

Participants: Yes.

Scott: Can we rent it is also rent to buy? Can we lease furniture?

Participants: Yes.

Scott: Yes, we have rent center places. Can we rent a TV? Rent-to-own?

Participants: Yes.

Scott: Sure. Can we lease an airplane?

Participants: Yes.

Scott: Yes, that is what the airlines do. They do not pay all the cash upfront. Can we lease a car?

Participants: Yes.

Scott: You guys know we can lease the car right?

Participants: Yes. But it is not easy.

Scott: You can still do it though. Nothing is easy. Now, I am going to tell you since most people understand leasing a car, I am going to use that as an example.

There is only two ways I know aside from paying cash how to purchase a car, brand new. You are going to go to the dealership and you are going to put money where?

Participants: Down.

Scott: Down. Now you are going to negotiate with a blending institution your monthly payments. Two year, three year, four year, five year, six year term. And as soon as you get in your car and you are all excited to get three miles on it. It has got that new car smell. You are all excited. As soon as you drive that car at the parking lot, where is the value of that car go?

Participants: Down.

Scott: Over 30%. Do not ever do it again. Fools do that. I do not even consider it a depreciating asset. I consider it a depreciating liability because unfortunately, you can get in a wreck.

Now, the second way to get a car is popular and corporate America. It is leasing. You can go into the dealership. You can put no money down or little money down. Now, you are going to negotiate the term for your lease. A two-year, three year, four year, five year and there is even six year leases. Now gang, we can drive this car. Do we own title for the car?

Participants: No.

Scott: So we can drive the car. Can we watch the car?

Participants: Yes.

Scott: Sure. Can we get a new stereo in the car?

Participants: Yes.

Scott: Sure. Can we replace the tires if they wear out?

Participants: Yes.

Scott: Can we smoke in the car?

Participants: Yes.

Scott: Can we drink in the car?

Participants: No.

Scott: Who said yes? I thought I saw some people at the bar earlier where you know who the (Inaudible) are. I am kidding. Now let me ask you a question, how can we do this if we do not own title of the car?

Write this down. This is why you are here. It is going to make you rich. It is called equitable title. And gang, we can do the same thing in real estate which means again that we do not have to own anything. We just need to control it. Look up here for a little what?

Participants: Time.

Scott: Time. Third strategy, write it down. Flip your page in your notes, owner seller financing this is huge. The last deal I did was owner seller financing. Now, have you come across some properties that again, are there properties worth \$400,000.00?

Participants: Yes.

Scott: Boatloads of them?

Participants: Yes.

Scott: Have you seen properties that have a for sale sign, for rent, lease with an option to buy, just please call, have you seen those?

Participants: Yes.

Scott: With those different sizes in the yard? So this is the target we are looking for. Now, there are people here that have lived in their houses long enough where they actually has some equity in the home? Yes, sure. People own their home 30 years absolutely have equity in their home. So we are targeting people that have equity in their home or do people own their home free and clear? Sure, they have lived in their homes for a very long time. So these are people that we are looking for.

00:39:55

Now, for this example, I am going to use Dean. Dean has got a property. He has got it for sale, for rent, for lease, just please call. So I am going to pull all of those signs up. "Hey Dean, I am standing outside of your house. Let me ask you a question. I know you really want to sell the house because you probably want the money." And Dean is going to say, "Yes, I really would like the money. I am just trying to get someone in the property because I currently have a—"

Participants: Problem.

Scott: He has got a problem and I am at Trump University so I am problem—

Participants: Solver.

Scott: Solver. So I am going to say, "Dean, let us say you were to sell your property right now, what would you do with the money?" He will say, "You know what Scott, I am not going to put it into Wall Street." "You know what Dean, I am going to agree with you 958%."

Folks, I used to be a broker. Let me ask you a question, a lot of you are here because you have lost over half of your money in your retirement accounts and this is since August. So when the market was going down, did your broker call you up and say, "Hey listen, I think now is a really good time to sell. I think the market is going to go down. It is not going to go up." Did your mutual fund manager call you and say, "Listen, I think now is the great time to sell. Let us protect the money that you have. I think it is going to go down and maybe we will buy it a little bit later." Did those people give you a call?

Participants: No.

Scott: Are you with me? Give me a big yes.

Participants: Yes!

Scott: You know why, they do not care. I was a broker for Morgan Stanley. I know. You know why, we want you to keep your money there. We do not want you to liquidate your money. That looks bad against us. And you know what I hate in Wall Street? They can lose a ton of money for you they still get paid a lot of money and then they get a bonus. I do not understand how you get a bonus for not doing well. But, that is how they do it on Wall Street. I call it highway robbery and I was in the business for a long time.

Now, I am going to agree with you and say, "I would not put my money into Wall Street." Gang, the market is not coming back anytime soon. It just went down again today. So all these people they are saying at 10,000, it cannot go any lower. Then it went to 9000, it cannot go any lower. Then it went to 8000, it cannot go any lower. And now it below 7000, no it cannot go any lower. It was down almost 300 point today. We are going to make our money back in real estate. Folks, people have to live somewhere. Do you all agree?

Participants: Yes.

Scott: They do not have to invest in the stock market. They do not have to go eat out at Applebee's. They do not have to go to the movies. They do not have to take a vacation but people have to live somewhere. So that is why real estate—and markets do this all the time. Do you remember back in 1987 when the stock market crashed? What happened to the

value of home? It went down. Now let me ask you this, those of you— how many people are around in 1987? We got a bunch of lying dogs in here.

[Laughs]

There are more than a couple of people around in 1987. Imagine after that when everything in the news was so negative, do not buy real estate, it is never going to come back, the stock market will never come back. Imagine if you were to buy one more property in 1987 or just one, just imagine. I do not want you to do it this time because folks, we are not going to see this much longer. If you do not take advantage this year, you are going to miss the boat and you are going to be like this people back then, we created all the new millionaires in real estate that took advantage. You do not want to be sitting at the table saying, "If I only would have bought real estate in 2009, I would have made X amount of dollars three to four years from now or even two to three years from now."

So I do not want any of you to be having that conversation. You can think back to 1987 when the media said the world is coming to an end, we still survived. Folks, it is business as usual. People are still buying and selling homes. Things have not changed. It is just the pace and now the creativity that we need to do. Are you all with me? Give me a big yes.

Participants: Yes!

Scott: All right, so we are getting back to Dean. "What are you going to do with the money?" "Well Scott, I was thinking about taking out the money, go down to Bank of America and putting in one of those money market accounts or those CDs, Certificate of Depreciation and earning like 2% to 3%. And I am going to say, "Dean, why would you want to do that?" I am a buyer. I want you to deal with me. Let us say I can you a 10% return on your money, would that be better than 2% to 3% down at the bank?"

Participants: Yes!

Scott: I hope everybody says yes. 10% is more than 2%. So I am going to say "Dean, deal with me. I am a buyer. Let me tell you this, I am going to pay you the first of every month Dean. I am never going to call you. I am going to handle all of your maintenance and repairs, I am going to guarantee you rent and I am going to give you 10% return on your money. Dean, would you be interested in owner seller financing?"

Participants: Yes.

Scott: Dean is going to say, "Yes." The key class is we need to make Dean comfortable, which means you need to understand how to explain it. So Dean's house is worth \$400,000.00 so write that down. I will use the same numbers because it is the concept I want you to understand. Now, I am going to ask Dean for just a little bit of a discount. Not much, I am

going to offer you \$385,000.00. Now Dean says, "Scott, I would actually like to have a little bit of money down." "Okay, we can do it with no money down but you know what, this is a little money down strategy." And you want \$5000.00. Now gang, where am I going to get the \$5000.00 from?

00:45:03

Do you remember the lease option when we made \$15,000.00 upfront because it was non—?

Participants: Refundable.

Scott: Everybody say refundable.

Participants: Refundable.

Scott: I can take 5 grand out of that and actually give you the 5 grand and still have 10 grand left over. Also, we could put something on like this, a credit card. Does anyone have one of these?

Participants: Yes.

Scott: You think it is a good idea to put it on your credit card?

I get some yeses and some no's. What about if it depends on what we are using it for? So I want you to do me a favor. Flip your sheet to a blank sheet of paper. We are going to do a real quick exercise. You only have 15 seconds to complete this task so the clock is ticking. I want you to think back to 2008. I want you to think of every single thing you used your credit card, you purchased and went up in value.

[Laughs]

We are done. That was quick. Flip back to your notes. Folks, people use credit cards for things that go down in value. Do not ever do it again. If I see you after this workshop at the bar and you are having a meal, it better be going up in value. Are you with me? Give me a big yes.

Participants: Yes!

Scott: So we can use our credit card, which is a loan from the bank. And ladies and gentlemen, we can get credit cards. Now, if you have good credit, about 4% to 6%, even if you have bad credit, let us say it is 20%, we are going to show you how to make big bucks and that is an annual rate. So we are going to use our credit card which is a loan from the bank. The difference is class, we are only going to use credit cards for things that go up in value from now on. So Dean, I am going to give you that \$5000.00 down.

Dean: Thank you.

Scott: You are welcome. Now, I need to set the term with you and it is going to be 20 years. Write that down, 20-year term. Now, I promised 10% return. If you compute that in your financial calculator for this payment and this term, it is going to be \$1733.00 and some cents. To make it easy, \$1700.00 a month, so write that down. House is worth \$400,000.00, \$385,000.00 is the agreed price. I gave them \$5000.00 down nonrefundable. We have a 20-year term and the payments—I am going to be paying Dean \$1700.00 a month. Now, we have some paperwork to fill out. And when we fill up that paperwork, we are going to put it in our own names right?

Participants: No!

Scott: No, we are going to put it in an LL—?

Participants: C.

Scott: What are those three magic words after words?

Participants: And or Assigns.

Scott: And or Assigns, I can always go right back to the assignments and make my \$25,000.00. After that, we are going to get it—

Participants: Notarized.

Scott: Notarized. We need that stand from the notary. Finally Dean, we are going to fill the affidavit out at the courthouse so Dean cannot go behind my back and try to sell it to Rachel without going through me. Now, we are going to put in ad in the paper. It is going to go something a little bit like this, "Owner Seller Financing. Do not deal with the banks. The banks do not want to lend money. They use the money for airplanes and toilets. Deal with us. Hurry! It will not last. Move in special." Do you think we will get some phone calls around the New York, New Jersey area?

Participants: A boatload.

Scott: This side of the room, you guys are going to start participating. Say boatloads.

Participants: Boatloads.

Scott: Okay, good. We are going to get a boatload of calls. Now, over here, do you remember the assignment when you do not list the buyers over here? We wanted the buyers that were pre—

Participants: Approved.

Scott: Approved. We are on the same thing for this. So write that down. We are going to deal with buyers over here that are pre-approved you buyers just need a little bit of what?

Participants: Time.

Scott: Everyone look up here and say time.

Participants: Time.

Scott: Time. So for example, Rachel wants this property so she is pre-approved. She just needs a little bit of time. We are going to raise the price 10%. The house is worth \$400,000.00. Your purchase price is going to be \$440,000.00 again. So write that down. Now, we are going to ask for money down again. We can get more money with owner seller financing. I am going to ask for \$20,000.00 down that is nonrefundable but since it is who first?

Participants: People.

Scott: People first, we are going to take that off the backend price. Now, we need to do the term. This—you want to talk about creative unorthodox real estate this is coming from Mr. Trump. I call him the big man. This is coming from the big man. We are going to do a one-year term with you.

I have 20 years over here with Dean. We are going to do one year with you and then finally, your monthly payments, \$2200.00 a month. So over here, we have a \$440,000.00 purchase price, \$20,000.00 down, one year term, \$2200.00 a month. The same scenario can happen over here. The reason we only have one year is coverage. I have 20 years with you Dean. I do not want to do 20 year. I only want to do a max of two to three years. The reason being that 10% I am paying you, if I do it for 20 years, I am going to pay over double what I currently got the property for so I do not want to do that but I have coverage over here with Rachel in case she needs a couple more months or maybe another year. So that is why we always have that coverage. Now, when Rachel cleans up her credit, get FHA mortgage and now, she is ready to close, we are going to say, "Fine—"

00:50:24

Participants: No problem.

Scott: Okay, good. Now, we are going to do another double escrow/close so write that down. Rachel is going to show up. She is going to bring her check for \$420,000.00. That is \$440,000.00 minus the \$20,000.00 down that was nonrefundable. We are going to take that off the price. You are happy. You got the home. You just need a little bit more time. We gave you that. Over here Dean, you are going to pick up your check for \$380,000.00. We offered \$385,000.00 but you want us to put \$5000.00 down. So the \$385,000.00 minus the \$5000.00 is \$380,000.00. You are going to pick up your check for \$380,000.00. We just sold your house and basically solved your problem.

Now, I am going to show you at the training how to invest that money so we do not have to pay taxes to uncle who?

Participants: Sam.

Scott: Sam. Three profit centers with owner seller financing. Write this down. Profit center number one is a difference in the down payments. Over here, Rachel gave me \$20,000.00 down. Over here, I gave Dean \$5000.00 down. So folks that is another \$15,000.00 the day you purchased the property.

Participants: Yes.

Scott: I get one yes. Everybody say Yahoo!

Participants: Yahoo!

Scott: Again, do not be a fool and go to the bank and put money down. The banks are not interested. And, I am going to talk a little bit later that now that you are a real estate investors, you have to put 30% down at the bank. It used to be 20%. Now, it is 30%. This is primary residence. This is different. So those of you that own your home and now you want to be investors, you need 30% down. I am going to show you how to get the financing, which is huge in this, market right now. So, that is the first profit center. We got paid the day we bought real estate again, 15 grand.

Second profit center, difference in monthly payments. Over here, Rachel is paying me \$2200.00 a month. Dean, I am paying you \$1700.00 a month. That is \$500.00 a month. Again, this is only a year term so that is 6 grand. We did not get rich on that one but that is positive passive cash flow and you have to have this to retire—positive passive cash flow. The third profit center is a difference again of the sales price and the purchase price. Over here, Rachel bought in her check for \$420,000.00. Dean, you picked up your check for \$380,000.00. The difference between \$420,000.00 and \$380,000.00 is \$40,000.00. So to add it up, we have 15 grand difference in the down payments.

There, we got some Trumpsters now. The down payment is 6 grand, the monthly payments, positive passive cash flow and finally, the 40 grand which is a difference in the sales price and the purchase price. Mark was already on top of it. Gang, that is \$61,000.00. Will that help you and your family this year?

Participants: Yes.

Scott: Only for this side of the room. Folks, will that help you and your family this year?

Participants: Yes!

Scott: Okay, now, let us look at this. If we just did one assignment a year, just one, you can do one a month. Let us just be really, really conservative. One a year, that is 25 grand, one lease option a year. That is \$52,000.00 and now, one owner seller financing for \$61,000.00. If you

have all three of this up, that is \$138,000.00. Will that help you and your family this year?

Participants: Yes.

Scott: Again, some people are independently wealthy in here. Most people do not make \$100,000.00 a year. There are two reasons why people will not do this. Number one, you do not believe. Number two, you area lazy. That is only two things I can come up with. You got to do work in real estate. I did not say it was easy but you got to do some work. You need the confidence and you need the education.

Now, Mr. Trump was on Larry King a couple of weeks ago. I do not know if you saw him on there. He said, "If you do not take advantage of this real estate market right now, you are an idiot." That is coming from the big man. So again, I told you, I am your mentor. I am going to come at you but I am going to hug you guys as well. I need you to get out of your comfort zone. Now, remember at the first of the class, I promised you a 25 to 55 grand, do you remember that? In the next 90 days?

Participants: Yes.

Scott: Everybody remember that?

Participants: Yes!

Scott: Okay, the assignment is \$25,000.00. The upfront money on the lease option is \$15,000.00 and the upfront money in owner seller financing is another \$15,000.00. So folks if you do one of each deal in the next 90 days or less, you are \$55,000.00 richer. Keep the excitement down to a minimum.

00:55:08

Participants: Yes.

Scott: You guys are killing me with your enthusiasm.

[Laughs]

Now, again, the only reason you will not do it is because you watched CNN and they predict that the world is ending tomorrow or you are lazy because you will be an idiot not to think of real estate right now. I am coming at you but I am going to give you guys a hug. I want you to get out of your comfort zone. We are never going to see real estate like this again. So here is an inventory. I just picked a couple of counties in the Jersey area. We have over 30,000 pre-foreclosures, 4800 sheriff sales, 6000 foreclosures, 7000 bankruptcies, and over 900 FSBOs. Folks, what is a FSBO?

Participants: For Sale by Owner.

Scott: For Sale by Owner.

Participants: I got a question here.

Scott: Questions are at the end. Now ladies and gentlemen, the good news is we do not lack inventory. Everybody say Yahoo!

Participants: Yahoo!

Scott: But, what do you think is going to happen to these numbers in a couple of years?

Participants: Go down.

Scott: They are going to go down. Yes, the Government is stepping in. They are doing loan modifications. They are trying to get bail out money to the banks. Folks, if you do not take advantage this year, you are going to miss the boat. You are going to have that conversation, "If I only would have bought real estate at these levels, I would be much better off."

So folks this inventory is going to decrease over the next couple of years. The good news is this is probably going to be the last year we can do it. And, the good news is at Trump University we do not teach you foreclosures. I want you to write this down. You are going to become a Distressed Property Specialist. And, if you look at the numbers yesterday, they came out for housing 49% of all home sales in this country last month were distressed properties. So that is a good news. We are going to show you what the market currently is. And, that is some of the strategies I have already showed you.

The good news is class, we do not like inventory. That is a good thing. For the next couple of years, this is going to dry up. So let us look at our opportunities. Has anybody ever heard of Countrywide?

Participants: Yes.

Scott: Bought over by Bank of America I call them bank on every corner because they are everywhere. They are going to do billion dollars of short sales this year. Does everybody know what a short sale is? For those of you who do not, let me explain it to you. I am going to use—is it Marilyn?

Marilyn: Yes.

Scott: Let us say Marilyn has a house that is worth \$400,000.00 again. I like to use the same numbers. The difference is you owe \$420,000.00. So that means class, she is upside what?

Participants: Down.

Scott: Down. You owe more than the property is currently worth. Or like the media likes to say you are under water but you are perfectly fine. I do

not see you in water. Now, what we are going to do is we are going to submit a short sale package. So write that down.

Class, the key is it is to submit a proper short sale package. We are going to teach you how to do it the right way at Trump University. So, we are going to go to Countrywide. Now, here is why Countrywide is going to do this. As soon as Marilyn does not stop when you stop paying your mortgage, it starts becoming a nonperforming asset. So that means that Countrywide cannot borrow money from this two people called Fannie Mae and Freddie Mac. Does everybody ever heard of this two people? Now owned by the Government.

So now, Countrywide cannot borrow eight to ten times that your loan amount. So let us take ten times to make it easy. So you are one loan, it is \$420,000.00. Countrywide cannot borrow over \$4 million. And gang, your banks make money by lending money or owning real estate? Say lending money.

Participants: Lending money.

Scott: What they do is they borrow money from Fannie Mae and Freddie Mac at 2%, 1.5% and lend it to us at much higher rates for auto loans, home loans, student loans, boat loans, credit cards, that is how the banks get rich then go all the way up to 28% to 30%. They can borrow it from 1.5% to 2%. So the banks would rather short your loan in order to get it off their books. So now, they can start borrowing money from Fannie Mae and Freddie Mac again.

So, you are \$420,000.00 loan, we can get Countrywide this short down to let us say, 310 to 320 but we will show you in class how to submit a proper short sale because if you do not know what you are doing, you are never going to hear a response. And, once you have made Countrywide mad, they are not going to want to deal with you anymore. So, the key is we are going to short this loan to 310 because Countrywide would rather have 50% to 60% to 70% of something. That is a heck a lot better than 100% of nothing. Would you all agree?

Participants: Yes.

Scott: Would you all agree?

Participants: Yes!

Scott: Okay, so we are going to do short sales. Folks, last year was a banner year for short sales. Unbelievably, you are ahead with short sales. Some banks were reluctant to do short sales. But now that the bail out money is tied up everywhere and some executives are using toilets and airplanes for the money. They would rather just take the lose now and then use that money back to work. Let us say, it is 320, they can now borrow over \$3 million again.

01:00:08

And you know the key class also, did you know that the lose that they have is federally insured so we do not lose anything. So that is why banks are willing to short right now. The key is you need to be properly trained and educated. Folks, it is the perfect storm. If you do not do this now, you are going to miss the boat again and you are going to say, "Man, if I only would have been properly trained and did that short sale, I could have made \$100,000.00 in three years." It is a perfect storm.

So here is the—banks offer 70% off. What I love about this slide, I see people try to take pictures of it number one with their camera, phone, because this is copyrighted. Number two, I have watched spouses say, "Honey, you take the left side and I will take the right side."

[Laughs]

You could look at the list all you want. This is just some of the banks. The key is if you do not know how to properly submit a short sale, this list means nothing to you. But, let me ask you a question, if we are properly trained and we can purchase a property for 30 Cents on the Dollar, and when the real estate market has turned in the next couple of years, do you think we can make some money?

Participants: Yes!

Scott: Give me a big yes.

Participants: Yes!

Scott: If this was a 70% of sale at Macy's, we would all be there right now. So these banks are saying "Please help us. We have a problem." And at Trump University, we are problem—

Participants: Solvers.

Scott: Solvers. So, has anyone ever heard of Washington Mutual Bank?

Participants: Yes.

Scott: The largest failure so far and in California, they have Indymac Bank. And if you watch the news, those are people waiting for days to try to get their money. So when banks—and this is just one loan Marilyn. Let us say this whole room defaults on their loans, this is what happens. Banks start—they cannot lend money because they do not have any money. They cannot borrow it. When they cannot lend money and they are not liquid, they go out of business. That is why they would rather get rid of them now, get some money and remain liquid. And again, the difference is federally insured anyway. So this is the list and the list continues to grow. So here are my goals for you. Write this down.

I want you to pay off your credit card debts. We are only going to use our credit cards for things that go where in value?

Participants: Up.

Scott: Up. I want you to payoff your vehicles. The next time we go and buy a car, we are going to pay cash. You want your license plates to say paid for.

[Laughs]

Payoff your student loans if you have them. If you are going to, then payoff your mortgage but if you are going to send your kids to school, let them go wherever they want. If they want to go to Ivy League, let them go. Well, money is not going to be an option. See folks, unfortunately with this current crisis, you know the rich have not been affected? It is unfortunately the middle class that has been affected. And they seem to always get affected. And again, we all came here tonight because we wanted to make more what?

Participants: Money.

Scott: And if they keep doing the same thing over and over and you have been expecting different results, you have been insane for a very long time. So we need to upgrade our thinking and we need to think big. We are going to get you out of that comfort zone and that is why we are all here tonight. Now, I cannot do this in 90 days or less. But, let us say it takes three years to payoff all your big monthly payments, do you think we could live life a little bit better?

Participants: Yes.

Scott: Only this side. You guys are going to be okay with that?

[Laughs]

Now, let me ask you this. A lot of people will come up to me. I am just messing around I am not going to give up on you guys, I am your mentor. A lot of people come up to me and you guys will too. I always get a couple of people say "Scott, you got a lot of energy. You are trying to push us. And you do this a couple of times a day. Where do you get the energy? What kind of vitamins do you take? Do you drink that green tea that wheat grass stuff?" The last time is I was in New York City, a student of mine came up and said, "Scott, are you on drugs?"

[Laughs]

Folks, I am not on drugs. I am out of debt. It is a good feeling to have. Now, again, I cannot do this in 90 days with you. But in three years when the real estate markets have turned, if you take action and are not lazy, we can help you payoff all of these and you can live life the whole heck of a lot better. Are you all with me? Give me a big yes.

Participants: Yes!

Scott: Good. Now, this just came out the first week of January of USA Today. It says, "Americans are going to need a minimum of a million dollars to

retire comfortably." So, if you are currently 65 years old and you have a million dollars, congratulations! And let us say when you do hit 65, in 20 years, if you spend 50 grand a year, willy-nilly however you want. Do you know in 20 years, you are going to be broke? So by time you reach 85, you are going to be broke. If you actually compute interest and inflation, it is barely over 17 years.

Now, you hired me as your mentor. I am not attacking you. I am about to give you a big shot in the arm. Would you all agree that this is not a lot of money anymore? Give me a big yes.

Participants: Yes.

01:05:00

Scott: Folks, it is 2009, it is not 1979. So if you do not have anywhere near this, we need to get to work now because if you think your money is coming back in the stock market, I got a news for you, it is not coming back anytime soon. Do you know that we have lost the entire generation of wealth because of the stock market? The baby boomers have lost almost all of their retirement. We need to get it back in real estate. I always say this, remember, people have to listen well. You do not have to do all the other things.

So where are you going to be in age 65? This is a data from the Social Security Administration. I just recently moved to Atlanta, Georgia but I was in Orlando around Christmas time and I love to eat at the Subway. Even though after I put the eight pounds of mayonnaise and the double meat and bacon, it is really not that healthy but I think I am. I was eating my sub and there was a gentleman that walked in the door and he sat there. He went to the front desk and he said, "Hi! I would like to have a resume please." And the guy just gave him this blank stare and he said, "Sir I do not think I understand what you are saying." He said, "I would like to have a resume." And this went on for a couple of minutes.

So finally he goes, "I like to have an application." There was a resume in his hand. He has been out of work so long he forgot the process. So he is sitting down and I am watching him struggle to fill out this application. So I walked over to him. I finished my sub and I said, "Can I ask you a question, what is your name?" He said, "My name is Stanley." I said, "Stanley, how old are you?" He said, "I am 70 years old." I said, "I am going to ask you the obvious question. Why in the world do you want to work at Subway? It is not because you like the people." He said, "Scott, I do not have any money. I used to be working for a part supplier for the big three automakers and my retirement was based on the stock of the company I work for in some of the big three. And they have gone to zero and my company went bankrupt. I have no savings anymore and I do not have any retirement. I am working here because I have to."

