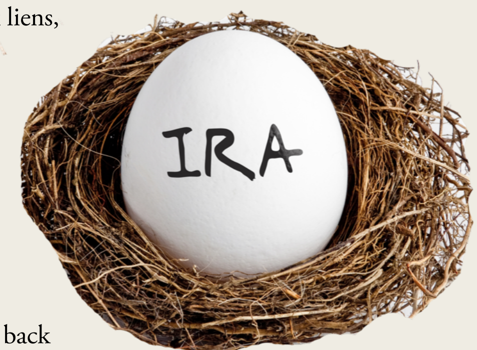
Solidify, Modify, Stabilize, Supersize, and Energize

Your Retirement Accounts By Using Your IRAs or 401(k)'s To Invest In Real Estate

These descriptors have been used in many courses I've taught, as well as in countless books to entice people to use their retirement savings for real estate investing. There is an age-old belief in the financial community that you should have at least 25% of your investment portfolio in real estate. However, the vast majority of people have their investment portfolio in their retirement plans (20 trillion before last downturn), made up of primarily stocks or money market funds. Most people are unaware that you can tap into your retirement savings and invest in rental properties, tax liens, vacation properties, and mortgages that will bring you a solid return corresponding with the risk. There is much more you can invest in with your retirement savings. In fact, the only thing you cannot invest in is life insurance and collectibles (Collectibles are allowable in Solo 401k Plans). Here, we are only going to discuss investing in to real estate. We will explain the different types of account options and also provide tips to make your real estate investing as profitable as possible with the least amount of headache.

There are many types of real estate investments. However, when you choose to have your IRA or 401(k) invested in the normal custodial way, your options of how investing is handled, as well as what you can invest in, are limited. You must invest in something typically sponsored by the custodian or with their partnership entities. Here's the good news: there are ways to Self Direct your retirement funds so YOU can pick and choose which investment YOU want. These are called "Self-Directed" IRA or 401(k) accounts, that are either Self-Directed or Self-Managed (Checkbook Controlled) by yourself. These accounts work in two completely different manners, and people often get them confused. Self-Directed IRA or 401(k) accounts were very popular during the early 2000's and again gained steam around 2011.

Self-Directed Real Estate IRA or Solo 401k



With the Self-Directed program, you can find your own investment properties, tax liens, mortgage notes or flips. Next, the custodian will participate in the paperwork and management of the investment. The title is also handled in different ways. Using this method, the real estate can be held in LLC partnership or singularly with the custodian. In most cases your IRA has ownership of the property or ownership of an LLC partnering with the custodian.

The upside to this is that you have a custodian that administers all the transactions and does a majority of the bookkeeping and tax filing. For these custodial services, you are typically charged for all the money transactions coming in and out of the investment. For instance, a rental property will go to the custodian and get filtered back to your IRA account and all payments will be made through the custodian. Additionally, when buying or selling, all transactions are processed and signed off by the custodian. Also, a custodial fee of a percentage of the value of your investments is applied. As you can see, this system can be very cumbersome, especially in a hot market.

You would want to be sure your custodian has the ability to act swiftly as vendors need to be paid, contracts need to be signed quickly, etc. If you are dealing in foreclosed properties, you also want to be sure that the banks you will be dealing with will accept a purchase agreement from a Self-Directed IRA. Many banks will not due to the length of time it takes to finalize a contract.

If you choose this system be sure to read the custodial contract/agreement. For example, during the last real estate downturn, many investors who were using the larger custodian companies found that the valuation charge did not go down when the value of the real estate went down but would go up when the value of the real estate went up. This is perfectly legal, so be sure you know the potential fees in advance.

Self-Managed or Commonly Called Checkbook IRA or Checkbook Solo 401(k)

These programs give you the most flexibility and are the most economical, but also require the most diligence on your part to follow the rules and maintain the bookkeeping.

