



**Don't Miss Saturday,  
March 22, 2008**

Rehabbing for Huge Profits!  
WITH Robyn Thompson,  
Queen of Rehab!

*See Page 2 for all details*

# Steals, Deals and Classifieds

## 3 Steps for Success When Becoming a Real Estate Investor By Bernadette Trafton, Director of Marketing

Are you tired of having more money at the end of your month? Are you looking for **financial independence**? Are you ready to get up in the morning, look at yourself in the mirror and smile because you know you are the one in control of **YOUR** future? Do you have kids and a family you want to offer a better life? Do you enjoy helping people out? Have you identified **WHY** you have chosen to pursue this desire to be an investor? I believe that the first step to success is knowing **WHY** you are doing whatever it is you are doing.

Once you know why, the how doesn't seem to matter anymore. Once you know why, the how always seems

to present itself. The next step for success is to find a system that you are comfortable using. And then, **follow the system!** It is more important to follow the system than it is to fully understand why it was designed the way it was.

I love to bake, so I'll give you a baking example. I don't necessarily need to understand the chemical reasons why I need to add baking powder to have a fluffy cake that rises. I just know I have to follow the system and add the baking powder in order to get the result I am looking for. Someone else has determined if you add baking powder, your cake will rise. Someone else has determined how many eggs, how

much flower and how much sugar I need. It's a wonderful thing. And you know, I can always spice my cake up the way I want to by adding *my touch*.

**\*Million Dollar Tip\***  
You **must** have action in order to find true success. *(Let that sink in for a while...)*

Now, even though this formula works in our investing lives, we can apply this to everything we do. So, don't just use it in your real estate business. Apply this formula to every area of your life that you want to be successful in.

Let's recap—

1. Figure out Why you are doing what you are doing
2. Figure out which system you are going to work.
3. Follow the system and create action!

Action=Results  
*Happy Investing!*

### Saturday and Sunday

**March 29 & 30**

#### Linda & Nyrik Huuskonen

Back by popular demand—The January event had such rave reviews, we're giving you another chance to attend in March!

#### Power House Wealth Strategies

Buy houses for half off!  
Never settle for less than 20% Return.

**100% Money Back**

*See page 2 for details and Read "Diary of a Wanna-Be Real Estate Investor" to hear a testimonial about Linda and Nyrik!*

### Volume 1, Issue 1

**March, 2008**

#### Inside this issue:

Upcoming Meetings	2
Deals, Deals, Deals	2
Diary of a Wanna-Be Real Estate Investor by Mark Rhodes	3

**Shell's Realty**  
**Al Piecuch**  
NHtoFlorida.com  
207 Cross Street  
Punta Gorda, FL 33950  
Cell 603-930-0718  
Fax 800-891-5977  
Al@Shell'sRealty.com  
www.FloridaWIN.net

**WIN WIN**  
Wholesale Information Network

### Upcoming Meetings...

Don't Miss Saturday, March 22, 2008

Robyn Thompson

"The Queen of Rehab"

- 5 Unique Profit Centers from Real Estate
- 11 Sources of motivated Sellers.
- 13 Marketing Tips to Find Killer Deals
- Prescreening Buyers
- Never write more than 7 Checks!

Robyn Thompson has taught thousands of students how to achieve financial independence by investing in distressed properties. Learn the science of rehabbing so you can **collect big checks!**

When: Sat. March 22—8am—4:30 PM

Where: Best Western 380 Winter St. Waltham

Cost: Members—\$49 Members/Partner—\$79

Visitors—\$99; Visitors and Partner—\$129

Everyone pays \$99 at the door

Don't Miss Saturday and Sunday March 29 & 30  
Linda and Nyrik Huuskonen

**100% Money Back**

*If, by the very end of the first full day of the course, you are not 100% satisfied, let us know by 4:30PM and we will refund your money in full. Yes, all of it! And, you can even keep the free lunch!*

Real Estate is a timeless vehicle to MAKE and HOLD your wealth! You are invited to join us for 2 days of exploring from our experience in this lucrative arena!

- How to get started, where do I invest and analyzing the deal!
- Build your team, set up your asset protection, manage your portfolio and put it all together.

When: Sat. & Sun March 29&30 - 8am—4:30 PM

Where: Best Western 380 Winter St. Waltham

Cost: Members—\$595 Members/Partner—\$795

Visitors—\$795; Visitors and Partner—\$1095

Must pre-register for this event!