Now, I always believe in helping people. I say it is people first. Treat people the way you want to be treated. So I gave him my card and I said, "You know what, 70 years old is just a number." So did any of you

in here during your senior years that say you cannot teach an old dog new tricks—watch me. I gave him my card and I said, “I want you to call me.” This is over the holidays and he has called me and those no money down strategies work. You just got to get out there. If you are lazy, you will never do it. You are not going to fall asleep and a duplex is going to magically appear in your driveway.

[Laughs]

So I want you, if you are in the 2%, congratulations! You are beating the odds. However, if you are not, we got a lot of work to do. And, if you are already in the 2%, great! Let us get you in the upper 2%. I have never ever come across anybody that says “I have enough money.” So let us get to work but let us do it by doing real estate. We are going to help people.

So here is your goal. I want you to write yourself a million dollar check. You cannot cash it yet. Now, James told me, “Scott, you are going to go home. You are going to write yourself a million dollar check and you are going to bring it to me tomorrow. If you do not bring me the million dollar check, you are out.” I went home and as soon as I got home, I wrote myself that million-dollar check. I showed it to him and he said, “I want you to put it where you are going to see it everyday.” So I taped it to my mirror so when I brush my teeth everyday, every morning and every night, I would look at that check. You know what I said? “Me and my family deserve this. I am not going to stop. I am not going to quit until I get that.” And I have never stopped. Folks, I still have that same check.

Now, I have been looking at you as you have been watching me all night. I want you all to look at me. You area all worth it. You just got to go write your check. If you do not write your check that just means that you do not believe you area worth it. And I am here to tell you all of you are worth it. You just have to believe. If you do not write that check and if you think it is funny, you are going to laugh your way to the poor house. Again, I am coming at you. I am your mentor. I want you all to do this. Are you with me? Give me a big yes.

Participants: Yes.

Scott: Bring this check to class because we are going to check it to make sure that you did it. Now, we are going to do this and we are going to give you five years to do it. Would you like a two-year retirement plan to make an extra million dollars?

Participants: Yes.

Scott: For all two of you, I am going to give it to you anyway. I am not giving up on you. We are going to purchase ten properties—write this down. They are on the notice of default list which means there are eight weeks away from going into what?

Participants: Foreclosure.

Scott: Foreclosure. We are going to buy these properties for \$300,000.00. And when the real estate markets have turned in the next two to three years and believe me, they are going to turn. These homes are going to be worth over \$400,000.00 but that is okay. We are going to sell them for \$400,000.00. So that is \$400,000.00. That is \$100,000.00 profit times ten properties, you just made yourself an extra million dollars. "Gee Scott, that is great!" I just showed you how to make another million dollars. Folks, give me a big Yahoo.

Participants: Yahoo!

Scott: Okay, good. We are going to show you how to do it in two years. Mr. Trump says "Think big." You got to upgrade your thinking folks. You have to. Again, you cannot keep doing the same things over and over and over again. You know my goal is to be just like the big man. He has got a couple more zeros than me but that is okay. That is my goal. You have to have goals. If you do not think bigger than what you are right now, you are never going to get ahead. So I challenge you. And Mr. Trump challenges you to upgrade your thinking. But these are going to kill your wealth. Now, I am going to come at you on this.

00:70:32

The first one is your family and friends. They are going to tell you do not do real estate. Real estate stinks. I saw this guy on CNN that says that home prices are going to go down for the next hundred years and I believe them. People do not live in these homes. Donald Trump, he does not even exist. Now, your family and friends are doing this for two reasons. Number one, they love you and they care about you. But they were not here tonight. They are going to say "Do not do this. You have lost your mind." Number two, unfortunately, sometimes, your family and friends do not want you to be more successful than them. Now, I love my parents but they thought me I needed to go to college and I needed to go work for corporate America and that did not workout for me.

So my advice to you is if your family and friends are not paying your monthly payments, all your bills that you have, do not take advice from them. Say you are doing this for yourself and guess what is going to happen, you are going to teach them just like I did with my parents. I do not want you to go home tonight and call your family and friends and say "Scott and Mr. Trump says I can no longer talk to you anymore." That is not what I am saying. These are your family and friends. They are trying to protect you but you are going to do this for yourself.

Number two, the news and media. Would you all agree it is disgustingly negative?

Participants: Yes.

Scott: Give me a big yes.

Participants: Yes!

Scott:

If you watch CNN for more than 15 minutes a day, you are a loser. I am sorry because everyday is the end of the world. Okay, tomorrow is going to be the end of the world. Okay, sometime next week is going to be the end of the world. Okay, sometime next month is going to be the end of the world. A big earthquake is going to rattle the entire 50 States and homes are going to get sucked in and everything is going to be gone.

Folks, it is business as usual at Trump University. Turn off the TV. My recommendation for you is to sell your TV on eBay and make some money. Let us get to work. Turn off the TV. It is business as usual. Folks, people are still buying and selling real estate. Do not listen to them. The difference is it is not that traditional like we all have thought about. We are going to teach you how to be a distressed property specialist and that is the current market right now.

I do not have the money. I do not have the time. These are excuses. Mr. Trump is inviting all of you to come to this training. But he does not need any of you. He is looking for people that are motivated, triple A, high class quality people. He is looking for the best of the best in this room. So we do not want to hear your excuses. We are not being mean, we are just looking for people that have a burning desire to do this. So when I am finished, I do not want you to come up to me or Tiffany or Christy and say "Look, we would love to do this but we do not have the money." There is nothing we can do for you borrow the money.

What Mr. Trump does not want you to do is go to this class and do absolutely nothing with the program and then start a blog on the internet that says "Trump do not work." Mr. Trump is not interested in you if that is what you would like to do. We are only looking for the best of the best. I am too busy being busy at a job. If you have a job, congratulations! Keep your job. You know we lost over 3 million jobs last year? Tomorrow is going to be the employment data for February. We are expecting to lose almost 700,000 more jobs. And let me ask you a question, last year, those 3 million people at the beginning of the year, they were com—

Participants:

Comfortable—

Scott:

Comfortable with their jobs and then all of a sudden the rug got pulled from underneath them. Let me ask you this question, what if that were to happen to you this year? Most people do not have a plan. And now, unfortunately, they are statistics, they are just a number. Let us do real estate but you got to believe you can do this and you can. You can do this all day long. But I want you to think about this. If you have a job, keep your job for the benefits and for the pension. I want you to write this down. You need four hours a week to do a deal. That is it. Just do a little bit of time management.

If you currently do not have a job and you want to do this full time that is fine as well. You can do this part time. You just need four hours a week. So if you have a job right now, keep your job but you need to have a backup plan. Because this labor market this year is not going to get any

better and I do not want on the unfortunate circumstances that have happened to a lot of people to happen to you. You got to have a backup plan.

Hanging around the wrong crowd, this will kill your wealth. If I could take some of you today and remove you from the people that you are hanging around with, you know, that you can be a millionaire in the next couple of years, you are hanging around the wrong people. "I will not do real estate. I am not doing that. I am just watching TV." If you are hanging around people that are bringing you down, say lose my number, change it and do not tell them.

01:15:17

If the person sitting next to you says, "I do not think we should do this," tell them to get lost. I am doing this for myself. So hanging around people that are better than you. You know what, James always told me, my mentor, "Scott, if you were to make \$750,000.00 a year, do not hang around someone making \$75,000.00." And there is a reason why free advice is free. Just remember that.

Lack of proper training, education and guidance, this will kill your wealth. People like to read books and tapes. Do you not agree millions of people every year read books and tapes on how to get rich in a lot of different areas? How to sell on eBay, how to invest in the stock market, how to do this, how to own eliminate stand—a lot of people read books and tapes, how come a lot of people are not rich in this country?

Not only that they do not work. Folks, we are a live mentoring company. You know what it takes to work for this man? What is he famous for saying on The Apprentice?

Participants: You are fired!

Scott: Everybody say you are fired!

Participants: You are fired!

Scott: I am never going to her those words because we have made a commitment to Mr. Trump to make you successful. What work are people that are experts that know how to do real estate and taking new step by step by step instead of do a book. You need someone there to teach you live and we are a live mentoring company.

Folks, we are the first company that you are going to care about your success. And you know we have only been around a year and a half? That is it. But Mr. Trump started Trump University it was online only. The demand to learn this man's strategies has been so great that we actually have a couple of teams go out to do this for these three-day trainings. So folks, there is a lot of other companies that use to teach real estate, you know, they are all out of business. Learn from the best. Mr. Trump has made all of his money in real estate. You do not have to go anywhere else now, which is great.

But this lack of proper education training and guidance—some of you, this is not the first real estate seminar you have been to. You are on the list. We know. We have the list. You come to every single workshop. You are a seminar junky. You take perfectly good notes. You have good intentions but when you go home, you do absolutely what?

Participants: Nothing.

Scott: Nothing! Stop it. Stop! You are with the best! If I see you to another one of my free events, I am kicking you out. You do not need to go anywhere else. Fear to get out of your comfort zone. Folks, if you are in the comfort zone, you are in the dead zone. So, for the past 90 minutes or so, I have made you all comfortable with the fact that you are going to have to become uncomfortable a little while or the fact that you are going to have to become comfortable again with making a really big change. Did that make sense?

Participants: Yes.

Scott: It did?

Participants: Yes.

Scott: Yes, you all came in here tonight. You were all comfortable. Now, you are taking notes and you are like, "Scott, these assignments and the lease options, oh my gosh, I just need to be trained but I am kind of uncomfortable right now." When you get to the three-day training, we are going to make you comfortable. So you are going to say "Scott, I get it. I am ready to go." And that is finally the last thing on here, lack of confidence.

Folks, I am not different than you. I put my pants on one leg at a time. I probably ate some of the same foods you did today especially if it is Dunkin Donuts. I have probably talked to some of the same people you did. Your family, your friends, your coworkers, business associates, folks I am no different than you. I just have the confidence. And if there is one thing we can get you at Trump University or give you, it is confidence to do this. And once you have the confidence, you can do deal after deal after deal.

There are only two things you are lacking, confidence and knowledge. That is it. Learn from the best. You are with the best now. You do not need to go anywhere else. So Donald Trump says "If you like what you have been hearing, I told you this was coming, enroll in the three day training." Mr. Trump is asking for a little bit of an investment. He is looking for a com—

Participants: Commitment—

Scott: Commitment, we are only looking for the best of the best. Mr. Trump is inviting all of you to come to the training. He does not need any of you. He is a billionaire. He is looking again for motivated, triple A, high class

quality people. But, let me clarify this \$1495.00 a little bit. If we just did one assignment this year and made an extra \$25,000.00, would that be worth it?

Participants: Yes.

Scott: Folks, you have got to talk to me.

Participants: Yes!

Scott: If we just did one lease option and made \$52,000.00, would that be worth it?

Participants: Yes.

Scott: Folks, you have got to talk to me.

Participants: Yes!

Scott: Okay, good. And if we just did one owner seller financing and make \$61,000.00, would that be worth it?

Participants: Yes!

Scott: Absolutely! Now, when we are going to show you our training on Friday on how to set up an LL—

01:20:01

Participants: C.

Scott: C—now I am accountant, I am not an attorney I cannot legally advice you on this. However, you can write this off in your LL—

Participants: C.

Scott: Just a little hint, it goes under education if you are going to write that down. So this is fully tax deductible. Again, I am not licensed, I cannot give you legal advice but if you want to know where it goes in your LL—

Participants: C.

Scott: C, you are going to put it under education. Now here are the days for the training. Write this down, it is not this weekend, it is next weekend. So we need you for three full days. So folks, if you have a birthday party on Saturday with your son, your daughter, your nieces, your nephews, your grandkids, you are going to have to cancel it. You are going to be with us. And on Sunday, if you are getting married, cancel it. You are going to be with us. Tell your fiancée you will marry him in a couple of weeks, you will have a much better honeymoon bring her to training.

Folks, when is the last time a billionaire offered to show his secrets to making money is real estate? I do not know the next time we are going

to come back. You need to take action now. Again, I do not want you to be those people "If I only would have bought real estate in 2009." You are going to be "I did buy real estate in 2009."

So we need your commitment for three full days. It is just three short days and then we are going to get you that confidence and the knowledge to be successful. So what a lot of people will ask is "Why Trump University?" This is a good question. Folks, we are all handpicked by Trump University and Mr. Trump to be here. So what are you going to do tonight? Do nothing, go buy a book and then you are going to see some Johnny Lunchbucket no name guy on TV that is supposedly is an expert in foreclosures. "Hey honey, look at this guy. I never heard of him before. He is some Johnny Lunchbucket no name but he is doing a seminar next week. Let us go to his event and learn how to do foreclosures." You do not need to do that anymore. You are with the best. You are with Mr. Trump.

So, the only people you should be talking to in this room are myself, Tiffany and Christy. You should not be talking to anybody else in here. We are the experts. So we have all been handpicked by Mr. Trump and Trump University to be here. So here is your curriculum. I want you to write down live calls with the sellers in a really big font.

Folks, we are the only company that does live phone calls. And again, there are hard any companies out there. So when you sit in my orientation before you register for class and go to the three day training, you are going to get some leads. I am going to show you ten ways to find some leads. Now, you are going to bring these leads in the class. Now, no guarantees, you got to show up to class. But, we have made a commitment to Mr. Trump. If we get a deal going for you and you show up to class, we are going to help you through the first one so you do not screw it up. Is this pretty exciting? Folks, you got to talk to me.

Participants: Yes.

Scott: Okay, good. Now, we are going to show you how to find motivated sellers, buying with bad credit. If you have that credit, you need to show up to class. You are never going to get ahead in life if you have bad credit. You need to do some of these no money down strategies to make some money to increase your credit. Now, we are going to show you how to rehab properties and that is the big bucks. Everybody say big bucks.

Participants: Big bucks!

Scott: So we are going to find—so if you have the money and good credit, we are going to show you how to find a really, really distressed property, we are going to fix it and we are going to raise the value. That is where you make the big bucks in real estate. So those of you who have good credit and have money, you need to show at the class as well.

Also, buy, live, fix and sleep. When I first started in this business, my first property, I bought it I lived in it for two years and one day. Then I

purchased another property and I live in it for two years and one day. And if you do not know why I am saying two years and one day, you need to be in class.

Financing and funding your deals. I want you to write this in the biggest font that you have written tonight. Everybody write financing and funding your deals. Now, folks, would you all agree that you have to agree with me today, the hardest thing in this market is getting money for financing. Folks, give me a big yes.

Participants: Yes!

Scott: If you are an investor now, you need 30% down. They are going to want the last time you ate, your blood type, what you just did, what were you doing here tonight. We are going to show you how to use private money – write that down – private money and hard money lenders.

Folks, we do not want to go to the bank. The banks right now do not want to lend to investors. We are going to avoid all of that red tape. We are going to use private money and hard money investors.

01:25:00

For those of you that are serious tonight, I am going to give you two proposals that I think you are all going to like. But this is huge right now folks. I just showed you one of the biggest hurdles right now in real estate. We can do private money and hard money lending. We do not have to go to the bank. Everybody say Yahoo!

Participants: Yahoo!

Scott: Everybody say Yahoo!

Participants: Yahoo!

Scott: I am not giving up on you guys. Building your buyers list—so at Trump University, we are going to show you how to build a buyers list so that means you are going to have a list of buyers before you even go look at a property to purchase. Is that a smarter way to do real estate?

Participants: Yes.

Scott: Much, much smarter because you know what most people do? They go read a book, they leave here and do nothing, they go to a property, they go to a bank, put money—

Participants: Down.

Scott: Down, and now, they do not have a proper strategy and they cannot rent or sell the property. So let us say you want to rent the property and let us say five months goes by, and then seven months goes by, and then eight months goes by, what are you going to do? You could be on your notice of default list. So we do not want that to happen to you. It is

much smarter to have buyer's lined up before you even go look at properties and we are going to show you how to do that during the three day training.

Your first deal in 21 days, again, it will not be completed. But, if you have not got a first deal in 21 days going, you did not show up to class. I told you earlier, it takes four hours a week to do any deal so you just need a little bit of time management, ten steps to close any deal.

So, we are going to take you through the Trump University manual. In steps one through nine are the same for any deal. We are going to get you into a machine as I like to call it the Trumpster machine. Now, the tenth step is actually the most important and that is celebrating your big fat check.

Now, I come up to New York all the time because you saw the headquarters of Trump University. We are at 40 Wall Street. So you are going to call me and say, "Scott, you gave me the confidence. I did my first deal." I would love to take you out to dinner. And you know what I am going to take you up on that offer. I will not even going to let you pay. That usually gets a little bit response than that. You are already thinking big and buying nationwide. Has anybody ever heard of a place called Las Vegas?

Participants: Yes.

Scott: Has anybody ever heard of a place called Las Vegas?

Participants: Yes.

Scott: Okay, Phoenix, Arizona?

Participants: Yes.

Scott: Los Angeles, California?

Participants: Yes.

Scott: Now, let me ask you a question. If we can purchase a property in Las Vegas for 30 Cents on the Dollar would you do it?

Participants: Yes.

Scott: I got you. We do not know yet. That is where investors get in trouble. We are going to show you how to run the numbers and see if it is a good deal or not because folks, there is a good places to buy in Las Vegas and there are bad places to buy in Las Vegas. This is where investors get in trouble that are not properly trained. So we are need to do a little bit more investigation before we determine if this is a good deal or not.

Finally, at Trump one on one mentor session, this is one of the things that people love. So on Friday, we are going to get to know you a little bit better. You are going to fill out a profile sheet. We need to know, do

you currently own your home? Do you rent? Do you own multiple properties? Are you a commercial property person? We need to know a little bit more about you.

On Sunday, you are going to have a Trump certified mentor sit down with you one on one and go over and give you a specific roadmap for success. They can give you a 30-day goal, a 60-day goal, a six-month goal and then a year goal. And this is one of the biggest things because not only are we going to go over every single thing in the training curriculum and a whole lot more, we are going to give you a roadmap in your specific situation. And people love this. And they come up to us and give us hugs on Sunday and say "Scott, not only did you go over everything, you have given me the confidence, you have given me the knowledge and you have given me a game plan for success." And this is a class that we did and this was in New York the last time we were here. And there is my mentor, everybody say "Hi James!"

Participants: Hi James!

Scott: See this gentleman right here, he is 83 years old getting involved with Trump University so I do not want to hear anybody say "I am too old for this." You cannot teach a new dog new trick. Yes I can. You just got to show up to training.

Now, this is an email that James and I got from Karen Mackintosh. This was a student in Baltimore, Maryland last September. She said, "Yehah! I got my first deal, lease option closing. Just to be sure which contract am I getting the seller to sign, the seller option approaches real estate on the Trump website, I cannot find it in my manual. Do I give him a lease with that? I also have sold to a third party for all cash, a gain of \$12,000.00, not bad for first deal three days out of class. Is that a record? Great teaching James!" Folks, at that time, that was a record. But let me ask you this. Do you think \$12,000.00 is going to change your life? Now, some of you may say yes and some of you may say no. But more importantly, it is going to give you con—

Participants: Confidence—

Scott: Confidence, so that if we can get you confidence, you can do deal after deal after deal. You have got to have the confidence and the training and that is we are here to do at Trump University.

01:30:01

So here are your bonuses today. We are going to give you the all cash offer letter. We are going to give you the real estate breakthrough 2009 so you got a little bit of homework to do. You got to go through this manual and you are going to complete this before going to class. And, you have also got two audio CDs to listen to. And, one of them is James Harris. James Harris is my—

Participants: Mentor.

Scott: Mentor, he is on here so you are going to listen to him as well Michael Saxton, he is the President of Trump University. So you do have a little bit of homework before you go to class. You are also going to get Trump's maximum offer worksheet. How would you like to plug in the numbers on a worksheet to where you make money profitably every single time on a deal?

Participants: Yes.

Scott: All four of you?

Participants: Yes!

Scott: Folks, give me a big yes!

Participants: Yes!

Scott: Okay, we are also going to give you the world's best lease agreement so you always get your rents on what?

Participants: Time.

Scott: Time. You can audit this training for 12 months as many times as you want for no charge. So the next time we are here in New York, you are going to go to this training. The next time, you can audit the class. You can go anywhere in the country. So right now, when it is really, really cold and maybe there is a training in Tampa, Florida, you may want to go down there. And also, I cannot legally advice you but if you open up an LL—

Participants: C.

Scott: It is a business trip. Again, I cannot legally advice you on that especially when it is really cold up here especially this week, you may want to go down south. The orientation starts as soon as I am finished today. You are going to sit down and enroll and for those of you that did not enroll, I got these two proposals for you. I am going to start that orientation. Those are the leads you are going to bring in to class those are the leads we are going to call in class for you live and that is going to be Saturday afternoon. You can bring somebody for free but let me qualify this. We want people to come to the training that have a PMA. Does anyone know what that stands for?

Participants: Positive Mental Attitude.

Scott: Positive Mental Attitude—you need to make sure they are positive. If we see them on Friday morning sitting like this, "I do not like real estate." "I do not think people really live in homes anyway." "This Donald Trump guy, he does not exist." "I am only here for the free coffee and I really do not want to be here." We are going to kick him out. We only want positive people. Are you with me? Give me a big yes.

Participants: Yes!

Scott: So make sure you can bring somebody. Please make sure they are committed and those four walls are going to make you feel like you are ten feet tall. And we are going to give you the software. Remember those numbers I pulled up before? All of the pre-foreclosures, the foreclosure, do you remember that list? This is a software that works in any city, any zip code, any county and any states in the 50 states. So check this out. I pulled this out this morning. Is Somerset County close to here?

Participants: Yes.

Scott: Yes, we are in it right now.

Participants: Yes.

Scott: So, we can do pre-foreclosures, sheriff sales, foreclosures, bankruptcies, what is a FSBO again?

Participants: For sale by owner.

Scott: For sale by owner, tax liens and deals—here is what I pulled up. It is in Somerset, New Jersey, it is currently a foreclosure, it is active, they want 1699 as a potential equity of \$101,000.00. It is 59% under market value. So let me ask you a question class, if we see this property on the software, do you think this is a good deal? Should we go run out and buy it? I got you again. You want to make sure that once you have been properly trained then you would run the numbers because I still do not know whether this is a good deal or not. You need to be properly trained and educated. You want to be a Trumpster. Everybody say Trumpster.

Participants: Trumpster.

Scott: You want to be a Trumpster. You got to learn the Trump way to do real estate. We are going to give this to you but you need to be properly trained and educated before you go out there and make offers. Amateur investors would go out there and immediately do an offer and that is why they are in deep trouble. So here is the premium membership.

So it is not just a three day training you are going to get with us, it is actually a 12 month relationship with Trump University. So you are going to get 12 months of training education, guidance and support. You are going to have the 1-800 number hotline to top contact the client adviser. We are going to invite you to weekly teleseminars and webinars. You get to hangout in the Online Millionaire Investors Club. So you actually got to hangout online and chat with faculty and staff like me. Is that kind of cool?

Participants: Yes.

Scott: Oh come on, give me a break.

Participants: Yes.

Scott: That is a great deal. Also, we are going to give you networking community and all the contracts and forms. Now, this is your 1495 back again. If you were to leave here tonight, whether you are going to do this part time or full time and you go to one attorney and say "Mr. and Mrs. Attorney, I am going to be a real estate investor. I need all the contracts and forms that I am going to come across. Also, I need them legal in all 50 States." That attorney is going to say "Fine, no problem. You seem to cut us a check for \$10,000.00." Mr. Trump is going to give you all the forms immediately on the Trump premium website. You can even download those as well and print them out. So this is a huge benefit.

01:35:00

Now, why most people enroll? The biggest thing is they are sick and tired. They say, "Scott, I am sick and tired not living in a house like this." You know, all of you deserve this? I am not laughing right now. You al deserve this. So tonight, I want you to go home and pick the door that you want. Pick the doorknob, pick the shower that pulsates in 12 different directions. If that is what you want, you know, all of you deserve it. You just need to earn the right, which means you need to be properly trained and educated. Every single one of you deserves it.

A lot of people say "Scott, I have never been on a vacation in a while and especially after this week of weather, I would really like to go somewhere warm. This is a place in the British Virgin Islands. I take my wife there every year. We work hard but we also play hard." And again, I cannot legally advice you but when you form your LL—

Participants: C.

Scott: C, once a year, you have to take a company trip to hold an annual meeting. And sometimes, you have to go to places like that. So, take a vacation. The next part of your homework is I want you to write down a destination you want to take you and your family for the next six months. Folks you got to write this down, this is your homework. All of you deserve it. You just need to earn the right, which means you need to be properly trained and educated. A lot of people say "I like nice cars." I do too. The difference is we are going to go to a dealership, we are going to pay cash, and we want our license plates to say what?

Participants: Paid for.

Scott: Everybody say paid for.

Participants: Paid for.

Scott: Now, one of the things that we preach at Trump University is we want you to teach this to somebody else that is we allow you to bring somebody for free. So in addition to bringing somebody for free, we want you to teach it to either your son, your daughter, maybe your relative, teach it to somebody else. So my wife, I have actually taught

real estate too. So you need to do this for somebody else. If you do not have anybody, that is okay. But if you have somebody, give it, teach them that. Teach them to get to real estate.

I appreciate that. Now, I do not have any kids but I do have two Duchsand. That is Greta over there. You want to say "Hi Greta!"

