



Orlando Workshop
Wednesday, February 15 – Friday, February 17, 2012

Accommodations

Sheraton Orlando Downtown Hotel
400 West Livingston Street

We do have a block of sleeping rooms available.

Rate is \$149.00+ tax/night; Discounted self parking daily rate of \$5.00+ tax/ day/ overnight discounted rate of \$8.00+ tax/night

After January 23, 2012, reservations will need to be made through GroupSponsor.com meeting planner- Kerry Dunn.

Her number is (615) 477-4571. Email is kerrydunnash@yahoo.com

Schedule

Attire is business casual; no necktie for Gene.

Light Continental Breakfast will be served Wednesday and Thursday at **8:00am**. Please plan on joining us so that you can get to know each other along with Gene and Kim.

The workshop will begin at **8:30am** each day.

Lunch break will be 11:45 to 1:15. A plated lunch will be served immediately and then there will be time for you to do business before afternoon session begins.

Beverages will be available all day and we'll have snacks in the afternoon.

On Wednesday, the workshop will end at approximately 4:30 pm. We will, then, have a cocktail reception from 5:00 - 6:30pm. **Your spouses are welcome to join us at the reception!**

Thursday is our long day. We will go until about 6:30pm. The morning session agenda is on structuring deals. After our lunch, the afternoon will be spent continuing to work through the notebook and powerpoint. We will break at 4:30 for 30 minutes. Then from 5:00pm - 6:30pm, we will deal with money-raising. It will be interactive. There will be some heavy snacks available during this time frame.

Friday, we will have a plated breakfast at 8:00am. We will begin the last day of the workshop at 8:30am **will end by approximately 1:00 pm**. Safe travels home or stay for the weekend and play!

Agenda- we cover all of this over the 3 days. If you own a copy of *It's a Whole New Business!*, you might bring it as a reference. There will be handouts of material developed especially for the workshop.

1. "It's a Whole New Business!"

- Discovering the benefits of being a Group Sponsor
- Developing the 5 Most Asked Questions about being a Group Sponsor

2. Which ownership structure is right for your investors?

- Tenant in Common (TICs)
- Limited Liability Company (LLC)

3. Money raising and the securities laws

- Which securities laws will apply to you?
- How can you raise money while working within the security laws?

4. The Eight Steps to Take in Forming Your Next Group

5. Financing and structuring your transaction

- How do you go to get your deal financed?
- How to structure your deal to satisfy the investors and you?

6. Review of the Private Placement Memorandum (PPM) and managing your group

- Property Disclosure Document
- Property Operating Agreement
- Property Subscription Agreement and Offering Questionnaire
- Managing Member Operating Agreement

7. Wrap Up

- Answers to the 5 Most Asked Questions about being a Group Sponsor
- Mistakes you will want to avoid
- What's Next?

Speakers

We are waiting for confirmation from two outside speakers join us to talk about finding financing for your deals, purchased in a group structure and how you can use IRA and 401K money from investors in your transactions.

We are expecting to have *maximum* of 30 people in attendance; typically its between 20-25 which is a great size for this event so you can all get your questions answered!