Once the CheckBook IRA and LLC is formed (that you are named manager of), it will be the only asset of the IRA. All investments and transactions stay inside the LLC and you administrate the LLC's investments through an account with check writing capability that you control. You sign contracts, collect payments, pay bills, and other administrative duties. You cannot do and physical work on the property (except for emergencies) but you can hire the vendors to do the work. Many custodians will not allow CheckBook Controlled IRA's as it handcuffs their ability to charge fees for transactions and individual investments made, in fact many will challenge the legality of them.

Here are some of the claims we have heard:

Checkbook IRAs and IRS Approval

The Claim

The IRS does not approve of the Checkbook-Controlled model and in fact lists it in its annual "Dirty Dozen List" of tax scams.

The Truth

The Checkbook Controlled platform was given explicit approval by the U.S. Tax Court in Swanson v. Commissioner, 106 T.C. 76 (1996), and then ratified by the IRS in Field Service Advisory (FSA) 200128011 (April 6, 2001). The ability to add funds to such an account was approved by the United States Department of Labor in Advisory Opinion 1997-23A. Currently, over a hundred thousand investors enjoy the legality of the checkbook control platform.

The aforementioned article based its claim of non-approval on the IRS's inclusion of "abusive retirement plans" on its "Dirty Dozen List". The reason for its inclusion was explained by the IRS itself as due to the ability "to engage in activity that is considered prohibited" . In other words, the platform itself was legal; there was just a concern that it could possibly lead to tax abuse in the form of prohibited transactions. However, the past few years have shown this fear to be unfounded as the vast majority of self-directed accounts were used responsibly and within the guidelines of tax law. As a result of this positive outcome, the IRS no longer lists "Abusive Retirement Plans" on its "Dirty Dozen List" . Here's a link where you can view this year's list: https://www.irs.gov/newsroom/dirty-dozen

Checkbook IRAs and Retirement Risk

The Claim

Retirement funds can be put at risk if they are found to be engaging in prohibited transactions with a Checkbook Control model.

The Truth

Any kind of Self-Directed IRA is subject to the danger of prohibited transactions. This is true not only in the Checkbook model, but within the custodian model as well. In fact, the custodian model contract states explicitly that the custodian will not be held responsible for any prohibited transactions performed with the retirement funds. Their so-called "review" of investor transactions is usually superficial at best, and misleading at worst, as they assume no responsibility for the legality of the transaction.

The custodians have actually been sued for this misrepresentation. In all cases, the onus of performing legal transactions lies solely on the shoulders of the investor. However, bear in mind that this is not nearly as scary as it sounds. The few rules governing prohibited transactions are fairly simple to learn, and it's incredibly rare that an investor will ever run into any trouble. That probability approaches zero if your Self-Directed IRA facilitator offers decent customer service and you pose your questions as they arise.

Checkbook Promoters Falsely Guarantee the Safety of the Checkbook IRA

The Claim

Checkbook IRA facilitators do not believe in their own platforms and say so in their documentation.

The Truth

I have personally looked through the Checkbook IRA documentation and I have never found such a claim. It's hard to write this, but this claim appears to be an complete misrepresentation. CheckBook IRA's self-directed IRA platform has been crafted under the guidance of the country's top tax attorneys, and their Self-Directed Solo 401(k) is an IRS approved Qualified Retirement Plan. Perhaps the most telling statistic is the fact that CheckBook IRA's management uses the Checkbook controlled platform for their personal retirement funds. With this knowledge, it's hard to understand how a claim of dubious security can even be made in the first place.

Continuing Legal Support After Account/Plan Setup

The Claim

Checkbook IRA facilitators falsely promise ongoing legal support

The Truth

Here at CheckBook IRA we do not promise ongoing legal support, but rather ongoing client support. That means that whenever you have a question, you can give us a call and we'll try our best to assist you. We do, however, refer less frequently asked questions to our ERISA attorneys. 95% of the questions asked usually have fairly easy answers that are well known to people in the arena. You expect your doctor to know how to address most health issues, and to refer appropriately when he/she doesn't know the diagnosis. The same holds true with your self-directed facilitator; you should expect them to know how to address common situations and you should expect them to ask their lawyers if they don't know the answer. Since you're not the first customer at CheckBook IRA, chances are that your questions have already been asked and answered. This setup insures the quickest and most accurate information for you as a client, and in the most economical manner possible.

