



**Course 2  
"A Sharper Pencil"**

**Course Preview**

**The Core Course**  
(800) 648-8475  
Thecorecourse.com

## Summary of Real Estate Investment Analyst – Course 2



**“The most clean and concise explanation of real estate analysis and theory available.”  
Spencer A., Seattle, WA**

Experts earn more.

They make more money in their job, they make better investment decisions. They are sought after in their field and get more referrals. Experts aren't just at the top of the game, they are the game.

REIA –2 training is designed to help you become an expert in investment analysis and deal structuring. The topics were specifically selected based on interviews with industry leading brokers and investors and tested by industry leading professionals. If you want advanced training to work with investors, this is the training for you.

REIA -2 is a skill based workshop. Each topic is presented in a lecture-do-review model. You will learn how it relates to your practice, you'll have a change to do it and then we will review it. REIA training integrates the use of a financial calculator in the training. Students are required to bring and use an HP12C or HP 10BII.

The REIA training model has 3 tiers: a pre-course workbook, the live training, and access to the Alumni Center at [thecorecourse.com](http://thecorecourse.com). This is a complete training event. Information packed, timely, and relevant.

### **Real Benefits**

With REIA training you only pay once for great training and real benefits.

- Comprehensive pre-course materials and training manual
- Live training
- Full use of the REIA credential for your advertising
- Full access to the Alumni Center at [thecorecourse.com](http://thecorecourse.com)
- No annual dues

Be the expert. Be a REIA.

## What You Will Learn in REIA – Course 2



**“An absolute must if you want to step up your game.”  
Allegra P., Los Angeles, CA**

### **Module 1 / The Bones of Investment Analysis (2 hours)**

Review of the T Account  
Building the T before and after tax  
Using the calculator to solve for IRR, MIRR and NPV  
Case Study Analysis

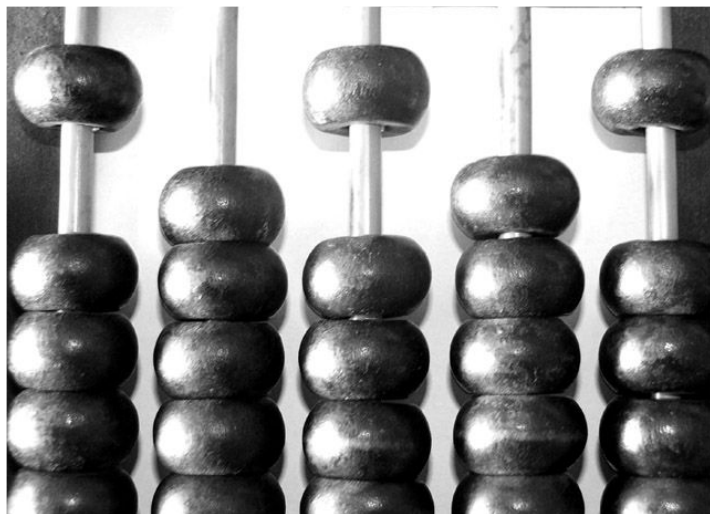
### **Module 2 / Seller Financing (8 hours)**

The architecture of the seller financed sale  
Worksheets to build the seller financed sale analysis  
Financial tools to compare seller financing, 1031 and all cash scenarios  
Case Study Analysis

### **Module 3 / Estate Planning Issues (2 hours)**

Current state of estate taxes  
Using trusts in estate planning  
Different outcomes from using different strategies  
Case Study Analysis

## 5 Reasons You Should Attend REIA – Course 2



**“I have taken several courses on property evaluation and this was by far the best with the most useful information in a format that was easy to understand.”**

**Robert G., Seattle, WA**

### **Reason #1**

#### **Deal Comparison skills**

One of the skills you will learn is how to compare unlike investments. How to compare a house to a duplex. An office building to a 10 unit. Land to a condo. This is a simple and cutting-edge skill that will set you apart from your competition.

### **Reason #2**

#### **Decision Making Skills Sellers**

Another skill taught in this REIA training is how to decide what to do with a Seller. Sell for cash? A 1031 exchange? An installment sale? This training will teach you how to decide which is best—and prove it.

### **Reason #3**

#### **The Installment Sale**

Many industry leaders believe that this is the future of investment property transaction. This training will teach you the basic and advanced skills used in installment sales. Step by step you will learn how to structure them, how to determine the tax implications, and whether or not the installment sale is the right decision or not.

### **Reason #4**

#### **Estate Planning Tools**

Maybe real estate professionals want to understand and assist their clients in estate planning. They just don't know where to go to get the information. REIA will teach you the current state of estate tax and planning issues, and how to guide your clients general decisions on these issues.

### **Reason #5**

#### **The Alumni Center**

As a graduate of REIA training, you will receive access to the Alumni Center at [thecorecourse.com](http://thecorecourse.com). This portion of the website is filled with videos, practice problems, case studies and pdf handouts to help you build your skills after the live training or refer back to if you need to refresh your skills.

**Resume of Joseph Still**  
**REIA, CCA, CFA, CPN, CCIM**



**“Simply tremendous. I’ve had this material before, but I never understood it in the engaged and practical way Joe presented it. Not only does he have a deep knowledge of the subject matter, he has a keen ability to engage his audience in a relatable and practical way.”**

**Marc S., Los Angeles, CA**

In 1988 Mr. Still began working with owners, users, and investors to purchase, develop, and lease commercial property. He has helped his clients in leasing, sales, land assemblage, rezoning, and development of their commercial and investment properties.

Joe began as a real estate trainer in 1994. From his first event, he has focused on delivering “skill based” training to his students. He is a recipient of the Washington State Association of Realtors Instructor of the Year Award, has spoken at numerous state conventions and at 5 national conventions of the National Association of REALTORS®.

**Real Estate Industry Milestones**

Mr. Still has represented a number of clients including individual investors, business owners, developers, local, regional, and national companies. Services have included lease structuring, acquisition, disposition, land assemblage, rezoning, permitting, and property redevelopment.

**Professional Speaking and Authoring Milestones**

Professional real estate industry trainer, course developer and author for 21 years  
Recipient of the Washington Association of REALTORS Instructor of the Year Award  
Recipient of the Seattle King County REALTORS Educator of the Year Award  
Speaker at 5 National Association of REALTORS® conventions  
Author and contributing editor of the GRI curriculum  
Contributor author to regional investment group newsletters  
Author of 15 state approved continuing education courses

**Professional Designations**

Real Estate Investment Analyst (REIA), Certified Foreclosure Analyst (CFA), Certified Commercial Advisor (CCA), Certified Professional Negotiator (CPN), Certified Commercial Investment Member (CCIM).