### Deals...Deals...Deals...

The following DEALS were submitted by Joanne Rodrigues of Homevestors. Interested parties call Joanne at 617-964-6100

EVERETT - 2 family. FANTASTIC CURB APPEAL, NEW roof, replacement windows, vinyl siding. 8 rooms, 4 bedrooms, 2 baths - 1 unfinished 3rd bedroom. Workshop/shed with electricity and additional bay. Fenced yard.

\$215,000.00  
We have buyers waiting to move-in when finished!

DORCHESTER - CONDO Great Buy and Hold or Rent-To-Own Opportunity—GORGEOUS, ALL NEW 2 bedroom, 2 full bath condo with all the bells and whistles - granite countertops,

jacuzzi tub, hardwood floors, central a/c, fireplace, stainless steel appliances including JenAir gas range. Separate laundry area in the unit with washer/dryer hook-ups. \$160,000. Comparable rents: \$1300-\$1400.00.

DEDHAM - 2 FAMILY Totally renovated, everything new! Town-house style. Beautiful river views. Call for more details.

BROCKTON - 2 FAMILY Renovated 2 family 8 rooms, 4 bedrooms, 2 baths. Campello section. \$259,900 Comparable rents: \$1,100 per unit. Call Joanne at 617-964-6100

**Members, be sure to get your deals in before the 10th, next month!**

\*\*\*\*\*

**MEMBERS ONLY!**

\*\*\*\*\*

Submit your Deals to

**Deals@  
[BostonAREIA.com](http://BostonAREIA.com)**

*by the 10th of every month and they will be posted in the Deals section of the Newsletter!*

\*\*\*\*\*

**MEMBERS ONLY!**

\*\*\*\*\*



**HOMEVESTORS®**  
Baystate Properties

**WE BUY HOUSES.**  
Fran Yerardi

382 Watertown St., Rt. 16  
Newton, MA 02458  
fran.yerardi@homevestors.com  
www.homevestors.com

Phone: 617.964.6100  
Fax: 617.964.6101

Each office is independently owned & operated.

## Diary of a Wanna-Be Real Estate Investor...

By Mark Rhodes

Like many people, I've been interested in real estate for a very long time. I've listened to a lot of motivational cd's regarding real estate and got a lot of ideas, but could never put it all together. I was a "Wanna-Be" Real Estate Investor. Bernadette and I go way back and she told me about Linda & Nyrik sometime last summer and talked about how excited she was about what they were doing and the results they were achieving. She told me that education is key. But, she knew me well enough to not just recommend any system. She knew that I would


need someone, who would act as a mentor so that I would see results. She suggested I fly up from Atlanta for the weekend bootcamp. I got a little excited and started to do a little more research online, watched a few webinars from others and read a few books. Finally Bernadette called me to tell me that they had a date set for January for Linda and Nyrik's bootcamp. I got a little more excited as I made reservations to go home; I planned a ski trip in ME to start the trip and then came back down to Boston for the weekend bootcamp.

the road trip for the end of February, as my departure approached, I was getting really really excited. Linda, Nyrik, Gary and I had 4 or 5 weekly conference calls before we departed, sharing research, developing spreadsheets, checking out areas that we wanted to visit, qualifying properties & walking thru the procedures that we would actually follow once we arrived in Cleveland. The day finally came & we all arrived in Cleveland hyped & ready to go! I finally made it. Our first day was spent touring many of the areas that we had developed on our spread sheets, what a feeling it is to put your hands on something that you've been looking at & re-

*Continued back page...*



By the time we finished the weekend with Linda and Nyrik, I was really excited, all I could talk about was the fact that their strategy seemed really easy. Easy enough that I could even do it! It may be a lot of work, but nothing I couldn't do! I flew back to Atlanta "high", but was really ready to go right onto a road trip to Ohio, Maine or Pennsylvania house hunting. We planned

**BuyNowHardMoney.com**

**BUY NOW  
HARD MONEY**

**- FAST MONEY -  
- NO Credit Check -**

➔ **INVESTOR LOANS**  
➔ **REHAB LOANS**

*Under Promise. Over Deliver.*

Ann Bellamy  
603-801-2247  
AnnBellamy@gmail.com

Defer your tax and buy more property with a 1031 Exchange


**Bayview  
1031**

- 1031 Real Estate Exchange Specialists with 30+ years experience, \$12B in assets and nationwide coverage
- \$400 fee, Interest Paid on all funds held in escrow
- Several Attorneys, CPA's and Certified Exchange Specialists on staff
- **FREE 1031 HANDBOOK** available upon request