Checkbook IRA Facilitators and Regulatory Oversight

The Claim

Checkbook IRA facilitators have no regulatory oversight which means that investors are not protected.

The Truth

No IRA model, self-directed or otherwise, insures the safety of your retirement funds. Just ask the millions of investors whose IRAs were decimated when the market crashed. An IRA, by its very definition, is an investment platform, which allows for both profit and loss. If you make good investments, it will profit. If you make bad investments, it won't. What's causing the confusion here is the fact that custodians do have mandatory regulation. However, this regulation does not extend to the retirement funds while they are placed in investments. It only refers to the handling of the funds while the custodian is holding them. In this sense it's similar to FDIC insurance at your local bank. The FDIC covers funds held by the bank, while the FDIC does not cover funds that are currently sitting in outside investments. Once again, this claim is seemingly based upon an intentional misrepresentation of the kind of regulation that is imposed.

One further point bears mentioning, and that comes in the form of a simple question. Where would you feel more comfortable storing your retirement funds: in a checking account to which only you have access or in a third-party account to which you do not have direct access? Checkbook control puts your funds under your control. You won't have to spend nights worrying if somebody is mishandling your money behind a third-party screen.

Checkbook IRAs and Business Taxes

The Claim

A Checkbook IRA will expose your self-directed account to unnecessary business taxes (UBIT).

The Truth

UBIT (Unrelated Business Income Tax) is a tax that is charged for running an active business as part of your retirement account. The logic behind this tax is so that retirement funds don't undercut traditional businesses by utilizing their tax-deferred status. This tax is imposed based upon a determination of whether the investment is active or passive. Passive investments, like rental properties or stocks, do not incur UBIT.

Active businesses, like grocery stores and dry cleaners, do incur UBIT. The tax has absolutely nothing to do with the platform that you are using. If you invest in an active business, then you will be charged UBIT whether you invest with the custodian model or with the checkbook model. Similarly, if you invest in a passive investment, you will not be charged UBIT in either platform.

Checkbook IRA v.
Custodian for Time Savings

The Claim

Checkbook IRA facilitators say that the checkbook control platform will save you time. Yet, they fail to mention the non-time related advantages of using a custodian model.

The Truth

This is a specious argument, as it doesn't address the topic under contention, i.e. the saving of time. Just for the sake of completeness; however, let's quickly address time. It's simple. Checkbook IRAs save you a lot of time. You write a check and the investment is done. There is no paperwork, no bureaucratic hassle, and no waiting for approval. With checkbook control, the investment happens instantaneously. It's hard to get faster than that.

Now let's discuss the claim that a custodian will make administering your self-directed IRA much easier. They claim this is so because they will keep track of your IRA's paperwork. That's true – they will keep track of the paperwork; however, let us ask a simple question? How will they get that paperwork to begin with? The answer is that the investor has to be on top of it and send it into the custodian. In other words, the investor must deal with the LLC's paperwork, as well as the custodian's accompanying paperwork. It's hard to believe that this is more efficient than just keeping your LLC's paperwork in the dedicated binder that you receive from CheckBook IRA.

Checkbook IRA v.
Custodian for Saving Money

The Claim

Checkbook IRAs actually come out to be more expensive than custodian IRAs.

The Truth

This is one of those arguments that shouldn't even have to be made. As an investor, all you have to do is ask for a fee schedule and compare the different platforms. Their claim is absolutely correct in the fact that you shouldn't fall for promises of saving money. Run the numbers yourself and you'll find in the vast majority of cases, the checkbook control model comes out significantly cheaper than the custodian model.

Checkbook IRAs and Auctions

The Claim

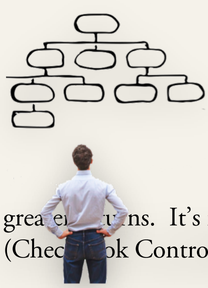
Checkbook facilitators falsely state that you can't use a custodian model to purchase assets at an auction.