Participants: Hi Greta!

Scott: And that is Abby over there. Say "Hi Abby!"

Participants: Hi Abby!

Scott: Abby actually got in a short sale. So when you sit to the orientation, I will tell you how I got her in a short sale. Now, here is your guarantee and then we are done. Is there anybody who have ever heard of a three day right to rescind law?

I am going to explain it to you anyway. There is a national law that says that you have three days to cancel any transaction. So you can enroll tonight, you are going to get your real estate breakthrough, you are going to get access to the Trump premium website and in three business days, you can cancel the transaction. That is a nationwide federal law if you were not aware of that. Mr. Trump says that you have been sitting this long. That means you are interested. So he says "Register for the training today, spend all day of Friday with us." I am going to be there at the training. At the end of the day, which would be 6:00, if for whatever reason you do not want to do this, you think we stink, that is okay. You are going to go to the back, you are going to say "Tiffany—" everyone turn around and say "Hi Tiffany!"

Participants: Hi Tiffany!

Scott: And everyone there say "Hi Christy!"

Participants: Hi Christy!

Scott: You are going to see tiffany and she is going to give you every single penny back. Folks, is this completely fair?

Participants: Yes.

Scott: Folks, is this completely fair?

Participants: Yes.

Scott: So, you have nothing to lose but you got to step up to the plate. Take a chance in this one. Folks, real estate is never going to be this way again. I keep preaching it. I am your mentor. 2009 is going to be your year to do real estate. Now, do you remember who I said who my mentor is?

Participants: James Harris.

Scott: He is Donald Trump's number one instructor. He is actually going to be your instructor at the training along with me. And James has even more energy than I do. He changed my life. So, one of the great things is he is going to be the head instructor at the three day training next weekend. And everyone say "Hi James!"

Participants: Hi James!

Scott: He is going to be at the training. Now finally, we are going to separate the room. We have three groups of people. We have "Wanna Be's" and we have "Gonna Be's". The "Wanna Be's", I already know who you are. I have been watching your faces tonight just like you have been watching me for the past 90 minutes. Those of you are the "Wanna Be's". You do not do anything. And you never do anything. You come to all these events, you take good notes, and you come for the free gift and that is okay. You can go home and keep doing what you are doing. We appreciate you coming.

Now, I know those of you are the "Gonna Be's". I have been studying your faces just like you have been studying mine. You have been taking good notes. You have been responding when I have been asking you to. You are getting excited which you should be about getting involved in Trump University. Those of you, I want you to take a sit in the back, you are going to talk to Tiffany, Christy or myself, I have got these two proposals I think you are going to like. And we are going to talk and then we are going to go over the registration, we are going to get you enrolled and go through the orientation.

The third group, you are also "Gonna Be's" but you just have a couple of questions. You are ready to go but you just have a couple of questions and that is okay as well. I want you also to take a sit, I will answer all of your questions, I will do it in the back to make it a lot easier. And those of you again who are the "Gonna Be's" take a sit. The "Wanna Be's", thank you so much for coming all of you even though I beat you up a little bit you were a good group. I look forward to seeing you in the back.

[Applause]

01:40:20

Participants: Can you take and answer our questions?

Scott: Yes, all right folks, before I answer your questions, everyone just take your sit. All right folks, come back and take your sit. We do not bite. We actually showered today as well.

Participants: That was fabulous.

Scott: Good, take a sit. We are just going to separate the room. I need the "Gonna Be's" to take a sit. The tire kickers—the "Wanna Be's" are just going to go home. Folks, take a sit. If you are sitting up there, come on

back there. Nothing is going to happen up there. You need to be talking only with us.

Participants: (Inaudible)

Scott: Yes, you do. I will hold your spot.

Participant: Is there other dates that I can go to? I just have some things to do that weekend.

Scott: The whole weekend?

Participant: Yes.

Scott: You can sign up and go to another one. Do you want to do that?

Participant: Where are the other ones?

Scott: We can pull one for you if you are going to wait.

Participant: Okay, yes sure.

Scott: You just take a sit and just wait.

Participant: Great!

Scott: Yes.

Folks, take a sit, we do not bite. But those of you who are the "Gonna Be's", take a sit. The "Wanna Be's", thanks for coming.

Participants: (Inaudible)

Scott: Good.

Participants: (Inaudible)

Scott: It does. I have people this afternoon. This guy is doing no money down and gets it worked. He has got the – go out there and do it.

Participants: (Inaudible)

Scott: Good. I am glad you stayed. Folks, if we are running out of room, just pull some sits around. We do not bite and we showered this morning.

Female: Guys we will be done like ten minutes.

Scott: We will be done in ten minutes or nine minutes and 59 seconds. Really, really close [Laughs] I am kidding. Now listen, for the training, we need to have you guys smile a little bit more.

Okay, Tiff, can you give me the three sheets up there? Okay, we got two proposals. Number one, remember I talked to you about getting the

money? Remember? It is the hardest thing right now in this market. Now, if you know you want to do this already, just start filling out the paperwork. You can just listen to me like this lady is doing.

Now, the hardest thing is to find money right now but we are going to show you how to use private money investors and hard moneylenders. Now James who is going to be training you is a private money investor himself. Now, if he was on the screen, we would all say "Hi James" again.

Now, we can do something with private moneylenders, it is called the Joint Venture Agreement. Has everybody ever heard of a Joint Venture Agreement? Just one person? You guys can talk to me. The workshop is done. Has anyone ever heard of a Joint Venture Agreement?

Participants: Yes.

Scott: Okay, those of you that have not, I will tell you. It is basically when two people partner up with each other. Now, with private money investors, no guarantees, we got to look at the deal and you got to show up to class. But we can give you access to them. And take a look here James. Where is my Joint Venture? The profits are going to be split what?

James: 50/50.

Scott: 50/50, so there are lots of private money investors that have a lot of money. Folks, are there a lot of people in the New York area that have a lot of money?

Participants: Yes.

Scott: There are boatloads. And folks, you are going to have one in the room. And we are going to show you how to sue private money and hard money investors. And folks, that is the key right now. If you want to buy investment properties, you are going to need 30% down. We are going to go around the banks and not go through the red tape. Again, there are no guarantees, it goes deal by deal but we are going to show you how to submit proper offers to private moneylenders and hard moneylenders. So folks, this is huge. We can get rid of the money problems, again, there are no guarantees we have to look at the deal.

Second proposal, I will give you access to me so you can talk to me before the training. I am going to be at the training so you will have my email and my phone number. Do not send me any freaky stuff but you will have access to me as well because I have made a commitment. We want you to be successful. That does not mean go look at 500 properties tomorrow and email me all 500 properties and say "What are your opinions on this?" All right, let us go look at the form real quick. Everyone has one in front of you if you do not have a form, just raise your hand and Tiffany or Christy will get you one.

01:44:53

Basically, the first part is your name and if you know who you want to bring as a guest, you can put in their information. If you do not know who you are going to bring, that is okay. You can put "To be determined." If you do not have anybody, that is okay as well. Underneath that, you are going to see what you are going to be getting for your \$1495.00. You are going to be getting the fast track to foreclosure training. You have 12 months of audit privileges. You are also going to get to bring somebody for free but again, make sure they have that PMA, the positive mental attitude. You are also going to get the breakthrough. This is brand new. This just came out a week ago because again, we keep up with the market. We know what the market is currently doing. And then lastly, you are going to get access to the deal source. It is really not software. It is actually via the internet. You are going to login to the Trump website and it is actually a feed that come through so it is not standalone software, which is great. It is compatible on any browser, any computer, it does not matter.

Underneath that, it talks about your guarantee. Underneath your payment information, you can put this on one credit card, five credit cards, check and we also accept cash with three forms of ID. That was meant as a joke. You have your guarantee folks given until the end of the first day. So you have nothing to lose. You just got to show up to class. We are here to motivate you and get you trained. And then after that, you just got to autograph and then I want you all to open up this. So take out your Trump real estate breakthrough. If you do not have one, let Tiffany know. You guys do not have one do you?

Participants: (Inaudible)

Scott: And then I need one more for you guys. So everybody do me a favor, take the real estate breakthrough in front of you and open up the plastic.

Participants: (Inaudible)

Scott: Open up like this. So everybody open it up and then you are going to see two different binders in there. The first one is two audio CDs that you have to listen to before class. The other binder is actually an accompanying workbook that you need to complete prior to going to class. So, so far, the only homework you have besides what I am going to go through in the orientation is you do have to go through this. There you go. There is the other CD. So you need to listen to the two CDs and then you are going to complete everything that is in the other one. It is talking about goals. Folks, you need to start setting goals and we are a goal setting company at Trump University. So you need to start setting goals for yourself.

After that is now, I have given you the proposals, I have showed you everything—oh, we got to open up the folders. We are going to talk about your training. Your training is in Buffalo, New York.

Participants: (Inaudible)

Scott: Yes, Manhattan.

Participants: (Inaudible)

Scott: No, and here is what we are going to do. For those of you who signed up who are the primary, we are going to give you—because we know it is a little bit further away, we are going to give you a \$75.00 AmEx Card to help cover the parking because parking is \$18.00 a day. We have negotiated the rate next door. It is not at the Weston, it is the parking garage immediately next door. So \$18.00 a day, that is \$54.00 and we are giving you \$20.00 to fill up your tank. So we are helping you defray some cost which is a great thing because you guys do live a little bit further away. But you are going to go there for the opportunities as well.

So we are going to give that to you for whoever fills up the primary and get that \$75.00 card that is going to pay for all your parking and then the full—maybe not a full tank, it depends on if you drive a little car or a big hummer. This is going to help you defray some of your gas cost.

Participants: (Inaudible)

Scott: And I you want to say "Thank you Scott!"

Participants: Than you Scott!

Scott: Okay. That was exciting! Everyone was excited this afternoon about that. Now, we are going to give that to you as well but the training is in Manhattan. It is at the Weston, Time Square. You need to be there Friday. I know traffic is going to be bad but that is okay. It is just three short days. Saturday and Sunday, maybe we will see if we can get Mr. Trump to bring the helicopter and we will all helicopter over there. I am kidding we cannot do that.

We do not do room discounts. The only thing you can do is just let them know that you are with Trump University—there are no guarantees, I do not think they are going to give you discount. I would personally, if you can stay there maybe one night especially Friday night—I mean Thursday night so you do not have to worry about traffic. You do not have to worry about that. If you do not want to, that is perfectly fine as well but we do not do room discounts. You can call and ask if they will do the discount. There is nothing setup through us.

01:50:00

Now, the last thing you need to do is put your money where your mouth is. So that means you need to start registering for the training so if he is going to talk to you in just a second, so I need you to start filling out the information. If you are going to use a credit card, which most people do, get that out for Tiffany. She is going to come by. Once you have paid, then I am going to go to the orientation. I am going to show you ten different ways to find those leads that you are going to bring the class and then I will give you my information as well.

So I would assume that you already got your information out, just grab your credit cards, Tiffany will talk to you in just a minute. And now, I will answer question while you are filling it up. No questions? Okay, let me get a chair.

Participant: How do you qualify a buyer? How do you know that (Inaudible)?

Scott: (Inaudible) they have to have their prequalification letter from whatever institution. You can see how much they are pre-qualified for and how long they are pre-qualified for.

Participants: (Inaudible)

Scott: No, if they have a letter from let us say Countrywide that says "They have been pre-approved for mortgage up to \$440,000.00—" and it is good for 60 days, you are fine. It will tell you the amount. It will tell you how long.

Participants: (Inaudible) lease option (Inaudible)

Scott: That is why you remember the \$15,000.00 down? That is going to help you. That does happen that is why we make them pay down because if they leave, they do not get that back.

Participants: (Inaudible)

Scott: Yes, absolutely.

Participants: (Inaudible)

Scott: Well the good thing is with any—we are going to show you in class with lease options, we can run their credit. Again, their credit is not going to be great but we will show you some places where you can do a credit check and background check on you. And you can see, we will show you give you a couple of website examples where you can see—I am not interested really in their credit as much. It is their rental history. Have they been evicted six times in the past two months, I am not interested in giving that to them.

So yes, we are going to eliminate—we cannot eliminate risk and we are going to lower the risk as much as possible. So in that scenario, let us say that someone look great and they are just quit paying, that \$15,000.00 that they paid is nonrefundable. They will not get it. So that is going to help you get the place exactly.

Participants: James is going to be there.

Scott: James is going to be there.

Participants: (Inaudible)

Scott: Oh good. He is a great guy, a great guy.

Participants: (Inaudible)

Scott: Yes, I am going to have you talk to Tiffany as well.

Participants: (Inaudible)

Scott: As soon as she is done I will let her know. I got you guys all three of you.

[Crosstalk 01:53:29 - 02:00:23]

Scott: You do want to get a blank sheet of paper out and you are going to write Property Lead List. Your first homework is to go through the real estate breakthrough. The second thing of homework you need to do is now your lead. So you are going to do ten different leads – ten different categories to find leads.

First thing, let me give you my information, my name is Scott. My last name is Leitzell but I pronounce it Trump. My email is sleitzell@gmail.com. And then my phone number is (407) 421-8582. Now, this is just to get you going for the training. So if you have any questions, give me a call or send me an email. You are going to see me not this Friday but next Friday so it will be a lot sooner than you think and then we are going to hangout with James. You guys are going to have a great group of people. You should be really, really excited.

All right, now, we are going to do Property Lead List. There are ten different categories. Now, the way we are going to find these leads is we are not going to look in the major newspapers. And the reason being these are two different types of people in real estate. There are greedy people and there are needy people. So the people that need to sell. Maybe they are going through a divorce, maybe they lost their job and they need to sell their property. There are also people that are greedy. They do not need to sell, they are just throwing out a really high number to see if someone would pay it. And it is just like your cars so when I offered you double of what you pay for, you probably will sell it. But do you need to sell it? You may not.

So, my advice to you is to go on to Craigslist. If you have never been there, craigslist.org. There is also a new in eBay. eBay is mad that the Craigslist is doing the free online stuff so they have one called www.kijiji.com. And basically, this is eBay's attempt to try to get into the Craigslist market so it is completely free advertising. You can buy anything from a tractor to a home. It is the same thing as Craigslist. Also, pennysaver newspapers, the thrifty nickel and things like that because it is very inexpensive to advertise. Because folks, people that are in a distressed situation cannot afford to pay \$500.00 for the New York Times or any newspaper because it is so expensive.

So, I am going to give you the ten categories. Some of you are drive buyer as well. So, the first one is a FSBO which stands for—For Sale by Owner. Number two, for rent. The good thing is if you go on to Craigslist, you can search under either New York or New Jersey you can

pick your city and then you will see in the middle, it says housing. For rent, those are all potential people that you can call to do lease with an option. That is a good thing. Number three, lease option. See now, you guys are laughing. Good. Number four, rent to own or rent to buy. Number five, investors special. That is someone who was not properly trained that read a book at Barnes & Noble and now they are in trouble.

02:05:02

So we can get these for a good deal. Normally they either put too much in for renovations. They pay too much for the property so they are looking to liquidate on the property, which is a good thing.

Number six is handyman special. What do you think these properties are going to look like? Number seven—

02:05:36

Exhibit H7

Profit From Real Estate Investing - Free Introductory Class

Tue Jun, 9, 2009 @ 06:30 PM
 Speaker: not defined

LIT: Keith Sperry

Region: Bridgeport / Stamford / Norwalk, CT

City: Norwalk

Venue: Doubletree Hotel Norwalk

SEM_PFF-20090609D

 Program Coordinator

Tiffany Brinkman

Sales Coordinators
 Cory Lignell

Damian Pell

TOTALS:

67 registrations = 41 primaries + 22 guests + 1 walkins + 0 audits + 3 cancellations before event for a cancellation rate of 4%...breakdown:

3: OTHER

64 non-cancelled registrations

27 attendees for show rate of 42%

1 buyers for a conversion rate of 4%, with 1 pending

1 buyers retained for a retention rate of 100%

\$1,495.00 live event sales (post returns) for \$55.37 per attendee

\$0.00 salesFloor/cart sales (post returns)

Buyer breakdown:

Fast Track to Foreclosure Investing:

1. Chris Palucci (\$1,495.00)

00:00:16

Male 1: Welcome! How are you guys doing today?

Participants: Great! How are you doing?

Male 1: Doing well! If you guys could just do it one more time, I know (Inaudible) in here. So how are we doing?

Participants: Great!

Male 1: Good! That's a little bit better. So before we get started, I want to go over a couple of ground work to welcome you—

[Audio break 00:00:32 – 00:01:17]

Male 1: ...like you to do is my mentor, my friend, Mr. Keith Sperry.

Keith Sperry: Fantastic! Thank you! Seriously, hold it down or they're going to kick us out, alright? I mean, honestly. How is everyone doing tonight?

Participants: Good!

Keith Sperry: Are you ready to learn?

Participants: Yeah.

Keith Sperry: I got an absolutely awesome class to teach you here. We're going to learn some things here that you have never even thought could happen. You're going to hear some things that are new to you. You're going to hear some things that you've heard about but didn't know the details on. We got a great class. I've put a lot of work into this presentation so I can share with you this gentleman's strategies and system.

Everything I'm going to teach you tonight is going to be his stuff, not mine because you didn't come to hear my stuff. You came here to learn how Mr. Trump does real estate. Is that true? Give me a big yes.

Participants: Yes.

Keith Sperry: His goal is to help people in this very difficult economic climate how to go out and create wealth and create opportunity, and we're going to do just that here today by showing you the opportunity that's out there.

Now, let me restate this. I don't think I need to tell you about opportunity. I think that's what brought you here. How many of you would agree we're seeing out there and you're seeing opportunity all over the place. Yes or no?

Participants: Yes.

Keith Sperry: Okay, but everyone sees opportunity but very few know what to do with it, and here's the detail I need to tell you. It's the most important thing I

may share with you all day. If you don't know what to do with the opportunity, the opportunity is never going to enhance or improve your life. Would you agree with that?

Participants: Yes.

Keith Sperry: Because it's the basic premise. If you know what you're doing in anything, your chances of success go up. If you don't know what you're doing, your chances go down. Is that true?

So, we're going to talk about how we can get to know what we're doing out there in the real estate marketplace because it is an awesome, awesome opportunity.

Now, Mr. Trump understands the value of education. He was educated and he calls it the best business school in the country. Does anyone know where he was educated, higher education? Wharton. Wharton School of Business and arguably, the greatest business school out there. I'm not going to argue with him there at all. However, I will say this. He also knows a couple of things that us in this room as adults don't have. We're not going to go out as valuable as that education is, right? We don't have four years right now to go out and put our lives on hold to go do that. We also don't have \$75,000.00 a year to pay the tuition to go do that.

So what he said is, and this is what led to him starting Trump University, is let's start an organization that can provide a world class education as far as real estate's specific knowledge can provide to you. You don't need the arts and humanities. I mean, we may like those things but you're here to learn how to make some money with real estate, yes or no?

Participants: Yes.

Keith Sperry: So what we're going to do is we're going to teach you how we're going to do that, and I have 90 minutes. I'm going to enjoy this 90 minutes.

Take a look at your watches. What you'll see is the time will fly. The next time I point out your watch to you, it will be done and you're going to go, "Wow! Time really flew!" That's what the last class today said. When you're having a good time in learning, it does fly. That's what's going to happen today.

But after 90 minutes, I'm going to go to those back tables. I'm going to invite you to come back and join us for some additional training. Write down three-day advance training. Pretty direct Mr. Trump is. He's made it clear to everybody that instructs for him, we're going to treat you like adults and we're going to be direct. No beating around the bush. Here it is.

You need more than 90 minutes of my instruction to go out and have success out there. He knows that, I know that, and you know that. Even his curriculum, you're going to need more than that.

So the three days, we're going to bring back his number one instructor in the entire organization into this marketplace for three days. Not this weekend but the next weekend, and Friday, Saturday and Sunday, we're going back to school and we're going to learn what is really important that you need to know on how to go out and make money.

00:05:00

The question I have for you is do you think he would be able to put together a curriculum that will show you exactly what you need to know and what you don't need to know in three days to teach you how to have success in real estate, yes or no?

Participants: Yes.

Keith Sperry: Okay, yes or no?

Participants: Yes!

Keith Sperry: I mean, I don't care which one it is. If you don't think so, tell me no, but I will say there's one thing I think we all know about Mr. Trump. He knows how to make money in real estate, especially in the northeast. This is his niche market. This is his home. So we're going to teach you those things.

We need three days to do it. Now, after three days, we're not done with you. Write down 12-month apprenticeship program. There's no point in training you for three full days if we kick you to the curb and say, "Good luck! Go try it out." No. We're going to hold you hand for 12 months. We're going to be there for questions. We're going to be there for support and guidance, and that's the key. We hold your hand because if we give you three days and the support you need, you'll go out and do some of this stuff because we're going to motivate you as well.

Now, you don't get to spend three full days with Donald Trump's number one instructor learning his secrets that he's put together for free. I think all of you can appreciate that. The investment you're going to need to make, write that down, \$1495.00.

I love this class, and I'll tell you why I love it. Because only Mr. Trump is so direct. You're adults, he insists on it. "Make sure within five minutes of this class, they know exactly what the investment is." End of story. How many of you can kind of appreciate that? Yes or no?

Participants: Yes.

Keith Sperry: Yeah, there you go! That's it. There's nothing else out there, so it's an awesome deal. You need this, we'll get you there because I'll tell you what. If you know how to go out and capitalize on this marketplace, you'll make a ton of money, and we'll get there.

Keith Sperry: Absolutely! And here at Trump, we'll teach you how to do that. So we'll give you all the advertising that you need so you don't have to come up with your own. The phrasing is done, the verbiage is done. Mr. Trump knows how to get reactions better than anyone else, so we're going to give you all those. All you have to do is change the number from mine to yours, and I hope you can appreciate that.

So it goes all over the newspapers. It goes on the internet and it says, "Motivated seller, house worth \$400,000.00, will sell for \$325,000.00. Hurry! It won't last." Are you going to get some responses to an ad like that in this market, yes or no?

Participants: Yes.

Keith Sperry: Yes! Write down dozens. You're going to get dozens of responses and calls, and that's a good thing, let me tell you why. Because we're going to be busy building our buyer's list, write that down.

Quality buyers are going into our buyer's list. It's a database of quality buyers that we're going to go back to again and again and again. It's a gold mine for us, and that's the difference between everybody else and Trump, is that they don't bring their own buyers to the table. Well, we're going to show you exactly how Mr. Trump does it, and it is awesome.

So they're calling us up saying, "Hey, we've looked at this house. We think we want to get a little more information on it." We need to send them a couple of things here. Send them out an appraisal clearly showing the house is worth what we say it is. Then we have to send them a title report. This is going to show them that the house is clean, the title is clean, no liens, judgments or encumbrances on it, but it will show our affidavit that we filed at the courthouse—clouding the title.

00:20:11

They'd get back to us. Now, they can make an educated decision on whether they want to do the house or not because they've got that information. They call us up and say, "Wow! You know, we can't believe this house is \$325,000.00. We're pre-approved for up to \$400,000.00." Write that term down, pre-approved. "We want to buy this house."

Guys, with strategy number one, assignments, we're going to focus on one demographic of buyers, and that is pre-approved buyers. Why are we going to focus on pre-approved? Because with this strategy, when can pre-approved buyers buy a house? Now, right now. That's the difference between pre-approved and pre-qualified, so we're only focusing on pre-approved buyers. We're going to take the first pre-approved buyer that calls us up and says they want to buy the house, very first one.

Then what we're going to do is this, we're going to take this assignment contract—write it down, do it. We're going to take this assignment contract that we signed here with Dominic. We're going to go with Nick here and guess what? He's ready to get it. We're going to sign it over to

Keith Sperry: We're going to keep you up to date every week and I'll tell you what, these instructors that Mr. Trump has assembled are faculty at Trump University--they are a list of who's who and stars. I'll walk you through that back there, incredibly respected people that Mr. Trump has in his University that you're going to be learning from--the very best, so be there all day, every day, you're going to leave that three-day class going. You know what, I get it.

Alright, why Trump University? It is simple. In Donald Trump's University, you want to learn how to make money in real estate? Learn from the best, it's quite simple actually. Here is another reason why you will deal with Donald Trump's University. Recently, researchers take a look at what creates wealth--who has created it and why. They went back 100 years so they didn't get any anomalies, right?

100 years of wealth creation, every single person had these three common denominators. One, they followed a system. Not one of them went out and winged it. Second, they all knew what they're doing--they have specialized knowledge. In real estate, you need specialized knowledge or I'd say, don't do it. It's just like I wouldn't recommend you, just start up your own medical practice, right?

You should probably have some specialized knowledge before you do that, would you agree with that?

Participants: Yes.

Keith Sperry: But why is it that doctor's, dentists, attorneys and engineers, why do they make so much more money than the average retail store clerk, why? They have specialized knowledge, do you understand? It's not that they wanted to but that's what's required. They have to invest time and money in their education, yes or no.

Participants: Yes.

Keith Sperry: They didn't just pick up a book and go and drill teeth. That's what I would suggest to you. Don't look for something for free, don't take the shortcut. Now, Mr. Trump has condensed this into what you need to know and get rid of all the other fluff and we're going to teach it to you in three full days straight and then continue that every week for 12 months. That's what you need to know.

If he says it, that's good enough for me, it's as simple as that. How many of you would agree with me, say yes.

Participants: Yes.

Keith Sperry: No question. So the support, the 12-month support program is what you need. You kick me to the curb even after you train me and say I have to do it myself, fear sets in. "Oh gosh, I have questions, I need help. What do I do now even though you trained me?" That doesn't happen at Trump. You get on the phone, talk with a Trump certified adviser down at 40 Wall Street and then you're set.

