

Course Preview



making the deal pencil

The Core Course

(800) 648-8475
Thecorecourse.com

Summary of Residential Investment Property Analyst Training



“I learned more in this class than in any other single class I’ve ever had.”
Jerry C., Spokane, WA

It’s a perfect storm.

Values have dropped, rents are up, money is cheap, vacancy is tight. Finally, small investment properties can make sense as investments.

RIPA training teaches the must-have skills to evaluate small investment properties as investments. Single family rentals, duplexes, 4-plexes and the like.

This skill based training event teaches students the analytical skills to evaluate these properties as investments: what they are worth now, why they are worth what they are, and what they can be worth in the future.

In the workshop we cover the basic and advanced analytics to determine value. Everything from measuring appreciation to forecasting cash flow to taxes to advanced rates of return. RIPA training integrates the use of a financial calculator in the training. Students are required to bring and use an HP12C or HP 10BII.

RIPA training has 3 tiers: a pre-course workbook, the live training, and access to the Alumni Center at thecorecourse.com. This is a complete training event. Information packed, timely, and relevant.

Real Benefits

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

- Comprehensive pre-course materials and training manual
- 16 hours of live training
- Full use of the RIPA credential for your advertising
- Full access to the Alumni Center at thecorecourse.com
- No annual dues

It’s a perfect storm.

Let’s make some rain.

What You Will Learn in RIPA Training



“A wealth of information to create wealth.”

Christina D., Beverly Hills, CA

Module 1 / The Bones of Investment Analysis (4 hours)

TVM: why you need it, how to do it

APOD analysis: the right way (and the wrong way)

Using leverage to illustrate investment value

Due diligence techniques used by professional investors

Benchmarks: the common mistakes made in the market, how to correct them

Case Study Analysis

Module 2 / Taxes, Cash Flows, Capital Gains (4 hours)

Tax law: the specifics on interest and depreciation

Building the Cash Flow Worksheet

Capital Gains: an analysis of the full picture at the sale

The Cash Flow T: the most important tool in investment analysis

Case Study Analysis

Module 3 / Investment Modeling and Case Studies (4 hours)

The Cash Flow T...again: using the tool to communicate benefits

Using IRR to determine investment value

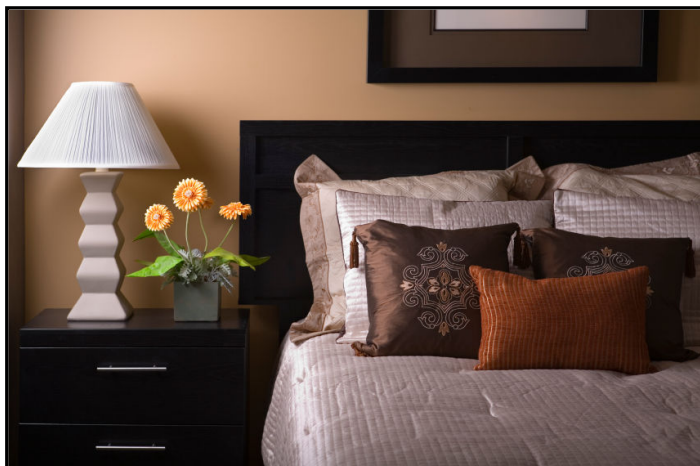
Comparing unlike investments

Working with clients to assess the numbers

Software: what's out there, using Excel in analysis

Case Study Analysis

5 Reasons You Should Attend RIPA Training



"The most content filled and important real estate course I've taken."

Ken D., San Diego, CA

Reason #1

Knowing if it's a good deal or not

RIPA training takes you beyond the common "CMA" approach to value. In RIPA training you will learn the metrics—the real methods of analyzing a property as an investment. Most importantly, it will make sense. To you and your clients.

Reason #2

Knowing what you should know

Many real estate professionals market themselves as being able to help clients with "investments". Most don't. RIPA training will give you the training, practice and resources to truly work with properties as investments.

Reason #3

Tax affects of decision making

Each and every decision to buy, hold or sell has a tax implication that affects the investment. RIPA doesn't teach you how to give tax advice, it teaches you the application and calculation of the tax affects of these decisions.

Reason #4

The perfect storm is now

Think about it: prices have dropped, money is cheap, interest rates are ridiculously low, rents are up and vacancies are down. This won't last forever. This is the time to seize the day.

Reason #5

The Alumni Center

As a graduate of RIPA training, you will receive access to the Alumni Center at 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
RIPA, AIA, CCA, CFA, CPN, CCIM



“In one workshop Joe explained clearly what I didn’t learn in an entire semester of managerial accounting.”
Darla O., Seattle, WA

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.

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

Certified Foreclosure Analyst (CFA), Accredited Investment Analyst (AIA), Certified Commercial Advisor (CCA), Certified Professional Negotiator (CPN), Residential Investment Property Analyst (RIPA), Certified Commercial Investment Member (CCIM).