The Truth

CheckBook IRA has never made such a claim. However, we'd certainly be interested in finding out how the process could be simpler than signing a check. As for post-auction paperwork, please see above. A custodian never saves you on paperwork, and certainly not for free. Find out what your role in the paperwork process will be, and what transaction fees will be imposed by the custodian for their role.

You are the Custodian, Administrator and Trustee of the Self-Managed Solo 401(k) commonly called the CheckBook 401(k)

With the Self-Managed Solo 401(k), you are the Custodian, Administrator and Trustee, thereby, giving you the ability to do all the same things as you would in a CheckBook IRA only you wouldn't need an LLC or the involvement of a custodian. You are administrating (buying, selling, paying bills, collecting proceeds, etc.) the investments in the name of the Solo 401(k). There would be some of the same limitations as the Checkbook IRA, in that you can only do administrative duties with the investments and must hire any labor for repairs or improvements. As with the Checkbook IRA, you have the freedom to control the funds as you see fit. But, unlike the Checkbook IRA, with the Solo 401(k), you can leverage your real estate purchases or holdings through non-recourse financing (financing that if defaulted on, only has the property as collateral and cannot go after the Trust or yourself for repayment), without UBIT Tax on the leveraged amount. With any IRA (Traditional or Roth) invested in real estate, if you leverage your real estate, you would need to pay UBIT on the loan-financed portion. If the IRA obtained a non-recourse loan to buy the investment property, then taxes would need to be paid on the percentage of profits associated with the ownership percentage of the amount of debt financed. Expenses and depreciation can be used to minimize the profit calculation on the debt leveraged percentage of the property.



For example, say your IRA paid $100,000 and you also utilized a non-recourse loan for $100,000 to purchase a property worth $200,000. This means the ownership is split 50-50, with your IRA owning 50% of the property. If in a few years the property appreciates and you decide to sell it for $1,000,000, you would split the return on the sale the same way. Your IRA would receive 50% of the proceeds (or $500,000, minus additional costs) with the other $500,000 subject to UBIT.

This is not the case with the Solo 401(k), where you are able to leverage without the UBIT allowing for greater returns. It's fairly obvious that the most efficient, cost-effective way to invest in Real Estate is through a self-managed (CheckBook Controlled) IRA or Solo 401k. This method also allows you to get creative and mix your investments.

Funding Your Account for Investment

Most people doing real estate investments have funded their new Checkbook controlled account with a rollover from a previous IRA or 401(k). You can lump Traditional retirement plans into one Checkbook IRA LLC, but you must have separate accounts for a Roth IRA and inherited IRAs. The Solo 401(k) is a little bit different. You can roll over Traditional IRAs and 401(k)s, but you cannot rollover Roth IRAs or inherited IRAs. You can also make the normal contributions.

Traditional IRA deduction income limits for 2018 and 2019

Filing status	Full deduction if modified AGI is ...	Partial deduction if modified AGI is ...	No deduction if modified AGI is ...
Married filing jointly and you're covered by retirement plan at work	2018: $101,000 or less 2019: $103,000 or less	2018: More than $101,000 but less than $121,000 2019: More than $103,000 but less than $123,000	2018: $121,000 or more 2019: $123,000 or more
Married filing jointly and your spouse is covered by a retirement plan at work	2018: $189,000 or less 2019: $193,000 or less	2018: More than $189,000 but less than $199,000 2019: More than $193,000 but less than $203,000	2018: $199,000 or more 2019: $203,000 or more
Single or head of household and you are covered by a retirement plan at work	2018: $63,000 or less 2019: $64,000 or less	2018: More than $63,000 but less than $73,000 2019: More than $64,000 but less than $74,000	2018: $73,000 or more 2019: $74,000 or more
Married filing separately and you or your spouse is covered by a retirement plan at work	2018: Not available 2019: Not available	2018: Less than $10,000 2019: Less than $10,000	2018: $10,000 or more 2019: $10,000 or more