Now, this curriculum here, we're not going to go overall with this but we will at class. This one right here, I mentioned to you earlier. How many of you again have four hours a week so you can go and put an extra six figures in your lives financially every year? Raise your hands if you have those four hours. Keep your hands up. I want to see who you are. Those of you who are not raising your hands just don't need the money. That's alright, I can appreciate that.

Bonuses today, we're going to walk you through this at the back tables. This is the breakthrough '09. These are CDs and books. I will give those back there with you--for those of you who are enrolling. Also, write down free training. Three days, yes but then after three days, you will get to bring back you and your partner for another three day training, as many as you want for the next 12 months. We do training all over the place here in the northeast but we also do training in Honolulu. We do training in Vegas, are you running an LLC?

01:30:00

Participants: Yes.

Keith Sperry: Yes or no.

Participants: Yes.

Keith Sperry: It sounds like a pretty good business trip to me. I'm not your tax adviser but I'll tell you what, my wife and I take a little trip to Honolulu and you know what? My tax adviser said "You're going to spend six hours a day at these classes to make it right. We'll spend those six hours there but the air fare, the hotels, the food because me and my wife are officers in our LLC with all the tax deductions. Does that make sense for \$1495.00 itself? Was it a tax deduction too?"

Participants: Yes.

Keith Sperry: Yes. So every way, shape and form, this education gets better and better and better. Also, orientation that starts here today, you don't want to miss this. I've got a proposal for everybody here that you all want to hear back there. Also, the two for one--the \$1495.00 just doesn't get you in but it gets another person and I'll tell you this, it's exciting to see a dad with his son and we've got four parents bringing children either sons or daughters.

And we just run this but it kind of gave me goosebump but how many of your right now would really like it. If somebody would've taken you and do a class like that, taught you how to do real estate investing when you're 20 years old, raise your hands if you thought that that would be nice. Yes?

I'll tell you what. It's an awesome, awesome opportunity, congratulations to you. Trumps foreclosure deals a sort of software. If you want to do this out of the comfort of your own home, check this out.

Exhibit H8

Gerald Martin: Thank you guys very, very much, thank you. How are you guys doing?

Participants: Fine.

Gerald Martin: Come on one more time! How are you doing?

Participants: Great!

Gerald Martin: Alright! I knew I would get a rise out of you. Well, like Michael said my name is Gerald Martin and I am a part of the faculty at Trump University. And we welcome you here today. I'm excited to be here with you.

But before we get started, let's talk a little bit about Mr. Trump. I want to see how much you guys know of Donald Trump. Now some of you have seen "The Apprentice Show" haven't you? Any of you have ever seen The Apprentice Show? Well who wants to be the next apprentice?

Well you know I tell you Joanne Rivers just won and she's actually-- I think she's either 74 or 75 years old depending on which website you look at right? And at 75 or 74, she's starting a brand new career.

So just to see how much you know of Donald Trump, I just want to play a little game with you just kind of you know take a little – ask you a question and see if you know the answer, so if you know the answer just raise your hand, I'll call you out, just give me the answer.

Does anybody here know where Donald Trump was born in New York, which burrow?

Participants: (Inaudible)

Gerald Martin: Close. Anybody else?

Participants: Queens.

Gerald Martin: Oh you got it! How did you know that?

Participants: (Inaudible)

Gerald Martin: Okay, wonderful.

Participants: (Inaudible)

Gerald Martin: Okay so you know all about that, great! Well maybe you even know this next answer. How old or when was Donald Trump born?

Participants: (Inaudible)

Gerald Martin: Okay, very close. He was born in 1946. I think it was June 14, 1946. So that makes him 62 years old. Do you think he plans on retiring in the next couple of years?

Participants: No.

So, take control of all the Trump method. Become a part of the Trump family, become a Trumpster. Get in the family. You don't have to go anywhere else. Don't go to these other seminars. Don't be killing this 90-minute. You're not going to learn anything folks. All you're going to do is go out there and get enough information. You go out and made mistake and go to a boot camp. Make a \$10,000.00 mistake, \$20,000.00 mistake—you could have avoided that mistake for \$1,495.00. Mind those hidden opportunities. They're all around. Let me teach you short sales but not just short sales. When you come to training, we have a complete curriculum that goes beyond just short sales.

On page 75, there's a form in here that will show you how to put your property under contract and not let somebody else come and take the property from you and offer less or offer more and steal your deal. We're going to talk about understanding foreclosures. We're going to show you how to control commercial properties, how to choose the right area, how to fund your deals. We're going to spend time on creative financing and show you four or five ways of not using the bank's money, how to market your deals, how to short sale your deals—bank owned properties, quick-turn properties, it's all in here. And each of you get a workbook, you and your partner. And then when you leave today, you're going to go off, you're going to walk away with two CDs and a workbook to help prepare you for the Trump training that starts on the 5th, 6th, and 7th. Two CDs and a small workbook just to get you started, all that for \$1,495.00.

So, now you're going to learn how to help others. You're going to grow your wealth and folks stop worrying about retirement. Stop worrying about losing those jobs. Join the Trump family. Your apprenticeship program starts right away. If you get enrolled, we come back. We do the 10-minute orientation and I'm going to send you out here with the way to find your first deal. So, that's for today guys. You got to take advantage, take action, seize the moment, seize the day. Now, I know I do this a lot. I've been doing this for five years and I see people that come in and they take all their notes and they go home, they put those notes up on a shelf and they hope that a duplex is going to pop up in their driveway, but it never happens, doesn't it?

There are people that will come here to sit here and they have a choice. They could walk right at that door and go back to the life they had before they met me. But, some of you know this is your time. You've been looking at this for a while. You know that foreclosures were out there. You know the short sales were out there. You know there's got to be a strategy or way to control those problems without using your money, you just don't know how. You just need to be trained. You need the skill. If I can show you how to put \$25,000.00 or \$50,000.00 in your pocket in the next 60 to 90 days folks, you should jump on this opportunity. The opportunity is now. Do not get caught under the influence of that normal sea bias where we'll just wait until things changed. You have a choice. I want you to get up. Follow me to the back. Sit down, get enrolled and they're going to have the orientation.

Exhibit H9

PREVIEW EVENT SYNOPSIS

Speaker: Pete Ulmer

Staff: Tiffany Brinkman, Rick McNally, Mike Kasper

Event Code: SEM_PFF-20080119a-10am
Location: The Doubletree Club San Diego
Attended: 114
Sold: 22
Conversion: 19%
Be Backs: 0

(Poor audio quality in the Q & A portion)

(Conversations from 00:00:01 to 00:05:05)

Mike Casper: Good afternoon!

Audience: Good afternoon!

Mike: Welcome on behalf of Trump University. My name is Mike Casper. As we get started here today, we are going to go through a couple of ground rules. No. 1 is we do not allow any smoking in the room. If you have a recorder, turn that off. Cell phones turn them off or stick on the silent mode and help cut down the interruption. If you do have a recording device, the material today is copywritten so we ask you to put that away or not to use it. Also, if you have any questions, just jot those questions down. We will be around at the end to answer any of your questions to kind of keep things moving along. And thank you in advance.

What are we going to talk about here today? We are going to talk about foreclosures. We are going to talk about what is foreclosure? What are the causes for foreclosure and looking at making money in foreclosures? And as we go through this, we are also going to talk about a preview of the advance training offered to Trump University where they are going a lot of there experience in real estate into a close environment to teach you how to invest in foreclosures. And we are going to talk about that. And we are going to invite you to become an FPS. What is that? A Foreclosure Property Specialist.

The gentleman that I am about to introduce is highly recognized in the industry. He has been hand selected by Trump Organization. Very nice guy, very successful, so please, without further ado give us a warm welcome for Pete Ulmer.

(Applause)

Pete Ulmer: Thanks Mike. I appreciate it. Thank you folks! I appreciate that. How is everybody doing?

Audience: Good!

are going to rely on public assistance to make you. 22% of us have to work. At that same store when I walk in everyday, there is a little lady with a great smile, nice sweet little lady, she is selling.

Do you think at age 70 she wants to work? Her feet got hurt more than a referee in basketball. I know her back hurts but 22% of us are going to have work. 4% of us are going to meet our basic need. That means if we clip coupons, go out to eat, we will be okay. Only 1% is going to be financially independent. I am eligible for social security but I tell them to keep the check. You should have to in this wonderful country or ours do anything other than be a success.

I have a multi-millionaire friend and we play golf. He has got a new golf cart, a scooter, a different truck, and every time I say something about buying. He said we live in this county bunch of stuff is usually wrong and I agree with him. So, I want you to have a goal to be in that 1% with the rest of us.

Let us take a look at your situation because it does not matter what we are. It matters what is happening right here. There are millions of dollars that we make in San Diego County. I pulled these numbers of in the internet. Today, there are 38,033 foreclosures out there. How many of those 38,000 do you need to have a good year this year?

Audience: One.

Pete: Absolutely. Right here, there are 18,964 auction schedules that will happen and there are 12,000 cookies, real estate owned. Remember that. That is right here in the San Diego area and that is what you got choose from. Do not forget what I said. Part of the USA today, those numbers are going to double in 2008, right here in your own community. So, do not let this slipped through your fingers. We are going to show you how to take advantage of this situation that may never occur in our lifetime. And the way we are going to do it is in a short 3-day foreclosure retreat. Let me tell you more about it.

Our goal is to teach you and we are going to do that on Friday, February 1, 2, and 3. So, start making plans to spend those three days with me. I am personally going to come back and here to teach you. That sounds strange but I want to back up everything I promise to you today and a whole lot more. The good thing about this is this training is not in the Trump University in New York. It is going to be done right here in this area at Hotel Circa. Now, they are going to tell you that we are on that but once we saw this room that would work for us. For us, we are going to be down the street to share and obviously we will let you know exactly where to come to.

But the 3-day retreat is going to be on the 1st, 2nd, and 3rd of February. Our curriculum looks like this. We are going start our by teaching everything you need to know about pre-foreclosures. We will walk you through every step even come to the redemption period. Now, you want to know of California do this on redemption period. But you will also know, we are not going teach you just how to invest in California. We are going to teach you to invest in all 50 states. So, if you ever move or you ever want to go some place, you know how to do it no matter where you are located at the time. That is a huge benefit. I think you would agree.

01:00:08

Our curriculum includes wise phone calls. Friday night, I am going to give you an assignment. Look for newspaper ads that have these words in. You are going to raise some money if you do your assignment. You are going to bring with me an ad and I am just going to pick one up and make a phone call. I am going to pick one out and on how you can make a phone call. I want to demonstrate to you what to say over the phone and how you do this. Does that make sense? A live and actual contact with real life sellers so you can take note, learn how to do it, and you will be able to do it yourself by the end of the weekend.

I will show you all the different ways to find sellers. There are seven ways to find people in pre-foreclosures. You learn all seven of those. I am going

Exhibit H10

Event Synopsis Overview

Salt Lake City, UT (5-7 August 2008)

Speaker- Tony Natoli

Team: Cory Lignell, Rich Davenport and Susan Morrison

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Marriott Ogden

Attended: 7

Red Mailer Marketing Tickets Collected: 1

Printed Email Tickets w/ Scan Bars Collected: 2

Sold Full Price: 1

Close: 14%

Be-Backs: 1

-Cindy Walker-needs to speak with husband

-Glen Underwood- came back to sign up after class -SOLD

Let us say \$8,000, if you look at the costs of an education for real estate investing, you will find there is a lot of different companies out there that will offer a lot of different things but if Robert Allen offers his training for \$8,500 what kind of name do you think Trump has in the business?

00:10:10

Huge so if Robert Allen's training is \$8,500, what do you think Donald Trump's training is? Here is the key, average real estate investors charge average things, here is the difference and the key is welcome Cindy, what do you do for a living? A teacher, are you becoming a realtor or an investor? Have you taken any real estate courses before? Good and welcome. We were just talking about the other companies out there that offer training for \$8,500. I asked what do you think Trump's would be with his name on the industry and his brand and his credibility? Very true, we offer the best of the best and if you have ever watched the show The Apprentice, Donald Trump likes to surround himself with the very best people in the industry and I have got to tell you that I am very proud to be part of the Trump Organization for that respect.

That is why you guys are part of that special test and we do not have 200 people here today and that is what is great because I get to have some feedback from you guys and find out exactly where you want to go next. We are going to help many of you get that education today and it is not going to be \$8,500. I will share with you some of those things. Let us get started. I already know a little bit about you guys and where you are at. We are going to move through this stuff quickly. I am going to cover seven strategies and I am going to do this very quickly. What I am going to tell you is how to get an education, we are going to talk about how to understand the phases of foreclosure.

We are going to talk about preparing your credit for investing and finding foreclosure investment opportunities, evaluating and funding your deals, helping distressed home owners and knowing your exit strategy. I will tell you that is very important in this business. Also setting your goals and getting started

today and our success team is going to show you how to get started with the Trump organization to be a part of our network so you can be surrounded by the best of the best.

Most importantly, what I am going to share with you today is the most powerful three day intensified training program specifically in foreclosures today, available in the market place. I will tell you it is one of the best programs because it goes from A-Z and teaches you everything you need to know about foreclosures and does not leave anything out from short sales to REO and how to negotiate with the bank.

We already know a little bit about what you are doing. Also, I want to talk to you about a couple of things. What we are going to do is we are going to talk about the traits that successful investors must have. What are some of the things that they have to have in this business in order to be successful. Always ask is it not interesting how you can take a guy like Donald Trump, Robert Kiyosaki, Warren Buffet, drop them off any market in the country and I do not care what the housing values are. I do not care what the stock market is like. I do not care if properties are appreciating or depreciating, what are those guys able to do? Make money.

They are able to make money, it does not matter about the market, what matters is techniques and strategies. Let us talk about techniques and strategies. What I know about markets is this, markets all over the country are doing different things. You can look at Los Angeles, California, Montana, Salt Lake City, Atlanta, Georgia, and what you will see is this, property values in those markets take a dip from time to time but markets always correct themselves historically and property values always go back up. Without fear of error, I can say that. If you take a 10 year snapshot of Salt Lake, you look at it today and fast forward to 10 years, properties will always be more 10 year from now than they are today.

So real estate is not on trial today. The market does not matter nearly as much as the techniques and

Here is what he says in this book. He talks about definiteness of decision. He said people who waver in decisions show that they are not sure of themselves. They cannot lead others successfully. In fact, what he also goes on further to say in this book about decision making is simply this, that lack of a well defined power of decision, people who succeed reach decisions promptly and change them if at all very slowly. You will see why we at the Trump Organization are very successful is because we make decisions quickly because we have the knowledge in order to do so because we know our exit strategies upfront.

You do not heehaw around and wait to get that property under contract, you go get it. Get it under contract quickly, you make it happen and then what happens is if your first exit strategy does not work out on that deal, you just shift gears and keep on trucking. The more exit strategies you learn upfront today when you get educated with us today, which I will give you the opportunity to do so, guess what you are going to be able to get more of your deals done. In addition to exit strategies, what you are going to find is you got to find the money. Sources of seed capital. Where are you going to get the money? In fact, lenders are tightening the lending restrictions today. USA Today says this, loans for people with [muffled] virtually vanished. Lenders are demanding higher down payments and more proof of income and assets. It is tougher to get money today unless you know where to get it.

Unless you know how to use creative financing, credit cards and things like that. We will talk about some of those things and we will show you how to get the money for that. In addition to that, what you are going to find today, more important than ever is cash flow. We are going to talk about how to create cash flow and how that is so important. In fact cash flow is defined as money that you have coming in after all your expenses are paid. Why do you think so many Americans today are interested in creating cash flow? What do they need to prepare for? Why would they want more cash flow?

[audience comment]

associated with the Trump Organization is for students to come back, and say thanks for helping us get started.

Because if we had not seen you that day in Salt Lake or wherever, you did not help us get started on the right path to real estate investing, [audio jump] and that is another great reward that I get for coming out and doing this so it is really cool to be able to see some of my students come back and do this. One of the things that Zig Ziegler taught me a long time ago is that if you help other people get what they want, you will get what you want. I believe in the universal law of reciprocity and it is exactly why I do what I do. I love to teach. Mr. Trump has created some great products. He has created a great thing for investing in real estate. In fact, he has created the greatest three day training in the history of real estate investment. Some of you have seen some of these courses and stuff like that. Let me tell you what they are going to cover there. You are going to want to know exactly what it is that they have to offer.

00:29:50

Here is the three day training and the curriculum for that three day training. You learn about foreclosures from start to finish, from the REO phase to the short sale phase, preforeclosures, how to find the properties, how to place it carefully in a constructed goldmine class ad so that you can get your phone ringing so that you can make sure that you know what to do from start to finish. We do not leave any of the steps of the foreclosure process out. In fact, as far as REOs are concerned, when you go do an REO at the bank, will a bank take your contract if it says and/or signs on an REO, they will kick it out every time. Would you guys like to learn how to do that and get the banks to accept that offer? If you have done foreclosures, you know they would not accept that but if you had the opportunity to learn how to do that, would that be good?

The three day training is going to show you how to do that so that you can make sure that you do it the right way. On REOs and short sales can be a tricky

proposition. You learn how to negotiate with the banks. When you approach your bankers that way and you are able to short sales and fill out the short sale packets and make it so you do it all right, you are going to learn the Trump organizations way and do it the right way.

Preforeclosures, how to get them before they ever go into the stages you do not want them to be in because you can make some money on the preforeclosures process as well. So foreclosures. Let me give you a warning also because there is a lot of legislation changes today to affect people in the foreclosure situation. I got to tell you this, today there are people out there that are being taken advantage of in foreclosures. I want to give you a warning, the motto for our company is this, if you are looking to take advantage of someone in a foreclosure situation in any way, shape, form or fashion, then our training program and network is absolutely not for you. That is not how we teach and train people to do this business.

We teach them to do it the right way, the ethical way, the legal way and what I call the Trump way, the Trump style of doing this business. When you do it that way and you can help other people make money at the same time, is that win-win? Yes, it is an awesome feeling to be able to do that. You are also going to learn all your exit strategies, you trainers are going to go through those exit strategies with you and show you the best exit strategies for the situation. My two favorites are the wholesale and the lease options techniques. Wholesale is getting that property under contract and selling the contract to another investor like we said awhile ago. But lease options are one of my favorites today in the market. With a lease option, you make money three ways, number one, through a nonrefundable option consideration and what that is it allows you to what we would consider a “down payment” but it is not a down payment because you do not apply it to the purchase price of the property? When a half million dollar piece of property is going to be anywhere from 3 to 10% so if it 10%, you get to put \$50,000 in your pocket.

and that is the Trump philosophy. Do you think Mr. Trump actually needs the money in your investment education for this business? Absolutely not.

00:45:00

He saw there were other companies doing this but said, I have the resources to be the best of the best. He started looking around and going, I could worry about anything for me and my family as far as things are concerned forever because he has bounced back and created millions. But what his main thing he wanted to do was leave a legacy. He wants to create more millionaires through real estate than any of those companies out there. Do you think he has the resources to do it? He does. His motivation is a little different. When you reach a level of billionaire, it becomes a little bit different and that is why I am very proud to be associated with the Trump organization. It is like having the opportunity either eat at McDonald's or Ruth Chris Steak House, which one would you prefer?

One of the things I like to ask people too is anybody here have kids? What are you leaving behind for your kids and I say that with honesty and sincerity because most people leave behind debt. They do not teach your kids to make money. My parents did not teach me, I had to find out on my own. I do not resent them for that because nobody ever presented for them a way. But somebody has got to go out and seek it and once you seek, you shall find and once you find that way, then it is your responsibility to share that with your kids. They are going to do one of two things when you leave this earth. They are either going to respect you or resent you, it is your choice. Do you believe wealth is a choice? I believe that too especially for my kids.

This is my four, Isabella, [audio jump] Victoria, Nicholas. They are my absolute pride and joy. They are why I do this. They are why I get out there and make this happen for me and my family. In fact because of this business, we have been able to do some special things. I do not want my kids to resent me. I want them to respect me totally for teaching

them to do these things. Money is not everything. But it sure allows you to spend the time with the people that you love and care about the most and do some really neat things. In fact, if you teach your kids to do this business when they are this big, they will not move back in with you.

What do we offer, we have the best of the best, we have the four levels of training. In fact, what that offers for you is like having a table, how many legs does a table have? Four legs. [audio jump] What happens to the table? It falls down, [audio jump] four legs of the table for you, not only do we train you in this business, we leave the top notch training that is involved today, things that work in today's market and we also plug you in with your guidance to do so. Your instructor are absolutely second to none, they are going to guide you through the process, it is like having somebody take you by the hand and walk you through this process from start to finish, you are not left alone and then have the opportunity to have all the tools and resources available to you through Trump's premium membership which I will talk about in a minute because what that offers for you is weekly webinars. It offers ask the experts. You can ask the experts with Trump organization.

You can also network with other Trump investors and find out what they are doing that works for them. It is like a Myspace type page. It also has all the [audio jump] so you know exactly what to use. Do you think Trump's attorneys have assembled some good contracts? They have, bullet proof [audio jump] being part of the network. Get confident with 12 months of training, we are not just talking about today or three days of training, we are talking about 12 months, continuing education events to keep your knowledge current. Client adviser to guide you through your process. also weekly webinars, exclusive networking tools and online resources including all the contracts and forms that you need.

Why Trump University? First of all, we have the best instructors and the thing about it is they are hand picked by Donald Trump himself. You get the world class support that is premium membership, training

Exhibit H11

Chicago (March 1-3, 2008)

Event Synopsis Overview

PFF Chicago - Saturday, 1 March- 10am

Date: Saturday, March 1, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: Chicago

Instructor: Mike Kasper

Staff: Tiffany Brinkman, Cory Lignell, Judy Mason

SEM_PFF-20080301c – 10am

Location: Radisson Schaumburg

Attended: 76

Sold: 9

Conversion: 12%

Be Backs: 2

1. Monique Rowell- Calling Cory with CC on Monday
2. Mike Reynolds – Calling at 2pm CST with CC

Mike Kasper: Listen, list down a dollar figure. How much money do you want to make in the next 12 months? How much money would you like to make in the next twelve months? You don't have paper, use the back of it. There are some papers from the back table. What I would like you to do is turn to your neighbor and say I am committed in making this in the next twelve months.

Realize that you are sitting next someone you know they are checking up on you. What I am talking about is to finish your program that is going to help you achieve that goal more easy.

What they have done is they bring together individuals that are active in the process that are doing real estate today. One of the reasons why I am here today is I got a call last October and I just completed a Skyrise in Las Vegas, one of my projects there and with Donald Trump, I did not know they knew I existed but the Donald Trump building went there as well. He had asked if I would come out and spend a little time educating people on foreclosures and on investing real estate and I said sure, what do you have going on, he says, this is what I have done. I have put together a University and we are bringing top people like you to be active in the process and doing Real Estate deals actively to come in and teach people how to do it hands-on.

So folks, a little bit about myself. I started investing in 1989. I was born in a small town, Riverside, California. My parents when I was three, they moved us to Orlando, Florida in the early 70's. When I turned 16, my parent's separated and I ended up just out of High School. I never made it to college I started to cut meat for a living and I did not enjoy that. Making \$16,000.00 a year doing that in San Diego. That is where I live today.

How many of you can live off \$16,000.00 a year—yes, not very good. At the time actually I was living in my car. I lived in my car for about two months. I would not want to go back there again. But realize, we all start somewhere and we all face the challenges in life and this is what you do with your life (inaudible). You want to look at life positively, you want to make sure that you focus on the things you want and not let people bring you down, but just out of high school, I started investing in real estate. Folks, I have been through a lot of seminars, and I still educate myself. I still go to a lot of seminars. I sat where you are sitting here today. And I realized the only way that I was going to achieve great success

people that are active in the process, so again those dates are March 14 to 16 and that is Friday, Saturday and Sunday, as far as location of where it is going to be in the area, you are going to be able to sit down with them when they get started with you here today.

Day one, we are going to take you to finding properties, financing the properties, property inspections, analyzing properties, talk about contracts and lease options we have and marketing, day two, how to read the newspaper for deals, foreclosures—what we want you to do also is we want you to bring deals to the training and the instructors and the coaches there we are actually going to call on deals for you.

Those deals you want to bring to the training, we are going to be doing deals live in the trainings, so you want to bring deals, grab the paper, surf us the deals and bring them to the training.

We are going to talk about pre foreclosures, post foreclosures, pre-pre foreclosures, and best kept secret of foreclosures, how to pick the emerging markets and live phone calls with sellers and also buyers, negotiations, case studies, rehabbing, advertising rating, helpful websites, structure on your deals and your ongoing power team. So those are three days.

Now if you are to learn how to become savvy in the stock market with Warrant Buffet is someone you want to learn by, how about Microsoft—well why Trump U, where do you want to learn about real estate, Donald Trump, right?

Donald Trump established a very high level of success in real estate and one of the main reasons why he put Trump University together is he does not want to be remembered for someone that has made a lot of money and has done very well in real estate, he wants to be remembered for sharing his experiences and bringing his education into the university to help others. And that is one of the main reasons why he put Trump University together.

Now there is a guarantee and the reason why Donald Trump has put this guarantee in place for students is, he is going to drag you to success, he is here to create winners and he is going to allow you to go through the process. At the end of the first day of that training, if it is not what you expect, your tuition is given back to you and you go home and not only that

it is Donald Trump, Trump University, they made it very affordable for you to go.

Your tuition is only \$1495.00 and with that, you can bring a spouse, a family member or a friend with you for free. Less than a big screen TV, right? You can use any major credit card. They accept any major credit card. You can your personal check, business check or credit card check. You can use cash with proper ID or any of the combination of the above. Split it up. Use your credit card, float it out, do an assignment of contract, pay it off, it is a great tax deduction and it is only \$1495.00.

