



## **Course Two: Value Added Properties Real Estate Wealth Creation (Signature Course)**

This is JCR's signature course. This course focuses on how to create wealth by buying "Value Added" commercial real estate. This course reviews how value is created through acquisition, rehabilitation, re-tenanting and repositioning of commercial real estate properties.

The material is presented from the investor's view point and is designed to be a "training aid" for those who directly invest or advise others on real estate transactions. The course provides key metrics, formulas and investor guidelines that are used to aid in the real estate decision making process. The focus includes: asset level performance, capital market alternatives and structures, to increase profits and investor returns.

This is a must have course for all those who represent real estate owners and operators.

### Course Contents:

1. Value Added Investment Basics
2. The Secret to All Value Added Investing: Increasing Net Operating Income
3. Investor Transaction Selection Criteria: How to Pick the Winners
4. Basic Required Information to Make Informed Decisions
5. The Capital Structure: The Key to it All
6. Structuring the Transaction: What to Do and What Not to Do
7. Exit Strategy Overview: Monetizing Your Profits
8. How to Add Value at the Property Level
9. Example of Value Added Opportunities for Selected Property Types
10. Value Added Investing: Good Deal vs. Bad Deal Analysis
11. Value Added Investing "Trips, Traps & Tests"
12. How a Value Added Loan is Priced: Inside the Lender's Mind
13. Conclusion/Summary