Traditional IRA Contribution limits for 2018 and 2019

Filing status	Modified AGI	Maximum contribution
Married filing jointly or qualifying widow(er)	2018: Less than $189,000 2019: Less than $193,000	2018: $5,500 ($6,500 if 50 or older) 2019: $6,000 ($7,000 if 50 or older)
	2018: $189,000 to $198,999 2019: $193,000 to $202,999	Contribution is reduced
	2018: $199,000 or more 2019: $203,000 or more	Not eligible
Single, head of household or married filing separately (if you did not live with spouse during year)	2018: Less than $120,000 2019: Less than $122,000	2018: $5,500 ($6,500 if 50 or older) 2019: $6,000 ($7,000 if 50 or older)
	2018: $120,000 to $134,999 2019: $122,000 to $136,999	Contribution is reduced
	2018: $135,000 or more 2019: $137,000 or more	Not eligible

Exceptions to IRA Contribution Limits

Not surprisingly, there are a couple of caveats you should know about concerning the IRS.

You generally can't contribute more than you earn.

If your taxable compensation for the year is $4,000, that's also your IRA contribution limit.

If you're a nonworking spouse, you can have what's called a spousal IRA as long as your spouse earns enough to cover the contribution.

That means if you both want to contribute the maximum to an IRA for 2019, and you're both under 50, your spouse will need to earn at least $12,000 (to cover the $6,000 annual maximum for each of you). (The limits are up from $11,000 for the 2018 tax year.)

Also, the limit does not apply to transfers from other retirement accounts, such as those used to create a rollover IRA. (Please also note the deadline for IRA contributions for any given tax year is Tax Day — typically April 15 — of the following calendar year. That means, for example, that 2018 IRA contributions can be made all the way through April 15, 2019.)

What if I don't have enough money in my Account to cover the investment?

This question comes up quite often. If you don't have the funds to complete the purchase you would like, you have several different options.

Partner with another person. Your LLC would own a percentage and the other person would own a percentage. All proceeds, expenses, etc., would be split proportionately.

Partner with yourself or a disqualified party. When choosing this option, the property should be managed by a third person management company with neither party involved administratively.

Lastly, obtain non-recourse financing. You may choose to work with a bank or institution that specializes in non-recourse real estate loans or the option of using a private party.

The trick to this is each situation is different and it's important that if partnering, you contact a professional to help facilitate the process as you do not want to take chances on disqualifying your plan. There are many opportunities for real estate investment with even small amounts.

Process of Operation

There are three distinctly different processes that are dependent on the type of program you have.

1

The first one being, a Self-Directed real estate investment that is completely controlled by the custodian and the sponsoring entity. The custodian and sponsoring entity act as manager of the IRA, completely managing the investment and all the reporting. There are usually shares that are purchased and will require regular reports on the progress of the investment. There is nothing else to do except Monitor the share value. One thing to note with this type of investment, is that you must make sure that if the investments are leveraged, UBIT Taxes have been accounted for. We have had prospects call us wondering why their investment return suffered after a sale of property. The reason being that UBIT was then applied.

2

The second type of IRA used to invest in real estate is the self-directed IRA that has an LLC attached to it and the LLC and IRA are partners. With this process, every transaction is run through the custodian whether it is collecting money or paying bills. This is the most common set up for the custodian, who then keeps control and is also able to charge transaction fees as monies flow back-and-forth.

The majority of time with this system, you would be considered "the manager" of the LLC but you would not have full Checkbook Control and any business conducted in the name of the LLC or for the benefit of the LLC would have to be run through the custodian for either a sign-off of the contract or a processing of funds. Using this process, with you being a manager, you do have more control over the investments and the collections of monies, but, you must also be very diligent to submit the proper forms and know the timing to get the custodial approval of the investments so that the transfer of title and agreements can consummate in a timely fashion. This system might seem like the best of both worlds, self-control Plus someone doing the book work, but, there are some down sides. On purchase agreements for real property, the custodian must sign off in a timely manner or the purchase agreement could be voided because deadlines aren't meant. During the foreclosure crisis many banks would not accept purchase agreements from self directed IRAs for they could not be consummated in a timely manner. Secondly, it becomes impossible to buy anything at an auction, such as foreclosures, tax liens or anything that needs an immediate deposit or complete signature of the contract. Disposing of an asset with this system can also be very cumbersome and if you can't act in a timely manner it can also be expensive. Buyers usually only wait so long before they start getting buyer's remorse and cancel the transaction or force you to giveaway dollars to keep them in the deal. In a seller's market, this is not a problem, but in most normal markets or a buyer's market, failure to make a timely decision can be a real detriment. There are times you might want to sell an asset or change custodians and this method will really handcuff you.