Now, how many of you in here is ready to make a six figure income in the next 12 months? How many of you are willing to put five to seven hours a week into doing that? How many of you would like to have me as your personal mentor and helping you with your first couple of transactions, great. If you said to those, any of those, go ahead and stand up right now—Dan, Terry, John, Diane—all of you guys, over here, go to this side of the room, come over here, turn around, see Judy, head on back to Judy, right now.

Richard, Kristy, go ahead and head on back to Judy right now—everyone over here, come over here. And then on this side over here, see Corey right there, head on back to Corey right now. Head on back right now, have a seat along the table there, they are going to take you through the location of where it is going to be. We are going to build a foundation and get you started and then I am going to start an orientation with you here in a minute and get you started.

During the training, they are also give you a lot of other incentives. They are going to sit down with them as they get started here today. The Gold Mine is part of the membership, this is going to build the foundation for those of you that are getting started here today and what we are going to do is as we go through this, this is going to build the foundation to get you started immediately. There are people that do transactions before they get down to the three days, there are people that bring transaction down to the three days, but also with the premium membership that they are getting here today, this is \$1200.00 year, with all your forms, website access at your fingertips, resource library, continuing special events that you can attend for free every quarter, also discounts on other advanced trainings.

Exhibit H12

Event Synopsis Overview

Tampa, Fl (October 20-24, 2008)

Total Numbers for PFF:

Speaker: Gerald Martin

Team: Mike Biglane, Sean Lindsey and Susan Morrison

Attended: 212

Sold Full Price: 22 @ \$1495 = \$32,890

Total: \$32,890

Close: 10%

SEM_PFF-20081020h

Crowne Plaza

Attended Training: 11

Sold Full Price: 3

Conversion: 27%

Be-backs to collect:

[Film Showing]

[Music Playing]

Donald Trump: But action is just a small part of Trump University. Trump University is about knowledge, about a lot of different things. Above all, it is about how to become successful.

And then we are going to have professors and young professors that are absolutely terrific, terrific people, terrific brains, successful, the best. We are going to have the best of the best. And honestly, if you do not learn from them, if you do not learn from me, if you do not learn from the people that we are going to be putting forward – and these are all people that are handpicked by me, then you are just not going to make it in terms of the world of success. And that is okay but you are not going to make it in terms of success.

I think the biggest step towards success is going to be sign up for Trump University. We are going to teach you about business. We are going to teach you better than the business schools are going to teach you. And I went to the best business school, we are going to teach you better, it is going to be a sure process. It is not going to involve years and years of your life, it is going to be less expensive. And I think it is going to be a better education and it is going to be what you need to know.

It is not going to be a lot of different theory that does not matter and will never be put to use. It is going to be what you need to know. So we are going to teach you business, we are going to teach you live, we are going to teach you salesmanship, we are going to teach you what you need to know. And we are going to also make sure that no matter what you do, as I said before, you are going to love it because if you do not love it, it is never ever going to work.

[End of Film Showing]

Christine: It is my pleasure to introduce to you, Gerald Martin.

[Applause]

Gerald Martin: Thank you! How are you guys doing?

Participants: Very fine.

Gerald Martin: For a knowledge, you are going to make some money? What about you Charles?

Charles: Yes, to supplement my income.

Gerald Martin: To supplemental your income. Anybody else? Why are you here then? The couple back there, why are you here?

Participants: Well, my wife called me to come and join.

Gerald Martin: Wonderful! Good!

Participants: (Inaudible)

Gerald Martin: Okay great, wonderful! Probably we are about \$10 million. Now, let me ask you folks, is there anybody here that just said (Inaudible)? You heard Donald Trump is going to be in town, you thought, "Well, hey! Let us stop by and by." Maybe you came for the free CD, we got them right there in the back. I do not know why you came here folks. But everybody came here for a reason. And we are going to talk about the strategies. There are seven strategies here folks in foreclosure and investing.

The first thing is to understand the basis of foreclosure. Number two is find your foreclosure investment opportunities, you got to find them. Number three, help distressed homeowners. Number four, prepare your credit for investing. Number five, evaluate and fund your deals, we got more in the bank. Number six, know your interest strategy and number seven, set your goals and get started. When?

00:15:17

Participants: Now?

Gerald Martin: Now! Not next year. So, this is the Trump Tower. This is where we are headquartered. At 40 Wall Street right across from the New York Stock Exchange. We are on 32nd Floor of this building. Folks, Donald Trump bought this building in foreclosure for \$1.3 million. Today, estimated value is 400 million dollar. Do you think this man knows a little bit about foreclosure investment? Let me tell you, he does. And he should go on the best of the best.

handpicked.” Folks, Donald Trump handpicked me to help you, to train you, to show you, to guide you. And then also all of the contracts, all of the forms, everything you need to get started, list of events. I will come to 31st Friday, Saturday, and Sunday. Not this weekend, the following weekend, me and my team are going to come back here. You are going to have mentors, you are going to have coaches sitting down with you, guiding you, showing you.

00:85:50

Now I know – and this is the date and that is the location in clear water. Now if you look at that and you are saying, it is Saturday, “Hey Marge, do we have a bowling on Saturday?” Folks, like Donald Trump said, if you do not love this business, and then the golden leaf, and I love fun folks. I love playing basketball but if the bowling league is more important than your family’s financial future, you are just not going to make it in this business. Because if something like the bowling league gets in the way, then the bridges, it is going to be that way. And so is the guys night out that is going to get in the way, folks, kinds of things will always get in the way but when you are ready and your timing is now, you put everything aside to get what you want.

You are going to get the best instructors, you are going to get world class support, not in three days but 12 months. You get to repeat this training as often as you like for 12 months. And it is relevant for today’s market and you get the Trump guarantees, which we will all cover a little bit later. Now here is the tuition, family member, that person comes for free folks. You bring your significant other, your business partner, your adult child and particularly your adult children. Bring them with you. Give them an early start. That membership – the premium membership, I repeat for 12 months, that is also free. Your training starts tonight. You are getting a gold mine package. It is free as well. We are not selling this. This is your book and three CDs. This book, we are not going to cover this book in training. We have other materials that you are going to train.

But when you leave here tonight, you are going to spend the next week completely filling this out. This is going to give you a favor for real estate in a different way. I see many people that say, “Yes, I know that much. I know that.” Well you know what, if you are not going for \$10 million then you are not

Exhibit H13

Profit From Real Estate Investing - Free Introductory Class
Wed Jun, 17, 2009 @ 06:30 PM
Speaker: Gerald Martin
Region: San Juan, PR
City: Carolina
Venue: The Ritz-Carlton, San Juan Hotel, Spa & Casino
SEM_PFF-20090617D

Notes:

1. smorrison: Feedback 30% of students arrived late

Program Coordinator
Susan Morrison

Sales Coordinators
Damian Pell
Nancy Quinn

TOTALS:

228 registrations = 130 primaries + 82 guests + 13 walkins + 0 audits + 3 cancellations
before event for a cancellation rate of 1%...breakdown:
3: OTHER

225 non-cancelled registrations
81 attendees for show rate of 36%
0 buyers for a conversion rate of 0%, with 0
pending
0 buyers retained for a retention rate of 0
\$0.00 live event sales (post returns) for \$0.00 per attendee
\$0.00 salesFloor/cart sales (post returns)

The smoke stack at the top, right there, can you see it now, a steamship?

Okay, now that the eye is trained a little bit, let's see if you can get the next one a little bit quicker. Now, you're going to take about 15 seconds to train the eye. So tell me if you can see what that picture is.

Male 4: It's a dog.

Gerald Martin: It's a dog. Now you see how quickly you are able to pick it out, because you were looking for the solution and no longer looking for the problem. How would you like to be able to look at many problems and see the solution just like that? Would that be helpful? Now that you're trained, I bet you'll get this one a bit quicker. What is it?

00:10:07

Participants: Cow.

Gerald Martin: It's a cow, absolutely. So what happened is our perception has changed. We're no longer looking at the black spot. We're looking at the picture from a different perspective and we are able to see opportunity.

Now, why is it that some people see things differently than others? Yes, sir?

Male 5: They focus on the problem.

Gerald Martin: They focus on the problem. I mean the news tells you there are lots of problems out there. So the reason why a lot of people look at things differently is because maybe it's based on their education. They were trained in a way differently than others. How many of you have college degrees in here? Most in the room.

Now, if you don't have a college degree, it's okay because at Trump, degree is bit of a college degree. As a matter of fact, is there anyone here that would be willing to trade in your college education for a wealth education? Is there anybody? Of course because in college, do they teach us how to become wealthy? Why not? Why don't they teach us how to become wealthy? Why couldn't they just shortcut the system and instead of teaching us biology and chemistry, why don't they teach us how to become wealthy, and the world will become a better place, right?

I believe that the reason they don't teach us how to become wealthy is because they did not know how to become wealthy. So some people base everything on their college education and some people base their experiences on their wealth education.

Exhibit H14

Investor Launchpad 2009: Tax Liens

Sat Mar, 28, 2009 @ 09:00 AM

Speaker: Steve Clements

Region: Washington, DC

City: Falls Church

Venue: Fairview Park Marriott

wksp_ilp-20090328a

Program Coordinator

Tiffany Brinkman

Sales Coordinators

None specified

TOTALS:

 153 registrations = 109 primaries + 28 guests + 9 walkins + 0 audits + 7

cancellations before event for a cancellation rate of 5%...breakdown:

6: OTHER

1: pre2

 146 non-cancelled registrations

50 attendees for show rate of 34%

4 buyers for a conversion rate of 8%, with 3 pending

2 buyers retained for a retention rate of 50%
 \$2,995.00 live event sales (post returns) for \$59.90 per attendee

\$2,995.00 salesFloor/cart sales (post returns)

Buyer breakdown:

Tax Lien Home Study with Coaching:

1. Janet Erickson (\$2,995.00)

2. John McBride (\$2,995.00)

Steve Clements: That is a family secret all right. You know, a lot of people say that is too good to be true.

01:50:00

Have you ever heard that "Did not your mama always tell if it sounds too good to be true?" No. If it sounds too good to be true, it is probably a little known government program [Laughs]. It is not too good to be true folks. It is the law. And it is the law in all 50 States, Puerto Rico, United States Virgin Islands, Guam, America, Somali and the Districts of Columbia, it is the law everywhere. Do you know they got tax liens in the Virgin Islands and Puerto Rico? How would you like to end up with some of that? And every time you went down there, what would you be doing again? No—

Participant: Working.

Steve Clements: You would be working [Laughs]. You are working. That is exactly right. You are working, all right. Now, if you just do this a little bit, take a thousand bucks and you invest it 20 years instead of 19, if you—what I am trying to get to the point here if you do the math and let your money sit around idle, it will cost you a lot of money. That is a thousand bucks. If you let your money sit when you get paid off in the money market fund at 1% or 2%, it is going to cost you tens of thousands of dollars down the road. You cannot let your money sit for even a month. So what do you have to be ready to do all the time? Invest. So does that mean, you got to be having some in the pipe line even when you have no money in your account to invest? You got to be ready. You have to have a system. You have to be ready to go. If your money sits, it cost you too much. What are they paying you again on the bank? One or two. What can you in tax lien? 18, 24, 36, so you can do that, all right? You need a road map would you agree?

Participant: Yes.

Steve Clements: You need a system. Now, how many of you have been through to foreclosure class with Donald Trump? How did the rest of you get here? Well, if you have been to any of our classes and you have been to the University website, do you know we have educational courses? We have graduate programs, post graduate programs, doctorate programs, and I know some of you registered for that stuff. Congratulations and you have got mentors. Some of you have not and you need to learn about this. Did you think we might have some course offerings here today? Come on, how many of you thought we might have something offered here today? Of course, I am not going to disappoint you. So we do.

We have a program that will help you out. It is the tax lien and deed coaching program. What this is—is you get an expert like

me that walks you through this. We have an online class we want you to take with all of the materials. By the way, do you need to know the name, address, and phone number of each municipality around the country that sells tax lien? Do you need to know what the rates of redemption and the interest rates are? Do you need to know their procedures? We have investigated that. We have it. We have all of that information for you. Somebody wants—"Well, I can do that myself." I said, "Okay." Do you know how many municipalities have taxes in the United States? 5013, get on the phone tomorrow. So we have done all of that work for you. And then we are going to give you six coaching session with a tax lien expert. How do you learn to do anything? Do you learn to do it by reading about it or do you learn to do it by doing it? Doing it, right. Yes, Socrates, the greatest teacher that ever lived allegedly said, "What we hear, we forget. What we see, we remember. But what we do, we understand." And you guys are going to do it.

So we believe that at Trump University, you are going to learn by doing. So we give you a coach and you are actually going to get your IRA setup. You are going to work with that and you are going to start investing in tax lien. Normally, \$34.95, you can sign up here today and all you got to do is see Tiffany, it is \$2995.00 for those of you who do not want to participate in that. The coach will act—you will have your one on one coach. Now, he is not going to fly here to Washington D.C. This is on the telephone. You are going to layout your goals and you are going to have to tell him what do you got, what do you want to invest in, where do you want to go? And then they are going to get you setup and you are going to start investigating actual liens and deeds to buy around the country. You get to pick where you want to go. Can I make a suggestion? Can I make a suggestion? Maryland, Florida easy, DC, hard, New York, hard, Arizona, easy, New Mexico, hard. Do Maryland. Do Florida. Do Arizona. Make it easy on yourself to get started. Would you agree? Yes. And let the coach walk you right through that. So, some of you might actually want to go to a live sale.

Now, one of my friends that has been investing in tax liens and deeds for 16 years, he has not actually gone to a sale in five years that I did not drag him to. I went to nine last year. I will probably go to 15 this year.

01:55:00

And he always asks me and says "Why do you go to the sales? You do not have to." I like it. And you know what, I do not know about you guys but some of those sales in Florida, in Arizona, or in the Winter, would that be a good thing to do? I do not come to Maryland in December [Laughs]. I come here in the spring and the summer. So, we will go through this

Exhibit H15

Fast Track to Foreclosure Investing

Fri Feb, 13, 2009 @ 09:00 AM

Speaker: James Harris

Region: Atlanta, GA

City: Atlanta

Venue: Atlanta Marriott Century Center
 RTRFTF-20090213b

Program Coordinator

Tiffany Brinkman

 Sales Coordinators

Scott Leitzell

Ryan Lotman

TOTALS:

57 registrations = 24 primaries + 14 guests + 6 walkins + 1 audits

12 cancellations before event for a cancellation rate of 27%...breakdown:

4: OTHER

1: SIC

2: Guest

4: pre2

1: pre1

45 non-cancelled registrations

42 attendees for show rate of 93%

5 buyers for a conversion rate of 12%, with 3 pending

5 buyers retained for a retention rate of 100%

\$124,975.00 live event sales (post returns) for \$2,975.60 per attendee

\$0.00 salesFloor/cart sales (post returns)

Now I do not know about you but if we can learn how to find this land deals and just connect with the right people, \$152,000.00 finder fee, would this be okay? So I did to this retreat here, let us figure out how to work the lands stuff, prepare it and all that we got to do sometimes is just move it to somebody else. Development, that will come later, maybe for a church, maybe for something else.

Next thing, this is called REIT, Real Estate Investment Online Training Program. And what this is, it is six courses after today that you can just take and do online whenever you want. Take your time at night and it goes through six courses. Finding and purchasing income producing properties. I am taking you through that here, you will brush up on it.

Course two, understanding real estate finance, how to get the money, negotiating profitable deals, entry and exit strategies—by the way, do you want to have an exit strategy set up first? Significantly increase the value of a property. Profit by managing real estate and guys what you do is, when you are done with this, you are going to receive a certificate from Trump University saying that you pass that online course. Put it on your wall next to your LLC and also next to the certificate that you receive from Tiffany tomorrow night when you go through this course.

So that is REIT. That is your Real Estate Online Investor Training Program. All right, next thing—we will set up your LLC. So this is real simple. Let me show you how this works. Let us do it. You call the Trump service, they get your name, they will help you set up the name, figure out the best name, they will search it and make sure there is no other names and you guys will actually go online and kind of do this on your own and they will help you.

What is going to happen is, they are going to send you your booklet, you will get your LLC, next thing you will do is you will take the certificate copy of it and you are going to bring it down to the county, register it. You will get your tax ID number, you are going to put your certificate on the wall saying that it came from Trump and you are done. We will do it for you. That way, you can just concentrate on doing three things. And that is what you want to do anyway, so let us do it.

00:25:00

You guys will not do it on your own but it might not be set up the right way, you might question more money and some of you asked about it already. When I am done guys, the guys will sit with you and show you how all that works. And then you get to set everything and you done and you are good, you got your LLC and they will set that up for you.

Exhibit H16

Fast Track to Foreclosure Investing - Free Introductory Class

Tue Mar, 3, 2009 @ 06:30 PM
 Speaker: not defined

LIT: Melvin Rich

Region: New York/ New Jersey

City: Jamaica

Venue: Doubletree Hotel JFK Airport

SEM_PFF-20090303B

Program Coordinator

April Neumann

Denise Ong

Sales Coordinators
 Noah Harris

Michael Hinson

Scott Leitzell

TOTALS:

125 registrations = 95 primaries + 19 guests + 10 walkins + 0 audits

1 cancellations before event for a cancellation rate of 1%...breakdown:

1: OTHER

124 non-cancelled registrations

39 attendees for show rate of 31%

8 buyers for a conversion rate of 21%, with 0 pending

8 buyers retained for a retention rate of 100%

\$10,465.00 live event sales (post returns) for \$268.33 per attendee

\$1,495.00 salesFloor/cart sales (post returns)

00:01:08

Noah: Let us welcome Melvin Rich.

Melvin: Thank you. How are you doing? Good to see you. Good to see you Noah. Thank you! Good evening everybody!

Participants: Good evening.

Melvin: Oh, let us try that one more time. Good evening!

Participants: Good evening!

Melvin: All right, much better. I know we have a small group here. I really kind of like this. This is a lot more personable. And again, my name is Melvin Rich. And, as Noah mentioned, I was a missionary to the Inner-City for 12 years. I did not get a paycheck for 12 years.

Some of you in this room know in many cases, missionaries do not get paid. But, I was rewarded by helping a lot of kids get away from street gang, violence, drug activity. I did that for 12 years and I thought I was trying to move on. I moved to Tampa, Florida with a wife and two small children in my mid 30's. Now, it is time to get a J-O-B. Now, I was time for me, I was going to take care of my family, think about college or retirement. I attended a real estate workshop back in 2001. I started to get trained and I got to tell you, I have been investing in real estate now for the last eight years and have a great life. Real estate has been very good to myself and my family.

Just so you guys know, tonight, the reason that I was flown here by Mr. Trump in Trump University to train you guys is because I have been successfully investing in real estate for the last eight years. I have also taught thousands of people all across the country and Great Britain how to invest in real estate successfully. So, this is why Mr. Trump picked me to come out here and train with you guys. And, I want you to know upfront, I am going to give you guys 110%. I love to teach, I love to train, I love to mentor people and I want to make sure I get you guys as much information as I possibly can in a short amount of time that we have.

Here is what is going to happen folks. I am going to train you tonight. I am going to educate you on how to get started investing in foreclosures. It is going to take about 90 minutes. At the end of the 90 minutes, when I am done, I am going to invite all of you. In fact, Mr. Trump is actually going to invite all of you in this room to meet with us in Manhattan in about two weeks. Here is what is happening. Mr. Trump is going to have his top nationwide instructor and his power-team spend three full days with you guys in Manhattan teaching you step-by-step in detail hands-on training on how to invest in foreclosures and make a lot of money.

Let me tell you why I am putting this out upfront. Number one, I cannot teach you guys everything you need to know about foreclosures and 90 minutes is not going to happen. Secondly, Mr. Trump requires me to let

you guys know if you want to get trained by his top nationwide instructor, you have to bring something to the table. Mr. Trump does not need your \$1495.00. What we are doing guys is we are building a university. And, what we want to do is show people how to have the potential even in this down market to make a lot of money in 2009. So, we are going to invite all of you to come back and meet with us in about two weeks.

So, with that said, let us get us down to some training. By the way, let me make it very clear who this training is for. If you are a beginner, you have little or no experience in real estate at all but you want to get started with foreclosures right now, then this training is for you. If you are a seasoned investor and all you have been investing was residential real estate but you now want to take your business to the next level, vacant land, land—some vacation land, land development, this training is for you.

And then finally, this is important. If you have every property you own titled in your name, including the house you live in, this course is definitely for you. What am I talking about? Guys, if you do not mind me asking, by a show of hands. How many of you in the room already invest in real estate or at least you own your own home. Let me see your hands. Throw them way up. Wow! Quite a few. Okay now, here is the big question. All the properties you are holding right now, including the house you live in, how many of you have your properties titled in your own name? Let me see your hands folks. Be honest, put them way up. And, look at this. It is just about all the same hands go up.

00:05:03

And, you know, this is not unusual. I see this all over the country. People get involved in real estate without the proper training. They make a little money so they think they are doing okay. What am I about to tell you now Patrick, if you remember nothing else about this workshop tonight, remember this, keep it in your mind forever. From this day forward, when you guys invest in real estate and I recommend you write this down, you will never keep title to a piece of real estate in your own name and I mean never. You know the house that you have been living in the last 5, 10, 12, 15 years, you are going to get that out of your name too. What is he talking about? I am talking about asset protection. Donald Trump cited this, "I am worth billions but I own nothing." You will never keep title to a piece of real estate in your own name.

That piece of information alone Frank, is going to worth hundreds of thousands of dollars too. And, I tell you what, anybody in the room who really wants to know and especially you investors in the room who is already holding properties, at the end when I am done tonight, I am going to have a brief orientation and I want to give you guys some tips on how to get your properties out of your name right now. This is something that needs your immediate attention even before the three-day training happens in Manhattan in just a couple of weeks.

Now obviously, there are a number of different reasons why you do not keep title of real estate in your own name and you guys are going to learn about all those reasons at this upcoming three-day training. But, let me just give you two of the main ones right here, right now. Write this down, number one, tax purposes obviously; secondly, privacy, protection against lawsuits. How many of you believe that we live in a society where people sue other people for silly reasons and win? You better believe me guys.

We are going to teach how to protect your asset right away. Never keep title of real estate in your own name. Now guys, I want to set the pace here because I got to tell you, I need to wake you guys up because I am going to need audience participation here tonight. Throughout this presentation tonight, I will be asking you guys from time to time to raise hands, say yes, say no. I will also be instructing you to write things down. And, here is the purpose. Because I truly believe, if I can engage you in this presentation instead of you just sitting there listening to me and especially if you write things down, you know what is going to happen, you are going to be able to retain the information a whole lot better. So I am definitely going to need your participation, is that fair enough?

Participants: Yes.

Melvin: Okay, everybody wake up. Let me just show you where Trump University started. It is right here, #40 Wall Street, Trump Palace, on the 32nd floor here. Now, Mr. Trump, he purchased this building 12 years ago for \$1.2 million. Today's estimated value \$400 million. Class, would you say that Mr. Trump got a pretty good deal on this building, yes?

Participants: Yes.

Melvin: Folks, speak to me, come on. Did he?

Participants: Yes.

Melvin: Okay, I got to tell you, he did not get a good deal. He got a phenomenal deal. Let me set up what is going to happen for you guys here when you become a Trump trained foreclosure specialist. The reason he got such a good deal on this building is because his building was in what?

Participants: Foreclosure.

Melvin: It was in foreclosure. That is right. Now, he did this on obviously a much higher level. What we want to do with this top nationwide instructor in a couple weeks is we want to show you guys how to do this on single-family homes and multi-family buildings. Guys, do you want to get trained by the best? Now, keep this in mind. We all remember, two, three, four years ago, the general premise was that you make money in real estate generally when the market is going up. Am I right? Am I right folks?

Participants: Yes.

Melvin: Yes, the formulas back then for return were really simple. 10% down and a 10% appreciating economy equals 100% return on your money in one year's time. Did you know that? Okay, let us just say that part of this formula is not working. Let us say that perhaps the real estate market is not appreciating. How many of you believe that the real estate market has changed quite a bit in this country in the last two to three years? Oh big time. And you know what? I believe it is a huge trap that investors set for themselves when they only know how to make money in real estate in an appreciating market. What I wanted to introduce to you guys tonight are strategies where you can make money in real estate when the market is staying flat or even when it is going down. Does that appeal to you?

Participants: Yes.

Melvin: Does it folks?

Participants: Yes.

Melvin: Okay good, then I am talking to the right group. In fact, did you guys like me to show you how to put \$25,000.00 to \$50,000.00 in your pocket in the next 90 days by using none of your own money, none of your credit, not getting a loan from your bank and not having a real estate license. Would you guys like me to show you how to do that? Yes?

Participants: Yes.

Melvin: Okay good, wake up. That is what everybody is doing now. They hear the money part and everybody wakes up. We are going to get to that here in just a minute. Let us just cover the three keys to ultimate wealth. Number one, opportunity; secondly, knowledge in knowing how to take advantage of that opportunity and then third, taking action which is extremely important.

00:10:04

Let me just give an example of what I am talking about. What I am holding into my hand here is an audio CD called "Catch the Wave," it basically gives you some tips on how to get started in foreclosures. I mean, this is not going to make you any money, but it is a pretty good information. Anybody in the room would like to have this CD?

Participants: Yes, sure buddy.

Melvin: Okay, anybody who really want this CD?

Participants: Yes.

Melvin: Guys, you know, we do not have a whole lot of time here. Does anybody really want the CD?