Robert Pingeton, MBA, Certified Exchange Specialist ®  
Direct: 617-459-4976 | Cell: 508-667-7508  
rpingeton@bayview1031.com

**Retire Rich!**

Buy Real Estate with your IRA  
Your Flex-IRA retirement plan can invest in:  
Real Estate-all residential, commercial,  
rehab, land, condos, foreclosures, and your  
dream retirement house  
Harvey Weinstein  
Tel: 866-678-0167 www.USRetirementAdvisors.com



**John E. McGrath, III**  
Senior Loan Officer  
Blue Water Mortgage Corporation  
Phone: 800-668-9695  
Cell: 603-819-1307 Fax: 413-581-3645  
Email: [jmcgrath@bluewatermtg.com](mailto:jmcgrath@bluewatermtg.com)

## Diary of a Wanna-Be Real Estate Investor, cont...

searching all month! There really are houses for those prices, tons of them, but after a few days w/ Nyrik some of those prices even looked expensive! Our next day was spent concentrating on a few nicer areas, we also met with an insurance agent to discuss insurance needs, met with a REALTOR, and then with a contractor to round out our education. We detailed 2 houses for repair needs to get contractor bids; learned about point of sale needs that are required by some cities; we all gained so much knowledge on this road trip that my head was hurting. We ended our trip purchasing 2 homes as a group, 1 a townhouse to use as our "nest" to save on expenses while we are in Ohio; the other a huge home in Shaker Heights with a plan to flip this

particular house to build a little more seed money for further investments. What an awesome trip and learning experience!!!

I've gained so much confidence that I've been busy since getting home to Atlanta. For the past 2 weeks, I have used Linda & Nyrik's teachings quite a bit. I have populated spread sheets for my local areas & have been out twice searching for gems in my area & assessing neighborhoods. What a great education I have begun to get & develop with Linda & Nyrik's guidance. They are always very approachable and I can ask any question of them & get a straight forward answer that I can understand! As an added bonus to all this education, learning & business partnerships I have developed some

valuable friendships that will last a lifetime. And now, I'm no longer a "Wanna-Be" Real Estate Investor. Linda and Nyrik are extremely warm and down to earth. With their help, I was able to "Jump off the Fence" and now that I'm on the ground, I am off an running and look forward to when I can pursue investing full time!

*"Congratulations to Brian, Gary and Mark for "Jumping off the Fence" and for truly beginning their journey in real estate investing!"*



### Boston Area Real Estate Investors Association

Join us to take advantage of the benefits of membership...

- FREE attendance at monthly meetings
- National Benefits
- POST DEALS
- Build your POWER TEAM
- NETWORK with PROS

**RESULTS REALIZED**



**FDI offers financials solutions that give you an edge over the competition!**

**888-FDI-PAYS—www.fdirep.com/BAREIA**

**www.YourDebtFreeDate.com/BAREIA**

Call us today if you need a mortgage to purchase or refinance your home.

### BOSTON BAY MORTGAGE, LLC

*Providing Financial Strengths For The Community*

40 Willard Street Suite 203  
Quincy, MA 02169  
617-698-0700 Main  
617-698-0707 Fax  
MB Lic. #4602  
www.bostonbaymortgage.com



### Disclaimer:

BostonAREIA has provided information, links to other internet sites maintained by third parties, and speakers and presentations regarding investing methods and opportunities. BostonAREIA does not in any way operate or control the information, products or services on these third-party sites or speakers. BostonAREIA does not in any way endorse any such third party sites or speakers and does not warrant or make any representations regarding the use of any third party site or the information provided by any third party speaker. The information provided is for educational purposes only. By publishing this information, BostonAREIA does NOT render legal, accounting or other professional advice. It is your own responsibility to seek professional advice for any specific transaction or investment from those licensed to render such advice. If you require specific legal, tax or accounting advice, seek the advice of a qualified professional.



Contact Us...



440 Middlesex Rd., #113  
Tyngsboro, MA 01879  
866-378-3037  
info@BostonAREIA.com

*Results Realized*