3

The third process for doing your real estate investing with your retirement plans, is the pure Checkbook IRA or the Solo 401(k), (where you are the custodian and the administrator). Let's start off first with the checkbook IRA: In this situation, an LLC (owned by the IRA) is formed, that you are the manager of, and the custodian has no interaction with the investments that you make in the LLC.

CheckBook IRA or Solo 401(k)
Self Managed

With the CheckBook IRA, you would write a purchase agreement in the name of the LLC and as the manager, you would execute the documents, pay the bills and do everything necessary without running it through the custodian. If you buy Trust Deeds, you go to the auction, bid on the deed and pay for it there with a check from the bank account of the LLC. You would do all of the business with the investment as you would do personally only you would be doing it in the name of the LLC. It's an extremely simple way to do business as nobody else is involved except you and the seller, or you and renters if you rent property, you and your contractors, if you are paying their bills. Everything is done at the local level. The only interaction you really have with a custodian under this system, is that every year you will get a valuation certificate. It will ask you the value of the LLC. You total up what is in it, cash and investments, send it off and away you go. Now, if you are making personal contributions, taking distributions of personal funds, then, yes, you will run that through the custodian. But, all of your business and all your real estate investing is done right at the local level.

With a Solo 401(k), that you have complete administrative control over, you would make your investments in the name of the Solo 401(k) just like you would if you were the administrator for a large company's 401(k). It is not necessary to go through a custodian for permission, it is all up to you at the local level. Again, you would do virtually everything in a real estate transaction on the local level.

Now the only thing with both programs to watch out for is to make sure you do everything in the name of either the Solo 401(k) or the LLC. There are other ways to invest with your LLC or Solo 401(k), but we will not get into that right now.

With either the CheckBook IRA or the Solo 401(k), you will be doing all of your investing locally. It is important when you are dealing with the title companies and the real estate companies that you go over the process with them. Many of them are used to dealing with a custodian and do not fully understand the checkbook control concept. You want to make sure the Realtor and the title company understand that you have the ability to do all the administrative work in the transaction. There isn't anything that they need the custodian to be involved in.

Lastly, the one thing to be sure of is, when asked for an EIN number (the EIN number is a number that the government assigns as an identifier of the entity), that you give them the EIN number of the IRA. We provide that to our clients. I can't speak for all Checkbook Set Up Companies, but, we supply both the EIN for the LLC, which the only time you would use that is when you open up the LLC checking account at the bank. Also, the EIN for the IRA, which you would be giving to anyone who would be paying you money, a management company or that sort of thing.
In a Solo 401(k), the EIN number is what you would use at all times.

Of these three systems, you can see the Checkbook Controlled process is the simplest. It puts the onus on you to do the paperwork and make sure it's correct, but, it is also very efficient. You can act quickly. If you find a property today, you can virtually purchase it and have a solid contract on it by this evening. The other Self-Directed process is a longer chain of events. The first process you pay your money and watch for your returns. These are the three ways that the process works. It's up to you to decide which is best for you.