Participants: Yes!

Melvin: Okay, I just want to make sure that you are serious about it. Thank you. Give this young lady a round of applause. Come on folks, this should be pretty obvious here. What was my point with that illustration?

Participants: Take action.

Melvin: Take action. That is right. When you see an opportunity, you have to take action. Ask yourself this question, has anyone handed you anything financially at this point of your life? Okay, some of you in the room, you did not answer, maybe some of you in the room, you are from wealthy families, I am not. I am from the south side of Chicago public housing. Guys, anything I have of monetary value. Anyway, I have to work really hard for it. Guys, when you see an opportunity, you have to take action. Now, we are going to talk more about taking action this evening so I am going to give you a fair warning, pay attention, keep up, take good notes and get ready.

Tonight's workshop, we are going to cover a range of topics. There is many as I can fit in into this 90-minute time period. First of all, I am going to start to teach you how to locate and more importantly recognize opportunities in foreclosure. And then, I am going to show you the three different times to buy a foreclosure. And, I would like to refer to all three because they do require three different skill sets. Then I am going to talk about the various sources of cash to fund your foreclosure deals. Do not let the fact that you maybe out of money at this point in your life stop you from investing in foreclosures. Anybody in the room besides myself ever been out of money at some point in your life? Yes, come on, it happens to everybody. But, what I want to teach you guys tonight is the art of OPM and what is OPM?

Participants: Other People's Money.

Melvin: Other People's Money. Guys, when it comes to OPM, this man here is the master. He rarely uses any of his own money to invest in real estate. He is the master of OPM. Then I want to give you a preview of what is going to happen at the upcoming training in Manhattan and then I am going to invite all of you to register for the training and become a Trump foreclosure property specialist. With that said, three times to buy a foreclosure. The first time is before the auction sale. And, we refer to these properties obviously as preforeclosures. And, this should be the biggest facts that you ever get. When you invest in foreclosures, get them before the auction sale. Then of course, there is buying at the auction.

Now, at this upcoming training, we are going to show you guys how you can go to the auction, buy real estate especially right now. Would you guys agree that this is a buyer's market? Yes?

Participants: Yes.

Melvin: Yes, so we are going to show you how to go to the auction, buy properties and make a lot of money. But, let me just give you a fair

warning, guys, until you have been properly trained, do not go to the auction and buy your first foreclosure, because Uncle Tony tells you that you can get a good deal there. There are few problems with going to the auction. First of all, many of you already know that if you are going to go to the auction, you better make sure you bring with you a pocket full of money. Am I right folks?

Participants: Yes.

Melvin: Yes, because you are going to get in a bidding war with other investors. And, if you happen to win the bid that day, what do you have to do? You have to pay that day. Oh, I am sorry, wait a minute. In the State of Florida, you win the bet at 2:00 in the afternoon and you have to have every dime of that money by the end of the business day. Here in New York, believe me I know, you put 10% down and you pay the balance in 30 days. But, you know, that is not even the biggest problem. I tell you what, I challenge all of you guys, when you get a time, go check out an auction. Yes, just go be a spectator. You are going to find out some interesting things there. First of all, you are going to find there are only a handful of real players, only a handful of people really bidding on the property. Sometimes, I like to go to the auction even if I am not necessarily going to buy anything that particular day, I like to go and just watch and try and help Bob and some of the amateurs. Because I tell you, I have seen some heart breaking situations happen at auctions.

For instance, it is about three months ago, I saw a gentleman inherit a bunch of money. And, his family tells him to put that money in a real estate. This is a huge buyers market. That is the best thing you can do which is a smart idea. Then someone tells him to go to the auction. That is where you are going to get the best deal, bad idea. This guy goes to the auction, no training, no knowledge whatsoever. He gets in a bidding war. He wins the bid at \$150,000.00. Now, the house, drop dead gorgeous, needs no work at all, it is worth about \$300,000.00. He win at \$150,000.00, the happiest you have ever seen in your life. I am not sure where the ball was dropped. But this gentleman, he finds out shortly after he purchased his property that there is also a \$300,000.00 IRS tax lien attached to the house. He bought that too. Do you guys now understand that you need to be properly trained before you go to the auction, yes?

Participants: Yes.

Melvin: Yes, we are going to teach you that at this upcoming training. And then there are REOs. What is an REO?

00:15:07

Participants: Real Estate Owned.

Melvin: Real Estate Owned. Who is it owned by?

Participants: Bank.

Melvin: Owned by the bank. Do banks like REOs?

Participants: No.

Melvin: No, they hate them. Why? Come on, wake up folks.

Participants: (Inaudible)

Melvin: Yes, there are a number of different reasons. You guys are on the right track. I mean, obviously, they are not in the business of real estate. It is a nonperforming asset on their books and if a bank has too many of these on their books, our Government start to breathe down their necks. But think about this as part of it. How do banks make money?

Participants: (Inaudible)

Melvin: By loaning money, right? So do you think it is a problem for a bank if they have money tied up and not performing the asset, money they cannot loan out, is that a problem for the bank?

Participants: (Inaudible)

Melvin: You better believe it. Do you think asset foreclosure situation gets worst in America? Do you think banks are going to be motivated to get these non performing assets off their books, yes?

Participants: Yes.

Melvin: Absolutely guys, you can make a lot of money buying REOs. And in fact, Mr. Trump, if you saw FOX News last Friday evening, he was talking about buying REOs from the bank and how it is such a good time to get into the real estate market right now. Now, I once told you guys I want to show you guys I want to show you how to put some money in your pocket right now, \$25,000.00, listen very closely.

Now, let me just keep this simple. I am going to need you guys to participate here. This side of the room, you are going to be my sellers in the room. In this side, you are going to be the buyers. Okay, you guys are the—?

Participants: Sellers.

Melvin: Sellers, and you guys are the—?

Participants: Buyers.

Melvin: Buyers. Here is your first strategy, write this down, contract assignment. Write that down, contract assignment. Now, some of you have never heard of this because you have not been in this business. Some of you have heard of it but you do not know how to do it because you do not have a mentor. And I am going to tell you to be successful in real estate you are going to have two things working together at all time. Number

one, the proper training and education; secondly, you need to have a mentor, contract assignments.

Now, you sellers over here, you have a house that you want to sell and the house right now in this market, not two years ago, not two years from now but right now is worth \$400,000.00. Write that down, \$400,000.00. Now, you guys owe the bank \$285,000.00, write that down. Unfortunately because of the economy, you sellers over here with this \$400,000.00 house, you are eight weeks away from the court house steps. You are in foreclosure. In eight weeks, the bank is going to have an auction, probably more than likely take the property back as an REO. By the way, by the time the sheriff knocks on your door and tells you, "Hey, the house has been sold at auction. You have to vacate the premises." How long do you have to leave the premises?

Participants: 30 minutes.

Melvin: You have 30 minutes. By the time they knock on the door, 30 minutes. Now, some of you are saying, "Now wait a minute, I know a little bit about foreclosures. The bank has to send 30-day notice. There are laws about foreclosing." Well, the bank has been sending you letters. You just have not opened them because you are in what—?

Participants: Denial.

Melvin: Denial. Have you ever seen people how their behavior kind of changes when they are in foreclosure? They do not answer the phone as much as they use to. They do not open all of their mail anymore. They rarely want to even answer the door because do you think for a minute the only bill they are not paying is their mortgage? No, absolutely not, they owe a lot of people money. In fact, if you – because some of you are probably thinking, "Well, Melvin, really who in their right mind knowing that they are in foreclosure not prepare and just let the bank come and take you know, kick them out of the premises?" Well, if you guys may have seen about a month ago in California, a gentleman has lost his job. He is a hard worker. He was out of work for awhile but he did find a job making him about \$1500.00 a week. He was trying to work with the bank. They would not work with him and he came off from work one day and there is his family, they put them out. And he gets upon the roof of the spray can and sprays on the top of the roof so everybody can see it, "I just want to be heard." So guys, I am going to tell you, these people a lot of times, they are in denial. Okay, the house is worth how much?

Participants: \$400,000.00.

Melvin: \$400,000.00 and you owe the bank \$285,000.00. So, we are in the business at Trump University of helping people. Our philosophy is this; people come first, then money, then things if you like a lot of material things. But you have to take care of people. If you do that, you are going to make a lot of money. So, if you guys get foreclosed on, it is going to ruin your credit (write this down) anywhere from seven to ten years, write that down. Let me ask you guys, what do you think is worst on your credit report? A bankruptcy or foreclosure?

Participants: Foreclosure.

Melvin: Foreclosure is by far guys. At least with the bankruptcy, you can start over in the short amount of time or lot less time than a foreclosure. Because with the foreclosure in your credit report, you cannot get any kind of loan. I am talking about house loan, car loan, bank loan, you cannot get a credit card, and it ruins your credit for seven to ten years. Again, we need that people know this. So what we are going to do is come in and make you sellers an offer of \$300,000.00 (write that down \$300,000.00). Now, some of you are probably saying, "Well Melvin, why would these folks accept a lot less than what the house is worth?" Guys, there are so many different reasons why people will accept less than what their house is worth nowadays. I will just give you a few right now. Divorce, foreclosure, bankruptcy, back taxes, loss of job, illness, I mean, does this make sense folks? All of these things I just mentioned, do they happen where you live? All over the country, right?

00:20:58

Now, keep this in mind, they only owe the bank \$285,000.00. We are going to offer them \$300,000.00 because we want them to be able to walk away with some money in their pocket so they can get a new start. Well also, if they let us, we want to help them move into another house on a lease option. I am going to talk more about that here in a few minutes. Helping people is very important. So, they are going to accept the offer for \$300,000.00 then we are going to use a simple Trump University contract called assignment of contract and sale. Now, we need to get this thing filled out and get it signed and we are going to put it in our name, right, in our own name?

Participants: No, wrong.

Melvin: Wrong, that is why you are at Trump University. Now, you are not going to put it in your name. We just talked about that folks. You are going to set up what is called an LLC, Limited Liability Company. See, at this three-day training, we are going to show you all the various entities in which you can hold, titled real estate and we are going to give you the advantages and disadvantages of all the various entities. So guys, you are going to be in good hands. You guys are going to learn how to separate an LLC.

Now, we are going to give ourselves 60 days to close and then right after we put our LLC, we are going to use these three words and they will make you rich And or Assigns (write that down and/or assigns). "Why do you need those three words Melvin?" Because that gives you the ability to basically assign this deal to someone else. We are not going to hold on to this one. I told you guys I want to show you how to put money in your pocket right now. We are just going to assign this deal to someone else. Let it go. We are not going to get rich. We are just going to put a few bucks in our pocket right now.

So, after you put And/or Assigns, 60 days of closing, then we have to put in our safety clauses. What do you mean safety clauses? "Contingent upon my partner's approval," "contingent upon my ability to get the proper financing," "contingent upon the inspection of the property," those are called safety clauses. Because Mr. Trump, his been on this for all over 30 years now. He really teaches us how to protect our self when we do real estate. So you are going to put in your safety clauses. Then, you are going to get this contract notarized, get it notarized, get their stamp on it then Frank, you are going to get in the car, drive down to the County Courthouse and you are going to file an affidavit on this property after you get on the contract.

Now, some of you are saying, "Melvin, why do you need to file an affidavit?" Because we want to do this, cloud the title on the property. Why is that? Let me tell you why. Because I am going to tell you, here is what happened to me eight years ago when I first started on this business, I had a mentor and I was a little bit hard headed and started making money and did not really do everything my mentor told me. I thought I was too busy. I got a property on the contract and I could have made \$40,000.00 on this deal in two months but the seller ended up getting a better, better offer from another buyer and he sold the property from under me, even though I had him on the contract. Guys, when you file an affidavit, the only way somebody else can buy this property is through you. Does this make sense? Please say yes.

Participants: Yes.

Melvin: Okay, so you are going to learn how to file an affidavit and cloud the title. Once you do that, you are going to contact your title company. Now, at the three day training - guys, whoever who have a cell phone, please let us be respectful here now, come one, it makes no sense at all. Once you do that, we need to find a buyer. How did you do it? You are going to run a simple ad in the newspaper and it is going to get you hundreds of calls. At the upcoming training guys, we are going to show you all the various ways to market, buy and sell properties all day long. You are going to learn how to do it the Trump way. When you run this ad exactly the way I want to show you right now, do not change a thing, do not try to be creative with it and believe me, you are going to get hundreds of calls. Here is the ad, the ad is, "Owner motivated, must sell a house worth \$400,000.00 we will let go for \$325,000.00. Hurry, it will not last." Now, do you guys, if you run an ad like this, do you think you might get a few phone calls?

00:25:18

Participant: Yes.

Participant: A couple.

Melvin: How about hundreds of calls guys? You are going to get a lot of phone calls when you run this ad exactly the way I am showing you right now. I am going to tell you as an investor, as an experienced real estate investor, you have to make sure you do not let people waste your time

so when you start getting all these phone calls, you need to separate the players from the non-players because some people will claim that they want to buy your house and they have no means to get the money whatsoever. So, we are going to take the first person or couple who says that they have been pre-approved for mortgage for \$325,000.00 or more. And keep in mind, I said, pre-approved not pre-qualified, big difference. Because when someone has been pre-approved for a mortgage, they can close in as little as ten days if they are pre-approved. Now, it could take 30 days but how long do we have this on the contract for?

Participants: 60 days.

Melvin: 60 days. So, that is why we are looking for the real players in this business. By the way, there is a way to access a list of people that have been pre-approved for mortgage in the last 30, 60, 90 days. We are going to show you how to access that list. See, not only is this ad going to help you sell this particular house but it is going to help you build what is called a buyers list, (write that down buyers list). Building a buyers list is very important. Here is why. How many of you would like to have the problem? As a real estate investor of a lot of people calling you to buy houses from you, houses that you do not even have yet? Who would like to have that problem as an investor? That is why you need to learn how to build a buyers list. And, this is what we are going to teach you how to do. Once we find that couple of person, I recommend especially in the first deal, you meet them at the property. When you show up, you are going to take two things with you. An appraisal or a CMA report and a title report, (write that down). Now, everybody understand what a CMA report is? Compare of Market Analysis. I know if we have realtors in the room, you guys do this on a regular basis.

At the three-day training that is coming up in a couple of weeks, we are going to show you how to build a power team. Who is on your power team? Several people, I am going to give you five right now, (write this down). You are going to have two real estate brokers, one commercial and one residential. Then you are going to have a title agent. That is three. Then you are going to have an appraiser on your power team and then you are going to have a CPA, Certified Public Accountant. Successful real estate investors have good CPAs. You have to be careful of how you choose your CPA. I am going to give you a one question screening process to make sure you get a good one. Here it is. Mr. or Miss CPA, do you invest in real estate? If the answer is no, you may not want them to be your CPA. Why is that? Because you guys will be amazed and I have seen people come through these doors and tell me things that their CPA is telling them. Their CPA who is giving them advice on real estate but they are renting an apartment. Does everybody get my point?

Participants: Yes.

Melvin: Okay, so make sure you choose your CPA right. It is going to make a big difference. So, you are going to take this appraisal or CMA report and you are going to show them that the house is really worth \$400,000.00.

You are also going to show them the title report. That is going to prove to them that there are no adjustment, judgments, liens, or encumbrances against the property and only one thing is going to come up. What is that?

Participants: The affidavit.

Melvin: The affidavit. That is right. They are going to see that the only way to buy this property is through us. Once you do that, you are going to contact your title agent on your power team, once they say, "We love the house. We like the area. We like the school. We want to close. We have been pre-approved. Let us do it." And guys, you will always use your own title company unless you are dealing with REOs in banks. Because a lot of time, banks wants you to use their attorney to close with. So, we want you to stay in control of the deal basically. So, you are going to call your title company up, you are going to give them all the paperwork and they are going to set up a unique closing called a (write this down) simultaneous closing. That is right. Again, some of you have heard of this and you have never done it. Some of you are going to get trained and learn how to do this the Trump way.

Here is what is going to happen. You buyers over here, you are going to show up at the title company on Friday morning with your \$325,000.00 check to buy this house. You are going to hand it to the title agent. They are going to pay off you guys mortgage of \$285,000.00 and we just got your guys out of what?

00:30:09

Participants: Foreclosure.

Melvin: Foreclosure. That is right. Now, you have \$15,000.00 to walk away with and if you would let us help you, we will get you into another property on the lease option. And now, the difference between the \$300,000.00 and the \$325,000.00 – remember we had on the contract for \$300,000.00, what is difference between the two? \$25,000.00 and that money go then to International Hip Bank. Everybody know what that is? That is your pocket. That is your pocket kids. Listen to me, I just showed you how to buy property by using none of your own money, none of your credit, never getting a loan from a bank and not having real estate license. I just showed you how to make \$25,000.00. Folks, is that exciting? Please say yes.

Participants: Yes.

Melvin: Okay, the enthusiasm in the room is that volcanic proportions right now. Let me just tell you guys why some of you are not really responding. It is because you do not believe. And so, what I have to do is help you believe. Okay, everybody say I believe.

Participants: I believe.

Melvin: Okay, let me prove it to you now. We got to have something more than just words, right? Okay, has anyone ever purchased a home and you get a loan from the Bank of America, Washington Mutual and something like that to buy that home. You move in the house two months later. Everything is unpacked. You are enjoying your new home. The kids go out. They get the mail and bring it in to you. There is a letter in the mail from Wells Fargo. The letter says, "You will no longer be making your payments to Washington Mutual. You will now be making your payments to Wells Fargo because we were assigned your loan for a fee." Anybody ever heard of this? Guess what folks. We can do this all day long in all 50 states with real estate, assign contracts.

Now, I warned you guys. Some of you are going to want to try to go out and do this on your own, but I am going to tell you, I mean, I cannot teach you everything about it. There are some very important steps into doing this where you really need to come to class. But, we can do the same thing with real estate. Never take title to the property. If you were to pull the chain of title on the property, your name would not even come up. It is absolutely amazing, contract assignment. Not only was I flown here from Florida to teach you guys how to buy and sell foreclosures and make a lot of money. I was flown here by Mr. Trump at Trump University to give you guys some lessons in money. And, Mr. Trump mentioned this last Friday night. He said, "Look, if people in America would understand how money operates in this country, understand how the banks work Government taxes, they will never live paycheck to paycheck again. And, I mean never." Let me put it to you this way, if you guys just go out and do one contract assignment this year, will this be helpful to your family just one? You better believe it guys so you need to get trained and learn how to do it the right way.

Now, I want to give you some lessons and money and I am going to do that right now. With every type of real estate investing, I believe there are various challenges that we face on a regular basis. And, I like to refer to these challenges as problems because I also believe that with every problem, there is a what?

Participants: Solution.

Melvin: Solution, yes. Have you guys ever known anyone who spends all of their time, coming out with problems, none of their time coming out with solutions. Have you ever known anyone like that?

Participant: Yes.

Melvin: I mean, these are people – they can find something wrong with everything but they are not successful in their own life. Guys, real estate investors, we are problem solvers and everybody else make excuses. Now, if you guys want to learn how to do big real estate, you have to know how to get access to other people's money, (I want you to write this down, hard money lenders, write that down hard money lenders). Hard money is easy to get. Now, anybody in the room ever heard the term or use hard money lenders? Anyone?

Participant: Yes.

Melvin: Now, I am absolutely shocked. I know we have seven investors in the room and I get two hands to go up. So for those of you who do not know, for the most part, these are private lenders, sometimes an individual, sometimes an institution. Now, the most beautiful part about working with hard money lenders, these folks, they get you the money extremely fast. I mean, from the time you pick up the phone and tell them, "Listen, I have a foreclosure that I need to buy. I need the money to buy the house as it is and I need \$22,000.00 to fix the place up." So the time they check it in, seven business days, money is in hand. Many hard money lenders, three business days and check is in hand. Here is my favorite part. 99% of the time, they would not pull a credit report. Some of you will say, "Well that is good. Why not?" Because it is not, you qualifying for the money. What is qualifying for the money?

Participants: Property.

Melvin: Property itself. So I want you to write this down. These are asset-based loans.

00:35:02

Here is a hard money lender, figures out whether or not they will get all your money. They go out. They take a look at the foreclosure that you want to buy and they ask themselves one question, "Do I want to own that?" If the answer is yes, they will give you what? They give you the money. And you know what they do once they write you the check for the house and the repairs? They get on their knees and they start praying. And you know what they are praying for right?

Some of you are saying – Frank says is that they are praying that you pay it back. No, actually Frank, they are praying that you default. Yes, they want you to default. Now somebody will say, "But you just told us sir that banks are not in the business of real estate." Traditional lenders are not in the business of real estate. Hard money lenders, their investment is just like you and I. See, here is what happens. Once you have Trumped trained properly on how to invest in foreclosures, in a reasonable amount of time, you are going to find yourself if you do what we tell you to do and let us mentor you, you are going to find yourself with a substantial amount of liquicash and then you are going to start to realize, "Wait a minute, why would I keep my money in the bank, make it 1%, 2%, 3%, 4% when I can be a hard money lender and get 10%, 12%, 15%, 22%?" Now, some of you are saying, you are wondering what is the cash for this hard money business. They get you the money in days, no credit report. That is the catch, write this down. These are high interest loans, short time. The last hard money loan that I have received before I became a hard money lender myself is 15% interest. Some of you are saying, "Boy, 15%!" It seems like you need to go back here and see Scott, Noah, Mike or April and sign up for the three-day training.

Yes, plus points, right? Well, let me put it to you this way. I have been to many, many trainings over the last eight years but I want you to understand that I understand the art of OPM. Let me put it to you this way. Let us assume that you do register for this three-day training. You go to training, you do exactly what we tell you to do, after the training and you go out and you do your first foreclosure deal. You find your first good deal in the first 21, 30 days. And, you got a hard money lender to give you the money, buy the house as it is, they give you \$26,000.00 to fix the place up and it takes you four months to sell the house. Oh, wait a minute, the market is a little bit—it takes you seven months to sell the house. At the end of that seven months, you finally sell this house; you pay back the hard money lenders all their money back plus their 15% interest or 14% interest plus all the cost and you still walk away from that deal at the end of seven months with a check in your pocket for \$38,000.00. Is that okay?

Participants: Yes.

Melvin: So here is my question to all of you. Is 15% interest the problem for seven months? No, write this down, this will make you rich. Do not worry about the cost of money, only the availability short term. If you know you only need the money in short term, do not worry about the interest rate. Just use other people's money. Guys, at the three-day training, we are going to introduce you into finding hard money lenders. There are thousands of them all around you. Did you know that there are actually hard money lenders out there that will loan you the money to buy the house, give you 30 grand to fix the place up, no payments or due until the house is sold? Yes, how many of you would like to invest in real estate that way? Oh my gosh guys, it makes a big difference understanding other people's money.

Now, here is the question that I generally get every time I come to the New York City area. Because I know that there is a lot of good and motivated people here and generally, someone will come to me and this will happen today and say, "Melvin, I am so glad that I came out here to Trump University tonight. The things that you are telling me, I have never heard of my life. No one has ever told me not to keep all these properties in my name. But Melvin, I got to tell you, I am going to the training but right now, I am doing pretty good. I am in pretty good shape." Generally, I will say, "Okay, what do you mean by that, you are in pretty good shape?" Do not say something like, "Well, I own my home free and clear, no mortgage". Or they will say something like, "Well, I have about—even though the market is downturn. I still have about \$120,000.00 equity in my home. Do you think Melvin that it would be wise to pull out some of the equity – not all of it but some of it on a home equity line of credit, use that money to buy more real estate and make more money?" What do you guys think?

Participants: Yes.

Melvin: Okay, I am getting some no's in the room. Let me ask you if you guys do not mind. Who in the room – because I know a lot of you do own property – who in the room happens to have equity in their property right

now? Okay, let me ask you, what is that equity doing for you in your house right now?

Participant: Nothing.

Melvin: Nothing, zero, it is sitting there. How about if you pull out some of the equity? Not all of them but just some of it on a home equity line of credit and see, some of you already know. The nice thing about a home equity line of credit is that you do not pay interest on your money until you what?

00:40:02

Until you use it, yes. See, it is different from a cash-out refinance. You know cash-out refinance? You pay interest pretty quick. EquiLine of credit, many times, they just give you a checkbook and you just write a check when you need to. Pull out some of the money on a home equity line of credit. And now here is the catch folks, you have to make a commitment to only use that money to make more money. If you are not going to use it to make money, do not use it. And see, I have to make a big point of this because I have seen financially foolish people pull equity out of their home and go buy a Mercedes. Now, that is the silliest thing that you are ever going to do financially. Why would you pull money? Out of an appreciating item, put it into a depreciating item and make some financial return whatsoever.

By the way, if you have to pull equity out of a home to buy a car like that, here is a little secret. You cannot afford the car. Guys, believe me, I love nice things, believe me. But if you are going to own a car like that, pay cash for it, if you cannot pay cash for it, you cannot afford it. See, I have to really hammer this point home because I meet so many people around the country and Great Britain, they have great jobs, big income, driving Mercedes and then they come and sign up for the training and they say to me, "Melvin, I am doing pretty good and I do drive a Mercedes and I do not generally tell people this, but I am making \$1000.00 month payments on that car." Guys, again, if you have to make payments on a car like that, you probably cannot afford a car. Actually, I am sorry, let me clarify that. There will only be one exception that would make any financial sense at all to make payments on the car like that is if that car is part of your LLC, S Corporation, C Corporation, part of your business. Now, the payments may possibly become tax deductible. Financial education is what we are talking about.

Now, here is my favorite, credit cards. How many of you in the room use at least one credit card? Let me see your hands. Okay now this one and I am sure some of in the room, you have one of these. This is American Express Platinum. It has no limit and you have to have really good credit to get a card like this and we are going to talk in a few minutes about credit and credit scores. That stuff is really important. But, let me ask you. Are credit cards good or bad?

Participants: Good—both.

Melvin: What do you mean both?

Participant: It depends on how you use them.

Melvin: It depends on how you use them?

Participant: Yes.

Melvin: How many of you agree with this young lady? She says, "It depends on how you use them."

Participants: Yes.

Melvin: Young lady, I agree with you 500% because I want you to know that I believe credit cards are a beautiful thing. I love credit cards. You know why? Credit cards are other people's money.

That is right. But, like this young lady says, you have to use these things for the right reason. Yes, see, consumer thinking people as suppose to investing money people. Consumers, they use credit cards to buy shoes, clothes, watches, you know, depreciating items. And, they do this because they are trying to keep up with the who?

With the Jones', yes. Guess what, the Jones' are broke.

[Laughter]

That is right folks. Hey, listen, Mr. Trump flew me out here to wake you guys up. And in fact – and you guys are going to have to forgive me because I get very passionate about this financial education thing. In fact, I want to have a Trump University financial test right now. Here is what I want you to do. I want everybody in the room who uses at least one credit to participate in the test. Now, find a blank space on your paper because you are going to need to make a list. Now, you cannot start making the list until I tell you to go because we only have 15 seconds. Now, what I need everybody to do is make a list of everything that you have purchased with your credit card in the last five years that is now producing passive income. 15 seconds, go.

Participants: [Laughter]

Melvin: What is so funny? Oh, we did not even need 15 seconds, do we not?

[Laughter]

Now, here is why. Because for many of you in this room, most things if not everything that you have purchased with your credit card in the last five years is either worthless, gone, or soon will be. Am I right?

Participants: Yes.

Melvin: Yes folks, use credit cards for the right reason. Use these things to make you money, OPM. At Trump University, we want financially educated

people and that is what we are going to do for you guys. I hope you become financially educated. Like I said, Mr. Trump does not need your money. He just wants to help you guys spread the word especially in these economic times that people need to be more financially educated. I will give an example of how uneducated people are in America when it comes to money. I am going to tell you guys this right now and some of you, this is going to be a reality check for you. I guarantee you, some of you sitting there right now, you have owned the home for 5, 10, 12 years and you never ever in your life read your mortgage. "Yes, I have no idea what it says." You know all the people that has been foreclosed on, some of these people did not even know they had an adjustable-rate mortgage so the payment went up.

00:45:00

I challenge every one of you guys, when you go home tonight, go home and read your mortgage if you have never read it before. See what is in it. Because a lot of people are crying and saying, "Oh, the bank got me into this loan." Well, did you not even read what you were signing? You commit to 30 years on something and you signed the papers and you do not even read it. Because some of you, you know, when you go to closing, when you close, they will give you a stack of paper like this right? It is about 35 pages. Most people take this stack of papers home, put it on a shelf, put it in safe, never even bother to read it. Guys, go home and read your mortgage. I want you to be financially educated. People say to me, "Melvin, these tough times, it is tough to sell real estate." The only people that say that are people who or have not been trained properly.

These are three keys to selling real estate in a market like this. Now, I am going to show you guys how to buy properties and sell properties on what is called a lease option, write that down. I told you guys, if you are in the business of helping people, you will get filthy rich, trust me on this. "What do you mean lease option Melvin?" Many of you—have anyone ever heard of lease option? You hear it about a lot now, right? But see, I see a lot of landlords out there, they try lease option and it does not work out because they do not know they are doing. And as a Trump trained foreclosure specialist, you are going to have a rule that you will carry with you for the rest of your life. Here it is. I want you to write this down, "I will not be a traditional landlord." That is right. "Also, I will not rent out single-family homes." "Why not Melvin?" Because I do not want people tearing out my houses. Do you? No guys, you need to learn how to be a nontraditional landlord. Listen, when I am dealing with single-family houses especially now – because some people even with good credit, they are still having a tough time getting loans, so I sell to them on a lease option.

Now, these are people who really can buy a home and they have a down payment and the bank will not even help them out to buy a house so I help them out. Why? Because I have been trained properly and you guys are going to do the same thing. Here is what I mean by this, I am going to go over this briefly. I find people that want to buy a house, they have a down payment and if I have a nice house that they want to move

into, I do it on a lease option. They give me the down payment and they move into the house. "How much do you get Melvin?" It depends on the house. It depends on the area but I am going to give you a rule right now. Write this down, 3%. Now, if you go out and find a good foreclosure deal and you need to get a loan from a bank, how much are they going to want you to put down?

Participants: (Inaudible)

Melvin: 10%?

Participants: (Inaudible)

Melvin: 20%, right now, they want 20%. Let me tell you folks – see, again, helping people. If I can let someone get in at 3%, believe me, they are extremely happy about this. Now, they give me that down payment. It is nonrefundable. They will never see that money again unless they actually buy the house. It does go towards the purchase of a house. Okay? Now, I give them a two-year option. Write that down, two years to exercise their option. During the two years, they pay me rent every month. And, the money they give me every month is just rent. It does not go towards the purchase of the house. Now, occasionally Frank, I will give them a \$200.00, \$300.00 a month credit from the rent towards the down payment o help them out and to help me out.

Now, during those two years – I will explain this in just a minute – I will do something for them. There are a lot of people do not know how to do and they will not do it for them at all. I help them clean up their credit and I mean clean. That is right. I will show them how they can potentially take their credit score from a 552 to a 700 or above and in two years. See, not only are some of you in this room going to learn how to clean up your own credit if you need to, you are going to learn how to help your tenants clean up their credit as well because if you help people, you make a lot of money. So that at the end of two years – oh, by the way, during that two year period, if something breaks in the house, do not call me. I am not a landlord. You fix it, you pay for it. They are going to treat this house like it is their own. At the end of two years, I help them get a loan, the buy the house, they cash me on, I will get my equity, they get the house, everybody is happy.

If at the end of those two years, they come to me and say, "Melvin, you are right. The market is coming back and I got a great job now. We changed our mind Melvin. We are moving to Atlanta with my job. We do not want to buy your house." Great! Pack up and drive safely. I keep their \$20,000.00, they move out, they have been treating the house good, it is still in good shape so what do I do? I get a new tenant to move in, give me another down payment and they start the whole process all over again. Lease option guys, the right way. But I make sure that people are going to be able to buy the house because I helped them with their credit. So, these are the three things that you have to do. You have to help people, learn how to clean up their credit and assist them with it. And, you have to show people how to get FHA loans.

00:50:28

Did you guys know that regardless of what you think about our former President Bush, he did something really good back in October of 2008? He opened up the FHA market. Now obviously, there are a couple of different types of FHA loans that you can get but do you know that you're going to make \$125,000.00 and still get an FHA loan? Did you also know that you can get an FHA loan on a property that is worth up to \$625,000.00? I mean, he opened up the FHA market. So, we are going to show people how to get these types of loans and then we are going to help them cover some closing cost. Guys, I am telling you, if you just have a heart to help people you can just make a boatload of money. Now, let us talk about your credit for just a second. Some of you in this room – see, you do not want to talk about the credit thing because yours is not so good but I encourage you – see, some of you have not even looked at your credit in the last year, two years, three years and you have no idea what is in your credit report. I encourage you to go home and pull your – everyone of us can pull our credit for free once a year and it is not a derogatory here to get your credit report. You need to know what is in your credit report and you need to know certain things that you are going to do. Do you know one and four people have bogus information on their credit report? Did you know that? It is amazing guys.

In fact, I saw an article in the newspaper not long ago – about six months ago – in the money section, USA Today, Warren Buffet was on the cover in the money section. And, the caption underneath is a picture saying, "Is your credit score higher than Warren Buffet's?" I said, "What are they talking about?" Everybody know who Warren Buffet is right? One of the richest man in the world, right? So I am thinking, "What this is about?" Well, I go on to read and find out his credit score went to 630 and something. Why is that? It was a bogus information on his credit report. So, he got his people to contact all the credit bureaus and get that bogus information removed. I pulled my own credit report before and it has three bank loans in an address I have never seen in my life. I do not know where that information came from. But because I was trained, I know what to do and I got it removed. At the three- day training, we are going to focus on helping you guys raise your fico scores, reducing fees on credit cards and get really low interest rates on credit cards as well guys. So, we are going to show you what to do with your own financial – you need to take care of your own personal business. We are going to show you how you can do that. I will pull these numbers up just a few ago. Do we lack inventory here in the New York City area? Absolutely not guys.

In fact, Trump University guys, we have a tool to help you guys specifically find certain types of properties all over the country. It is a software tool. I am talking about bankruptcies, foreclosures, tax liens and tax this, oh, it is absolutely amazing. We are going to talk more about that in just a minute. Has anyone ever heard of Countrywide? Yes, some of you are saying, "I wish I never heard of Countrywide." Well, let me just tell you that this year, 2009, they are going to do over a billion dollars in short sales. Has anybody ever heard of a short sale?

Okay, what is a short sale? For some of you who do not know, short sale simply means that a bank will allow you to pay a lot less than what is owed in the mortgage just so they do not have to foreclose on a property and take it back as an REO. Why would the banks do that? Because they are nice guys, no! Because they want to save money so they will just give it away to you. And, I am going to show you a list of banks that have given 70% off from properties right now guys. It is absolutely amazing.

Let me educate you about how banks work quickly. Do you know when a bank has to take back a property as an REO? Not only is that money tied up that they would put out for that mortgage but by federal law, they have to have three to five times or more that amount of money in reserve that they cannot loan out and make interest on. So, let me simplify it. If they foreclose on a house that has a \$300,000.00 mortgage, they have to have somewhere in the upwards of a million dollars or more and reserve of a million dollars that they cannot loan out and make interest on. Is that a problem for the banks? Yes, that is a huge problem for the banks guys. We are going to make all of you guys foreclosure short sale specialist. You are going to learn how to do short sales. You are going to help people keep foreclosure off their credit report and you are going to make a boatload of money in the process – over a billion dollars in short sales this year, one bank. Basically guys, my point is this, we are in a time where we are in a perfect storm. This is a wonderful time to get in the real estate. See, some of you in this room, you are watching people few years ago buying and flipping properties all over the place. You were thinking about getting in the real estate then. When everybody is buying, you should be what?

00:55:18

Participants: Selling.

Melvin: Selling. And when everybody is selling, you should be?

Participants: Buying.

Melvin: Buying. This is a great time guys to get in right now. This is the absolute perfect storm. Anyone ever recognize any of these banks here? These banks right here right now, they are giving 70% off on properties. All these banks, this is happening all over the country guys.

At the three-day training, we are going to show you which banks you want to deal, who is doing the best for short sales, who is giving the best deals. Oh my gosh! It is going to be a wealth of information for you guys to go out and put money in your pocket this year. Here are my goals for you. We are going to be done here pretty soon but I want you guys to walk out of this room tonight with a completely different attitude about where you are going financially in 2009. You need to get rid of some of your debt, bad debt. What we need to show you how to do is separate good debt from bad debt because some debt is good to have. Here is something that is really important – I mean that some of you have kids that are headed to college in a few years and you have no idea

how you are going to pay for college. Some of you have accepted the fact that your kids will be getting student loans.

And, it breaks my heart when I see kids graduate from college with a Bachelor's Degree, Masters Degree and as soon as they graduate, they are buried in debt. They graduate with a four-year degree. And, with that degree, they have a big pile of debt that goes along with it. Unfortunately, that four-year degree get summer job, that barely able to pay the debt. That is a shame guys. Do not let this happen to your kids. Some of you in their position right now, you are paying off for tons of student loans. You are pushing 50 years and you are still paying student loans. Your job is not paying you enough, they even pay for—I mean it is absolutely amazing. Listen, I am all for college education, all right. Now, I do not have a great deal of formal education – but, well actually, I should not say that. I have two degrees. My first one is a GED. What does that mean? You jumped out of high school. I sure did. Listen, if you were her at the beginning, I told you, I as born and raised on the south side of Chicago public housing. I also have another degree called an MBA, Master of Bank Account. Would you like one?

[Laughter]

That is right guys, I am here to tell you that is all I have – the only formal education that I have is a GED. Where did you all get this knowledge? I had a mentor and I got trained and I learned about money. I am going to tell you now I do not feel sorry for people. I mean, I will say this, I feel bad for the people that thought they were going to retire and they lost – and in fact, some of you here tonight – I have seen some of you seniors here and I know you are here because you lost half of your retirement in the market. And guess what, the stock market is getting worst. It is a shame. People come to me all the time and say, "Look, I will pull the \$100,000.00 out of market because I have \$500,000.00 a year ago so I pulled it out. What do you think I should do with the money Melvin?"

Well, the first thing I would tell him is get yourself trained. Get some education. Learn what to do with the money. People are scared to death but I also want you guys to know, you do not have to be afraid when you have knowledge. I also want to let you know – Mr. Trump wants me to communicate to all of you that do not depend on your Government to bail you out. Bail yourself out. There is no bail out. Not for you. You have to create it yourself. You get trained, get educated and you come to our class. It is happening here in a couple of weeks, we are going to show you how to put together your own bail out plan this year. Listen, it does not matter to me who is the President because I do not depend on the Government, it does not do anything for me. I have never seen what they can do for me that I cannot do a whole lot better for myself. Does this make sense? Please say yes.

Participants: Yes.

Melvin: These are my goals for you. I want you guys to live and retire debt free. Americans, USA Today put this report out in January and said, "You need

a million dollars to retire comfortably." If you are 65 right now and you have a million dollars and you think you want to live until you are 85 – anybody happen to want to live until their 85? Yes, most of us is not going to want to do that, right? Okay, do you know if you had a million dollars when you retire, do you know if you spend that money wisely and just spend \$50,000.00 a year enjoying yourself from living right? Do you know that by the time you are 85, you are broke again? Did you know that? "What is your point Melvin?" That is not a lot of money anymore.

Guys, this is 2009 not 1979, it used to be a lot of money. Not anymore. You have to live wisely guys. Live within your means too. That is why a lot of people were in trouble and in trouble right now not living within their means. And if you think that I am wrong about that, ask Mr. Ed McMahon.

00:60:30

You tell me how do you have \$200 million in cash and assets all the course of your life and its only excuse for being in foreclosure at 70 something years old is that he has not worked in two years because he was injured? Well first of all, if you are 70 something years old, why in the world do you have to work anyway? We are going to talk about this. Guys, I really want to hit you hard with this one because I want you guys to think about where you are going to be at 65. Here are the statistics right here. In Florida, we have a large population of senior citizens for obvious reasons. Let me tell you where I see the seniors are at most of the time. Wal-Mart, grocery stores, restaurants and hotels, they are not eating, shopping, on a vacation on a hotel what are they doing?

Participants: They are working.

Melvin: They are working. Not because they want to but because they?

Participants: Have to.

Melvin: Because they have to. And, when I see this happen to people, I always ask myself, "What happened in that person's life that they worked around the richest country in the world for 70 years and they have to end their life with a job. What happened to them? What have they been doing for the last 70 years?" Guys, do not let this happen to you. You do not want to retire working under the golden archers in your golden years. And I see them a lot nowadays. Everybody know what I am talking about? Yes? Yes, do not let it happen to you guys. Where do you want to be? Here is your homework tonight. I want you to go home and I want you to write yourself this check. Million dollars, you cannot cash it yet but I want you to write it. And, I want you to get some scotch tape, and I want you tape that check to your mirror, and I want you to look at it everyday and night when you are brushing your teeth. I want you to focus on it.

I said this earlier today, there was a gentleman in the audience and he was one of the first to enroll for the three-day training, he says, "I wrote my check already." He pulled it out. He wrote himself a \$77 million

check. He has had it for five years now. He owns a couple of properties. \$77 million is what he wrote his check for. And he said, "Melvin, someday, I am going to be able to cash this check. That is why if I can learn real estate from a billionaire, my goodness, I will be there." I mean, in my opinion, shoot. Mr. Trump, he could charge \$15,000.00 at this point to send his power team to teach you guys how to invest in real estate. So really, investing yourself is what I am telling you do. The only reason many of you in this room you will not go home and write yourself this check tonight is because you do not believe you do deserve it. But, Melvin Rich is here to tell you that you deserve it Frank, you do. You deserve it. I am going to tell you now do you think Mr. Trump thinks highly of himself?

Participants: Oh, yes.

Melvin: Oh, big time. Now some people think he is arrogant but he is a really nice guy. I am here to tell you, yes, you should think higher more about yourself as well. Think positive about yourself guys. Know that you are worth it. You know why I live so good? Because I deserve it, do I not? And, I work hard. I love work. Work is fun but I also make a lot of money. People ask me, "Well Melvin, if real estate has been so good to you and your family, why do you travel around the country and do these workshops?" Well folks, honestly, it is because I like to help people. DO you believe that?

Participants: Yes.

Melvin: Would you also believe that I get paid a boatload of money to stand in front of this room. Would you believe that?

Participants: Yes.

Melvin: Absolutely guys. I want you to write this down. Successful people have multiple streams of income. Most people in this country, they have one, the J-O-B. The J-O-B goes away and their income goes away. I want to give you guys some direction and show you how to have multiple streams of income. I want you to be successful. That is why if one thing falls by the waste side, you have something else to pick it up. See, we do not just want you guys to invest in real estate. We want you guys to become financially educated and become business people right now. Change your life 2009. Donald Trump says, "Think big." Guys, you got to think big these days. That is why when I said write a million, go home and write a million dollar check, and he wrote 77 million, I said, "There you go, you are thinking big. That is what Mr. Trump wants you to do."

Here are the top ten wealth killers. And, it is sad. The number one – it is just sad, the first one here. Listening to your family and friends is a huge wealth killer. I am the youngest of nine children. I have five brothers and three sisters. I am the youngest. When I go to –others of my eight siblings, eight years ago, I would not be standing in front of this room, because negativity is poison. And, when I go to Chicago to visit now, the first thing that my sibling say to me is, "Melvin, look at you, you think you are better than everybody else do you not? Give me some

money." I used to give the money. I have to stop giving the money. How many of you understand that giving people handouts can sometimes make the situation worst? Oh, it does not help at all so here is what I decided to do.

00:65:45

Two years ago, I went back to Chicago and I set my siblings down. All eight of them and I said, "Guys, there will be no more handouts. No more charity work. I will no longer be the Santa Claus of the family." They said, "What are you talking about?" I said, "Do not worry about it. I have a new plan. Here is what I want to do. I want to come back to Chicago and spend two full weeks with all eight of you. I do not care of how long it takes us to make the schedule. I want everybody to be there for the full two weeks. I am going to rent a \$15,000.00 van on nine of us for two weeks. We are going to jump in this van. Every morning, we are going to start all over. We are going to run hard. We are going to travel around the Chicago land area and we are going to buy and sell real estate. I want to finally show you guys what I have been doing for the last few years. I want to be your mentor for two weeks. I want to be your drill sergeant of real estate for two weeks. And by the time that I leave on the end of that two weeks, each one of you will have your own LLC or S Corporation and you will be buying yourself some real estate, have your own corporation. Give me two weeks to mentor you."

That was two years ago. To this day Glen, not one of them are taking me up on it. Not one. And my family, do not get me wrong, I love them dearly. However, as I speak, they are still living on the south side of Chicago, in public housing, surrounded by the drugs, surrounded by the street gangs, still doing the exact same thing they were doing when I left. I think that I am better than they are? No, that is why I wanted to show them what I have been doing. I wanted to teach them how to fish so they would eat for a lifetime. It meant nothing to them because it was free. And I tell them to their face and I know some of you are going to judge me for this but I tell them this because I love them. I said, "Look, if you want to live and die in the projects, go for it. Have fun. I will not be there with you." And you know what? I do not feel sorry for them at all. I sleep very well at night because they have the same opportunity I had eight years ago guys. Do not listen to your family and friends when it comes to investing in real estate guys. They love you. Maybe they are a little scared for you but you cannot listen to them.

I will tell you another thing. News and media, sometimes, the news and media can be informative but I can tell you right now, it is so negative. It is amazing. And, I see people just eating up this negativity and then passing the dawn to their children. So, if the TV is not making you any money, turn it off. Some of you, if you are just going to sell your TV, you would do a lot better financially. That is the truth. Am I right folks? Yes? You know what I am talking about. Now, I want to tell you, my power team back here, they do not want to hear excuses from people. When you come back here when this workshop is over, there is a group of you, you are going to go and sign up for the training. Some of you in this room, you are just going to go back home and keep doing the same

thing that you have been doing with no hope whatsoever. So, I am going to tell you now, we want committed people that are motivated and ready to take action. And the truth is there are two things that I know about everyone of you in this room right now. Number one, you are positive people. Secondly, you are motivated.

Now, how do I know that even though I do not know you personally? Because you are here, you think about all the people that sell the same advertising that you saw to come out this evening. How many do you think it was? 50,000.00 or 100,000.00? I do not see 50,000 people here. You guys are here. Congratulations to you! Somebody is saying, "I do not have the money." Mr. Trump says, "Go find the money." That is right. Many of you in this room – how many of you believe that we really afford things that we really want? We find a way to get it. Folks, this is a small investment to get to this training. Something is going to change your life absolutely. "Melvin, I do not have the time. I am too busy being busy of the job." Listen, if you have a job, congratulations to you. Do you know that this year, there will be more jobs lost in the United States than in the history of this country? Did you guys know that? If you have a job, congratulations but you have time if you make time.

When I started eight years ago, I was working 70 hours a week. My kids are 11 and 13 years old. I have two beautiful girls. I can still imagine how young they were when I first started this. I work 70 hours a week making 30 grand a year. Weekends, my wife and I will keep my two little girls in the back of the mini van and we would drive around and look for real estate deals. We made the time. Here is your timeline and I want you to write this down, you need four hours per week per deal when you first start on this business. Four hours per week per deal. So, if you have two deals going on at the same time – and we are going to teach you that is what you should be doing. At least have two deals going on at the same time – you are going to devote eight hours to it for the week. Guys, some of you just do not know how to prioritize your time and we are going to show you how to do it.

00:70:13

In fact, those of you that do enroll for the training this evening, we are going to make sure that you walk out of here with this. And this is brand new for us. I got to tell you, this is beautiful. This is the real estate break for 2009. It has a lot of good information in here and most importantly, there is a section in here for you to write down your goals and prioritize your time. Some of you just do not know how to manage your time well. We are going to help you with that. What is the highest and best use of your time? You have to ask yourself that question. You know, I am so happy. I saw not long ago – actually, that was this morning, someone said, "Look, if you are spending four hours a week cleaning your house, is that really the highest and best use of your time?" Pay someone to do that, while you go do something else is going to put money in your pocket. Guys, you have to understand that your time is extremely valuable. You just need to treat it that way. But, if you have a job guys, just make the time. I did it, you can do it too.

Hanging around the wrong crowd, that is a huge one. If I could have gotten some of you in this room away from your friends five years ago, you would be filthy rich right now. That is right. Tell me you know what I am talking about do you not? Folks, you got to hangout with the right people. Mr. Trump – now, this is huge for him. He says that a lot of people just have a lack of proper training and education. Now, he was fortunate that he had the ultimate mentor. Anybody know who his mentor was?

Participants: His father.

Melvin: It was his father, Mr. Fred Trump. That is right. And guys, this is happening right here in your own area. He is saying, get the right education. Mr. Trump went to one of the best business schools in the country. Which one was it?

Participants: (Inaudible)

Melvin: Which one?

Participants: (Inaudible)

Melvin: Yes, it is called Wharton. Yes, so he understands proper education. He has made all the mistakes for us guys. All you guys have to do is just show up for class and get educated, the biggest one, lack of confidence and self esteem that is the biggest wealth killer. You know, it breaks my heart, today, I had a gentleman who enrolled for the training earlier today and he said, "You know, my wife is not here with me and if she was, she would tell me not to do this. So I am doing it anyway." And, you know, I shook his hand. I shook his hand and I said congratulations to you sir. He said, "My wife is one of the most negative people on the planet." He said, "I should have been successful a long time ago but she just keeps hitting me with this negativity and my self esteem has gone down so low." He said, "I need to get it back. That is why I am coming to the training. I need to get my self esteem back." Guys, top ten wealth killers. Do not let this happen to you.

I told you guys this was coming up. The three-day training, the dates are – write this down, March 13, 14, and 15, Friday, Saturday, Sunday, 9:00AM until 6:00PM all three days. Now, let me put some value to this. If you guys come to this training and I will just show you how to do one contract assignment, one lease option this year, make \$50,000.00, will this help your family? Yes? Come on folks, wake up. Speak to me.

Participants: Yes.

Melvin: Yes, absolutely guys. Just learn how to do one contract assignment, one lease option. Many of you are going to take a lot further than that. Now, when you show up for the training, I notice that some of you came here tonight with someone else. When you come to the training, I want you to bring someone else. So, if you have a spouse, business partner, second person in your life, I do not care who it is, get them to the

training with you. No excuses. So, if you have a birthday party for this particular weekend, cancel it. You are going to be at Trump University. If you are getting married, cancel it.

[Laughter]

You are going to be with us in Manhattan. Guys, make a commitment. If you do not start now, when do you start? I mean, we are still in the beginning of the New Year. Some of you had New Year's resolutions; you just do not have a plan. On Sunday, on the last day, guess what, we are going to sit down with you individually and give you guys a business plan that is totally tailor-made just for you. That is right. That is the kind of personal attention you guys are going to get at this training so make sure you write the days down. Make sure that you do show up. Why Trump University? Because we are the best of the best. Would you guys say that Mr. Trump is the best real estate investor in the country and possibly the world?

Participants: Yes.