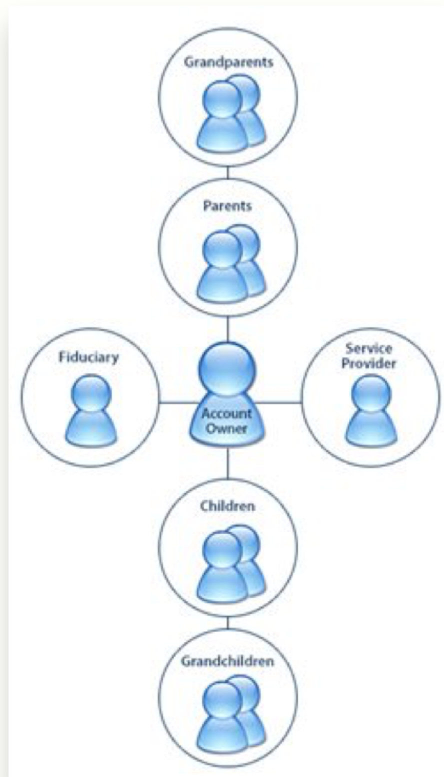
Disqualified Individuals

Your IRA may not buy an investment from or sell an investment to a disqualified person as defined by Internal Revenue Code Section 4975. To do so is known as "self-dealing". This also applies to funds in a Solo 401 (k)

Additionally, investments made with self-directed IRA (and Solo 401 (k) funds must be at arms length, which is most often defined as a willing buyer and willing seller coming together with no undue influence from outside sources.

Disqualified Persons Defined

Disqualified persons are individuals or entities between whom or which an IRA is prohibited (absent a special exception) from engaging in any direct or indirect sale or exchange or leasing of any property; lending of money or other extension of credit; furnishing goods, services or facilities; or transferring to or permitting the use of IRA income or assets.



- Fiduciaries (which in the case of a self-directed IRA includes you, as the IRA owner).
- The following family members of the IRA owner:
- Service providers of the IRA (e.g., IRA custodian, CPA, financial planner).
- An entity (such as a corporation, partnership, limited liability company, trust or estate) of which 50% or more is owned directly or indirectly or held by a fiduciary or service provider; also a partner which holds 10% of a joint venture of such entity.
    - Spouse
    - Parents
    - Grandparents and Great-Grandparents
    - Children (and their spouses)
    - Grandchildren and Great-Grandchildren (and their spouses)

[*NOTE:* The term "disqualified person" under the Internal Revenue Code Section 4975 does not include siblings (brothers and sisters) or aunts, uncles and cousins of the IRA owner.]

In Conclusion

I've outlined for you the different ways to invest your retirement dollars into Real Estate and the different types of real estate investments available. It's important that you realize what you want to accomplish and what works best for you because there is no right plan that works best for everyone. It's also important to sit down and talk to someone who can guide you professionally by showing you the options. As you read through this, it may seem evident that having Checkbook Control for your Real Estate Investments is the best, quickest, and usually gives you the highest returns, but, it might not be for everyone, this is not a one size fits all. It is something that you have to be invested in and understand what you are getting yourself into. It can be extremely rewarding, but also can be extremely frustrating if you are the type that wants to put your money somewhere and walk away and not think about anything again. So, take a look at what works for you. We will be adding on to this pamphlet periodically, sharing with you some tips and tricks of the trade for Real Estate Investing. It will give you more insight on how to get the best properties and how to manage and take advantage of your investment savings in the best ways possible.

I hope you found this first segment informative. This E-Book is put out by Checkbook IRA, LLC and we are more than happy to answer any questions you might have. Whether you are a client of ours or a prospect that is thinking of investing in Real Estate, we will be happy to help you and/or your financial consultant find the best program for you. Thank you.

About The Author

This instructional book has been put together by our President, Peter Rizzo. He has extensive experience in the Real Estate Industry and Real Estate Investing. He was a Senior Vice President for one of the Country's Largest Real Estate companies and spearheaded many of their most profitable ventures. Peter has also been a successful investor himself. He has invested in flips (before they became popular), single and multi-family homes, contract for deeds and even a golf course. He has seen many market upticks and survived the market crash of 2008. This last crash, which decimated many portfolios, cemented his belief in investing in real estate. His favorite quote is, "**When a lot of investments turned into a piece of worthless paper and unmet promises, Real Estate investments still produced revenue. The value of the portfolios went down, but the income persevered.**"