Melvin: Then why would go learn somewhere else? We are not a seminar company guys. We are an educational company. We are the best of the best. And guess what, we know it and we are proud to say it too. Here are some of the things you are going to learn at the three-day training.

00:75:04

Now those of you that do enroll, I am going to have a brief orientation. I am going to show you guys how to go out, get some leads, right now before the training. I want you to bring notes, leads to the training, get addresses and phone numbers; we are going to make phone calls for you right in front of everybody in front of the entire class. We are going to help you get some deals going in class. That is right. We are not just going to give you philosophy. We are going to show you how the experts do it on the phone. And, if we get the deal going for you, we will walk through it with you for the next 30, 60, 90 days and however long it takes and put a check in your pocket. Yes guys, we are going to help you. We are going to make live phone calls on the second day of the training. You are also going to get Trump's maximum offer worksheet so you do not ever have the challenge of paying too much money for real estate. Even now in this huge buyers market, I see people that are still paying too much for real estate than they should. And it is only because they are uneducated.

Now, I told you, we are going to show as well how to increase your fico scores. This is going to be really important. We are going to really focus on helping you guys getting your credit cleaned up. Financing and funding, you are going to learn about how to access all the hard money lenders all across the country and I am talking about even the hard money lenders that would loan your money, buy the house and loan you the money to fix it up and no payments are due until the house is sold. It is going to be absolutely awesome. Financing and Funding is very important. If you do not have your first deal working in 21 days, either

you did not show up to class or you are just too lazy. You are not doing anything. I am not saying you should have a check in your pocket in 21 days but you should at least have your first property under contract in 21 days guys. You come to class and we are going to help you do that.

Now most importantly, we are going to teach you how to buy nationwide. All the strategies that we teach at Trump University, you can take these strategies, operate them in all 50 states. Here is a woman that enrolls for the training and here is what she said after the training. She said, "I got my first deal lease option closing just to be sure which contract am I getting the seller to sign? The seller option to purchase real estate on the Trump website, I cannot find it in my manual." See, she just had a question. She says, "Do I give him a lease with that?" The answer would be yes and then she goes on and say, "I also have it sold to a third party for all cash for a gain of \$12,000.00." Not bad, three days after training. Now, I cannot promise all of you that you are going to have your first deal like this, three days out of training but we taught her, we can teach you too. Now, think about this, \$12,000.00, you are not getting rich, okay? But, you make at least \$12,000.00 on your first deal; would that give you some confidence?

Participants: Yes.

Melvin: Absolutely guys. Do as what she is doing guys. Come to the training. Come to class. Just show up. Now, everyone who enrolls for the training today, you are going to get some bonuses. This is not just a three-day training. This is a 12 month relationship with Trump University. Also, you are going to be bringing someone with you. But here is the most important part, anyone who enrolls for the training tonight and make that initial investment, you can come to the training as many times as you want over the next 12 months if you want to just give it a refresh. This is powerful guys. Believe me. So, we want you to really—and see things are going to be changing over the next few months. So, if you want to come to our other trainings and find out the new things that are going on, just make sure you show up. Most importantly, you are going to have access to this software for 30 days but you have to show up for class.

Now, this software is going to be able to help you pull up properties all over the country. I am talking about foreclosures, tax liens, nationwide. It shall give you the equity on the property it shows on the list, (Inaudible) was issued. I mean everything. So we allow you guys to really check this software out for the first 30 days and if you really want to keep it long term because I know some of you, you are paying \$50,000.00, \$60,000.00 a month for a foreclosure data service and they are giving you bad information, outdated information. This is powerful. Most importantly, you are going to have all the real estate contracts you will never ever need to do a real estate transaction in this country. Guys, the contracts alone are worth the investment. You go to a real estate attorney and you pay \$10,000.00 for the contracts that Mr. Trump provides for you. So that alone is worth your initial investment. Why do most people enroll for the training? Everybody has their own reasons. But most people will say, "Melvin, I am just sick and tired of being sick

and tired. Sick and tired of not driving the car I want to drive. Sick and tired of not living in a house I want to live in." You guys I know you are thinking about material things a lot of times, I mean a lot of people do but I got to tell you, coming from the missionary for 12 years and now I have positioned my life to where I have had any material thing I could possibly want.

00:80:07

So, my goal or my reason for getting started in real estate is simply this. My two beautiful little girls, I did not want to see them go through the things that I went through. So, whatever your reason is, it has to be something bigger than material things. Here is mine here. These two beautiful little girls, they are 11 and 13 years old, and believe me, I know this young lady looks even older than that. It kind of scares me. Anyway, this one — Ebony, and that is Yas (ph) and Bernice (ph). These young ladies, I have been teaching them about real estate and money for the last four years. Is that their—yes, she said she wants that one, but I will tell you, these girls know more about real estate money than some adults do. They know what a mortgage is. They understand interest rates. They can also read an amortization schedule at 11 and 13 years old. Some of you in this room, you have owned a home for years and you do not know what an amortization schedule is. I want you guys to get this knowledge about real estate and money, teach it to your children and grandchildren, anybody you love and care about guys. This is about helping people.

Let me give you Mr. Trump's guarantee. Everyone of you in this room, you know that there is a national law called a three day right of rescission which means you enroll for this training, if within three business days, you just changed your mind and say, "Look, I do not want to do this," we have to give you your money back. No questions asked. Is everybody aware of this? Okay, Mr. Trump is saying forget about three days. He is saying he wants you to come to the training, show up on the first day, sit through the entire first day and if for some reason that you think we do not have the passion or you do not think we have given you the right information, at the end of the first day, you can just simply withdraw and you get every dime of your money back, no questions asked. We will give you this guarantee because we know you will never use it. You come the first day and you will see how powerful this training is, believe me, you are not going to want to not come back. That is a fact. So we are giving you this guarantee. We want you guys to feel comfortable and we want you to feel good about what you are doing and we want you to give yourselves a chance that is why we give you this guarantee.

There are three groups of people in this room. Mr. Trump says, "If you are still sitting here, you are obviously very interested." There are people that make things happen, people that wonder what happened and people who just do not know what the heck happened. Which group are you guys in? Please say make things happen. Come on folks, wake up!

Participants: Make things happen.

Melvin:

Yes, let us make things happen. So here is what we are going to do right now. We are going to separate the players from the non-players. We are going to see who is ready to take action and who is ready to just go back and keep doing the same thing that we are doing with no hope at all. So those of you in the room that are going to enroll for the training, I want you to go ahead and stand up, this is the end of the workshop. Now is the time to take action. Go right back here. Get an enrollment form. Register for the training then I am going to take personal questions. Anyone who wants to ask me a question about real estate, the training, anything I talked about. And then, I am going to have that orientation and I am going to give you guys some tips on getting properties out of your name. So I got to tell, you guys have been a wonderful, wonderful audience. Let us go ahead and enroll for the training. Give yourselves a round of applause. Thank you!

[Applause]

[Music Playing 00:83:31 – 00:98:33]

Exhibit H17

01:07:32

Speaker: So my point is the perfect storm in real estate—why am I in front of you here today passionately saying, “You got to do it,” because if you miss this opportunity, you’re going to kick yourself, and you will. Why? Because it’s never been better in real estate history, ever.

If you don’t do investing now, you never will, so stop thinking about it. Here’s why I say that. Three storms have come together to create the perfect opportunity. The first storm is record foreclosures in this country. We have delinquencies on mortgages like we’ve never had before, two million foreclosures to hit the market this year so far. What’s into this thing? Two million! How many of those foreclosures have you and your family benefited from?

Would you agree it makes sense that maybe you should because people like you are doing it everyday and they’re enhancing the financial situation? Can you give me a yes?

Participants: Yes!

Speaker: The fact that you’ve got none of these should make you sick. Now, here’s the best part about that, the silver lining. You can’t do anything about the past, but can you do something about the future? Okay, here’s the future, 10,000 more foreclosures a day are coming on the market, everyday 10,000 plus more foreclosures. How many of you want to start going and getting a few of these? Can you give me a big yes? That’s what we do. We’ll help you. We’ll not only train you but we’ll give you the support and the plan to follow. That’s how you’re going to go out and be successful

Second storm that’s hitting, record inventory on the market. You have more places for sale right now in this area than ever before. Does that mean that there is a whole bunch of motivated people out there? They’ve been trying to sell and sell. They’ve got to sell it but hey, that means motivated sellers. That’s a good thing for real estate investors because they’ll make deals they never would have made before.

Third, what are your interest rates right now? Interest rates are really low, so we have three perfect situations for real estate investors. Get in the game. Get off the sidelines. You’re not going to make any money on the sidelines. Get in the game, learn the rules, don’t panic, profit.

Most are going to panic with this recession. Donald Trump says this real clearly, this is not our first recession and it will not be our last. But most people just sit and cower and panic. Some of us get in the game and we profit. This is where the money is going to be made. It happens every recession like this. You know what? Some people make a whole bunch of money in recessions. It should be you as well. The opportunity is there. Look at these banks here, 30 banks, some of them even do business here. Some of them are even in (Inaudible) protection but they still have to service their mortgages.

says three days. Let's give you a clear up until through the first day of training.

Come to training, meet James Harris. If he's not as good as I say he is or if this training isn't as good as you thought it was going to be, at the end of the first full day, go get your money back, no questions asked. It's a risk-free guarantee. I'll say this, there's no risk. The only risk now is not doing it. Let me tell you why I say that. What if it works for you? What if you go out and you learn how to do it because you have help, someone holding your hand, willing to teach you how to do it, we got a whole bunch of people to do that. I mean what if you went out and made \$50,000.00 this year, amazing \$50,000.00? How many of you would like to learn how to make six figures part-time just next year? Can you give me a big yes?

Participants: Yes.

Speaker: That's the risk. You can't make money if you don't try it. Get off the sidelines, that's what I'd say. Now, having said that, I can see a lot of you here the light bulb had gone on, it's crystal clear. I welcome you and I look forward to meeting you back there. The first step happens today. Some of you want to do this but you still have questions. Hey, I love questions because I got most of the answers and if I don't, I'll tell you. But I got the answers back there for you. We'll get you started.

Some of you aren't going to do this. Some of you have been sleeping in this class. We not only can't help you, we won't help you because you're not willing to help yourself. And I'll tell you this, you have wasted your time here. I say that with a smile on my face. I'm glad you came but you're not going to go out in that market without any training and make money. Don't think for a second that's going to happen, and you didn't come here for that. You came here to make money. Do you all agree with that?

Participants: Yes.

Speaker: If you don't take action, you didn't come here to make money, I guess I must have been really entertaining, I hope.

Here's the deal. We know how to help you make money and we'll do that for you. Now, my time is over. I hope you enjoyed your time as well. 90 minutes went by here quickly. We didn't even get to talk about how to fill out contracts; that's important. We didn't even get to talk about what constitutes a good offer. We got to train you on that as well. There's so much to go over and 90 minutes won't cut it.

Now, what we need is this. I need the serious people who said, "This makes sense. I need to get trained. I want the support so I'll go do it," I need you to simply go get your things, take a seat in the back and I'll meet you back there as well.

Exhibit H18

FINAL Event Synopsis Overview
Boston (November 10- November 13)

Total Numbers for PFF Boston:

Speaker: James Harris

Team: Cory Lignell, Ryan Lotman, Tiffany Brinkman

Attended: 425

Sold Full Price: 63 @ \$1495 = \$94,185

Close: 15%

Gold Marketing Tickets: 108 (25% of total)

Internet Tickets: 276 (65% of total)

SEM_PFF-20081111a

Braintree Sheraton

Attended: 55

Sold Full Price: 14

Close: 25%

Be Back: 4

1. Esther Fouty- Needs to pay at training.
2. Juan Rosa- ~~Paying cash later today, calling Tiff . PAID!~~
3. Stephen Smeke- ~~Calling Ryan later today PAID!~~
4. Inesa Rozana- Calling Cory Later today.

lot of money and no credit and without getting a loan. Somebody say something. Is that exciting, say yes.

I know, but you got to show for class because I am Mr. Trump's top nationwide instructor. That is why I came here. I want to teach you that. So, when you go home tonight after you sit through my orientation, right before you go to bed, you are going to get out your checkbook. You are going to get it out like this. You are going to write yourself out a check for a million dollars tonight. You cannot cash it yet. You got to put in on the mirror. You got to brush your teeth every night and morning and you are going to stare at that number because my mentor taught me how to do the same thing at 19. That is the only reason I am standing in front of this class.

01:15:03

I wrote one million dollars, this is what me and my family deserve I will not stop and I will not quit until I get that, and I have never stop guys. I will never stop. My goal is to be like this guy. I am not in close yet, but that is my goal. And, I just kept looking at that check. It has been through my bank account many, many times throughout the years. And, if you do not write that checkout tonight, it just means you do not think you are worth it. And, I got news for you. I am studying all of your faces right now. Look over here. You are—are you with me please say yes. Anybody can do this, you just have to earn the right which means you got to get the confidence. There is anything I can do. I can give you that confidence. Give me three days. We will give you the confidence.

If I can show you how to do one assignment deal a month and put \$25,000.00 more in your pocket, no guarantees, you got to show up and do the work. With that help guys, yes or no? Come on talk to me guys. I am almost done and once a year, I want you to hit a homerun. I consider that a homerun on one deal. I want you to concentrate on one every 12 months. Are you with me, please say yes. And I want you to think deed, but here is what is going to kill your wealth.

Mr. Trump says do not listen to your family and friends. They are going to try and talk to you how you are doing this thing. They are scared. They love you. But they are going to say, hey, I will not do real estate right now in Braintree or Boston. It is a horrible market. Ladies and gentlemen this is when you buy. We are going to make more money between September of the end of this year than most people made in the last two or three years because this is when you get into it. They are on the holidays when everybody slows down. I go to work. Every year I make more money between September to December than most people make in two or three years because I go to work. I do the opposite of what most people do.

On Sunday, if you are getting married, cancel it. You are going to be with us. That is the kind of commitment we are looking for. Do not come up to us later and say, James, I cannot make the dates. Goodbye! These are the only dates. Now, you got to make your commitment it is three full days to be with the best.

01:30:00

And, here is the deal guys, I am going to give you a hundred and ten percent of me. I will go for nine to six, if you need me to go till midnight I will be there. But I will give you a hundred and ten percent of me here today, yes or no. I am going let you in a little secret, watch. Caffeine has not even kicked in yet. We got a lot more to go. Okay, so I will be there as long as I need to. Okay? I will be the last one out of this ball room here today. I will answer all your questions. Why Trump U?

Lot of people say, James why should we go for Mr. Trump and this is a good question. I am just going to live it to this. are you just going to go home tonight sit in front of the TV and go hey honey look, here is another Johnny wants fuck a guy, no name person, I have never heard him before coming to brain tree in three weeks. Let us run down to his seminar and learn real state from him. Why would you ever do that? Donald Trump is finally here. He is the best. Learn from the best.

Now, if Warren Buffet came to town, he was going to teach you how to make money in Wall Street, you know one of the richest guys in the world right now 52 billion dollars making all his money from investing in the right stocks. Would you show up has been three days with him if he was going to show you all his secrets and tricks to get your retirement money back. Hello? I mean, you would be an idiot if you did not show up, I am still waiting for him to make the announcement, I will be there for three days. If Bill Gates showed up and showed you how to create the monopoly like Microsoft would you show up for his three day training? Just to pick his brand like to find out how he text, and of Tiger Woods showed up and you want to take 17 stroke off your golf game, you would showed up for three days with Mr. Woods right, Because Tiger is the best. Donald Trump is the best, okay? Now, here is the couple of things that we are going to learn and we then we will break and we will go register. Okay?

As promised what is going to happen? We are register for this in a couple of minutes. I going to hold an orientation, that orientation is for me and you. It is only for the people who register. The rest of you cannot stay in the room. I am going to wait for everybody to get done. I will answer questions and then I am going to show you ten strategies to go out and find your first deals. You are going to bring those leads to class on Saturday on the ball room next weekend. I am going to hook

Exhibit H19

FINAL Event Synopsis Overview
Los Angeles (January 5th-8th, 2009)

Total Numbers for PFF Los Angeles:

Speakers: James Harris

Team: Gillian Birnie, Scott Leitzell, Melvin Rich (LIT)

Attended: 321

Sold Full Price: 39 @ \$1995 = 77805

Close: 12 %

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121 registrations = 89 primaries + 15 guests + 17 walkins + 0 audits

0 cancellations before event for a cancellation rate of 0%...breakdown:

121 non-cancelled registrations

46 attendees for show rate of 38%

11 buyers for a conversion rate of 24%, with 1 pending

10 buyers retained for a retention rate of 91%

\$18,105.00 live event sales (post returns) for \$393.59 per attendee

\$0.00 salesFloor sales (post returns)

James Harris: Hey, Scott. All right, good evening everyone. You can do a little bit better than that right. Good evening everyone.

Participants: Good evening.

James Harris: All right, we got a New Year right and let me tell you why I am up here teaching this class and why you guys are sitting down here. Let me tell you what happened, at nine years old, my dad took off, my mom was addicted to drugs for the first 17 years of my life, mostly pain killers. I got a younger brother Christopher, older sister Cathy, so at nine years old, mom is looking at me and saying, "Hey Jimmy, you are the man of the house. You have to start helping raise the family." So I did, I went out and I started making money. So kids, I want to let you know, I have been working since the age of nine.

When I left high school, I had a big goal and that goal was to get my family a life. I went over to New York City and I lived down the streets of New York, mostly down in the subways for the first nine months and then I did a favor for a gentleman one day and he taught me how to do real estate. He took me in and I lived with him and his family for almost a year. That is all I have been doing guys. I do not really know how to do anything else. I have never had a job. I do not know what it is like to work for anybody else and I have just been investing in real estate.

So, the reason why Donald Trump picked me, and we have been doing this for over a year now. This is brand new guys. We have just only been doing live events for Donald Trump for about year. It is because I am not somebody standing up here with a college education or a PhD. I am just some kid who figured this out when I was young but I had a mentor who showed me how to do it. It is the only reason I am up here and I went to be known as a zero down expert. So let me ask you guys a question. We got a brand new year, right? Hello!

Participants: Yes.

James Harris: Yes. Would you like to learn how to double your income in the next three months by doing some techniques using no money, no money credit, no license without getting a loan? And I will show you how to do that and put \$25,000.00 to \$50,000.00 in your pocket in the next 90 days.

Participants: Bring it. Come on.

James Harris: Are you guys ready?

Participants: Yes.

James Harris: All right. Hold on, let me finish with this and then we will get to that. All right, so what happened was I did a little bartending

the beginning okay. I tried that because I had to put some money on the table while I was piecing together my first deals. Anybody who ever bartend, ex-bartenders? One, two, three, four of us. Wow! Well, there are a lot of them in LA, right.

Well here is the thing. What we will do is later, when we are done, we will wake up the rest of these people down at the bar and we will make some cocktail.

All right, then I became a licensed real estate agent and broker. At the age of 29, I became one of the top producing brokers in New York. So I have done pretty good at this that is why this guy pick me. I am also an investor, I build homes in Atlanta Georgia—that is where I live now. I have been investing in real estate nationwide for about 15 years. I know LA very well, got some properties down at Pico, La Brea, Lasso. And the thing is I am a mentor, but if you tell anybody about me here tonight when you leave, say "Boy, that guys Mr. Harris who works for Mr. Donald Trump, best customer, husband and dad I have meet in the whole wide world." That is all I care about right. That is al I want to be known for. I have been doing this for 20 years. Okay, that is enough about me.

Here is what is going to happen, okay and I am going to put this upfront. I am going to let you know why. No shocks or surprises, when we are done. I am going to train you and educate you. Told you I was going to show you how to put \$25,000.00, \$50,000.00. I am actually going to show you how to make a lot more than that in 90 days guys, but I want to give you something realistic to shoot for and I am going to keep to that promise. When I am done, I am going to ask you to come back. What is happening is next weekend, I am coming back with my power team to LA okay. And it is the first time we have been to LA this year. In fact, this is the first market we have come to. It is Monday, we were all off last week for New Year's and Christmas and stuff. And I am looking for the best of the best out of this group that I can train to make a fortune this year with these foreclosures and bank owned properties.

(00:05:11)

When I show you the amount of properties you are driving by everyday that you can be buying for 30 to 50 cents on a dollar. Listen to me. I did not say 60 to 70 cents on a dollar, 30 to 50 cents on a dollar, it is going to blow your mind. Probably 20 to 30 a day, you could be buying. That is how busy it is in LA right now. It is unbelievable. You will never see this for the rest of your life. Have you guys been listening to the news and all? It is unbelievable. It is disgusting how much money you can make out here.

So when I am done, I am going to take you. If you really want to learn of our strategies, the Trump way, you are going to have to make an investment. You got to come back for this advance training. Now, I am going to tell you why I am putting this upfront before I get started. I have done what you all are doing here tonight over the years. I have been into hundreds of seminars. I used to have a real estate book under one arm, personal development book under the other arm. My mentor used to say "go to that training, go listen to this guy." And I did and I always hated when I sat in a room, listen to a speaker like you are going to listen to me here tonight and then at the end, he goes you need five grand to come to out boot camp in 30 days. I hated that. In fact, it got me so turned off, when I got successful and then I got with a billionaire, I said, "Mr. Trump, I am not going to do that to people, I am going to let him know upfront." He said that is fine.

So I hope you guys appreciate this. I do not want any shocks or surprises later. I am going to train with your pants off tonight. I am going to talk for about an hour and 15 minutes and then I am done. I am going to give you some strategies where you can go out, make some money. When? Come on guys, when?

Participants: Now.

James Harris: Right now, because I care for people. When I got started, I was kid and I am telling you right now, the only reason I am up here teaching this class is because I have been doing it longer than you. I am not the smartest person in this room, okay. No college education, no PhD, but I did get my MBA. I will tell you how I got that later. And at the end, you will either do it or you would not. Donald Trump does not need your money. He is a multibillionaire. Does everybody understand this? Please say yes.

Participants: Yes.

James Harris: He wants committed people to build the university with. He owns this company. He put up his own cash and I want you to know that. So at then end, I will say "hey go register for the event." You will either do it or you would not. We do not persuade or convince. I wanted to be fair about that okay. Is that completely fair?

Participants: Yes.

James Harris: Done. All right, here we go. Now, let me show you where he started Trump University and then we are going to start the training because I really want to show you guys how to get out there, get your first deal going today. Here we go. He started Trump University on 40 Wall Street. He owns this building. He

picked it up at \$1.2 Million 12 years ago. Now it is estimated over \$400 Million. Class, did he get a pretty good deal?

Participants: Yes.

James Harris: Holly smokes, you know why? Watch, I am going to predicate this whole thing, your whole career with this expectation, watch. Do you know why he got that deal? This building was going into what?

Participants: Foreclosure.

James Harris: It was a foreclosure. There you go. So he does them on a higher level. We are going to show you how to do them a little bread and butter homes right around LA County. All right, now I want you to keep an open mind. I am going to be your—all right, let me ask you question. Would it be okay if I mentor you for the next hour and a half? I am as top nationwide instructor. Would it be okay if I will just mentor you and start training you right now? In fact, how about this, let us assume you have already made the investment, you are coming to the training next weekend, we are already there. You have already paid. Now, I am going to mentor you for three days, next weekend. How about we start right now, let us just get down to it. Let me show you how to make some money, when?

Participants: Now.

James Harris: Is this okay?

Participants: Yes.

James Harris: Good. Get a notepad. If you do not have one, we have them over there in the corner. I am telling you if you listen to me, tomorrow morning you are going to wake up—I am going to tell you to quit your jobs, take some time off for the next 30 days. Let me show you how to make \$25,000.00 to \$50,000.00 in the next 30 days. If you are with me, please say yes.

Participants: Yes.

James Harris: I want you to participate. I am your mentor. I am going to come at you. I am not going to be nice about this. That is what mentors do. Everybody needs a push once in a while. Would you all agree?

Participants: Yes.

James Harris: That is exactly what I am going to do with you here tonight, okay. So here we go. I am going to train you. I am going to educate you. I am going to motivate you. When we are done, I am going to say go register or go home. I am a very no BS guy, guys. That is how you have to be in real estate and I am

Yes. He said you are hired. I do not want to hear the later and believe me, I got to make you successful. That is why I need a committed group. So if you like what you have been hearing, Mr. Trump says, "Why do you not register for this training."

Now I told this was coming, no shocks or surprises. Here we go. I am now qualifying out this group, okay? I am looking for the best of the best. People who are willing, committed. It is not the money. Forget the money. He does not need your 1995. He is a billionaire. Does everybody understand this, please say yes?

Participants: Yes.

James Harris: However, he is asking for—I will tell you why. He wants committed people, serious people, people who are willing to say "Hey, I get it." Let me ask you this. Let us say I will teach you how to do one assignment. You do one a year and make \$25,000.00. No money, no credit, no loan. Would this be worth it?

(01:40:00)

Participants: Yes.

James Harris: All three of you? Come on guys, talk to me.

Participants: Yes.

James Harris: Yes, that would be worth it. If I show you how to do one lease option to make \$52,000.00, is this worth it?

Participants: Yes.

James Harris: If I show you how to do one owner seller financing deal and make \$61,000.00, I think you are getting it. I can go on and on and on with the deals. So if you feel you are worth it, I am looking for you. Donald Trump is looking for you. Now, do you think you can talk to your CPA and do you think there is a way he can show you how to expense this 110%? Everybody go like this.

Participants: Yes.

James Harris: Yes. See, I cannot legally advice you in that area, but what I can do is say this, go talk to your CPA. Little tip, it goes under training under your LL—what?

Participants: C.

James Harris: Yes, expense the thing guys, but I cannot legally advice you. You got to talk to your CPA. Worst case scenario, come to the