



# RE CAPITAL GROUP

## COMMERCIAL REAL ESTATE TRAINING PROGRAM





Cheryl Gollnick

## Meet The Owner & Developer Of The Training Program



### Background & Experience:

- Broker - Real Estate Group – a licensed Brokerage firm
- CEO of RE CAPITAL GROUP
- Real estate license for the last 25 years
- Real estate investor last 18 years – Residential & Commercial
- Real estate trainer – Residential & Commercial real estate investing
- Experience in flips, rehabs, subject to, lease option, wraps, syndication & more
- Partner in a \$10M 248 unit Apartment syndication located in Texas
- Previous Business Owner for 16 years – managing over 200 employees





## Who Can Benefit From Our Training:

- Anyone Wanting To Learn About The Commercial Market, How To Find A Commercial Deal, How To Analyze The Deal To Make Sure It's A Great Deal & How To Get The Deal Funded
- Investors Needing Information On How To Fund Their Next Deal
- Anyone Wanting To Learn How To Broker Commercial Bridge & Hard Money Loans without a license (NO license is required to broker private money loans)
- Licensed Agents Wanting To Learn Commercial So They Can Sell Commercial Real Estate (a real estate license IS required to sell commercial real estate)
- Anyone Wanting To Work With Us By Brokering Loans Through Us Or To Sell Commercial Real Estate, With Us Acting As The Broker Of Record (More On This Will Be Discussed Later On In This Presentation)
- NEW, in the near future anyone with a real estate license in California and an NMLS endorsement will be able to broker loans through us



## What We Focus On In Our Training

- ❖ How To Find & Analyze Commercial Deals
- ❖ How To Fund Deals Without Conventional Bank Loans
- ❖ How To Use Bridge & Hard Money Loans To Purchase Or Refinance Commercial Property
- ❖ Learn Why The Rules Of Lending Are Different When It Comes To Banks Versus “Private Money” Lenders
- ❖ Learn How To Close Private Money Loans In Less Than 30 Days
- ❖ Learn Why You Don’t Need A Real Estate License To Broker Private Money Loans

\* Training is provided online so you can access the training anytime 24 hours per day



**We Give Investors  
What They Need**



## What Else Is Covered:

- The Commercial Real Estate Market (past, present and future)
- Types & Classes Of Commercial Real Estate
- Capitalization Rates & How To Determine True Value
- Why Conventional Banks Aren't Lending Like They Used To
- Why There's A Need For Private Money Sources
- Difference Between Bridge Lenders & Hard Money Lenders
- Commercial Lending Parameters & Rates
- We Answer The Question We Get The Most  
"Why does a buyer or property owner looking to refinance their commercial loan agree to a private bridge or hard money loan that offers them only a short amount of time to pay off the loan and a rate that may be close to twice what a conventional bank would offer them?"
- How To Find The Investors (Borrowers) That Need Private Money Loans
- What Sources To Avoid When Looking For Borrowers
- What Paperwork To Collect So You Can Analyze The Deal
- What Information Is Critical To Determining Value
- How To Use Our "Quick Qualifier For Loans" (our spreadsheet)  
To Determine Within Minutes If You Have A Good Deal Or Not
- How To Package The Loan & Present It To The Lender In A Way That  
They Will Think That You've Done This For Awhile
- If You're A Broker – Learn How To Present The LOI or Term Sheet To The Borrower  
In A Way That Will Insure That The Loan Gets Funded
- PLUS Much More!



## **After Training, You Can Use The Knowledge You Gain From Taking This Course To Invest In Commercial Real Estate, To Work On Your Own To Broker Loans, Or To Work With Us**



### **What Loan Reps Earn If They Work With Us:**

- Fees paid to the loan rep equals a percentage of the total loan fees earned by the brokerage
- Fees are based on the loan amount. Ex: a commercial loan of \$5,000,000 would net you \$25,000-\$37,500
- To earn these fees, you must have a NMLS license, unless the loan is provided by a private lender

### **What Reps Earn If They Refer Distressed Commercial Properties To Us To Be Purchased By Us Or One Of Our Investors:**

- Fees paid are .5%-1% of the purchase price. Ex: a commercial deal that we or our investors purchase for \$2,000,000 would net you \$10,000-\$20,000, depending the amount of work you do
  - We pay .5% of the purchase price if you come in contact with someone who wants to sell their property; you get the details of their situation; you go to our website and fill out the Sellers Form (inserting your contact information as the referring party) and let the seller know that we will be contacting them about purchasing their property
  - We pay 1% of the purchase price when you do the previous work, plus, you visit with the owners; fill out a sheet letting us know what repairs need to be made to the property; take photos and send the repair list and photos to us

Note that buyers are allowed to pay referral fees to parties that refer deals to them to purchase and the referring party will be paid at close of escrow by the buyer/investor.





## What You Get With Our Online Training Program:

- ✓ Access To Webinars Covering All The Training Topics
- ✓ You Get The Quick Deal Analyzer Spreadsheet
- ✓ You Get The Cash Flow & ROI Spreadsheet  
(this tracks all the transaction details regarding the purchase, rehab, holding and sale of your deal and can be used when putting together deals with partners to show returns on capital invested)
- ✓ Commercial Terms & Commercial Formulas
- ✓ Forms, Documents, Resources, Loan Submission Forms & Documents, Broker Fee Agr., etc.



**\$495** (is all you pay for the online training and membership fee)

This price is being offered for a limited time and may change without prior notice



We are offering the training at very low cost in hopes that training members will work with us after they complete their training. Having said this, members are in no way obligated to work with us after their training.

If members choose to refer below market deals to us to purchase or refer commercial loan requests to us (using private lending), we pay the member a great referral fee at closing.

**[Click Here](#)** to order the training

Next, go to the website **[www.recapitalgroup.net](http://www.recapitalgroup.net)** and click the tab “Commercial Training Register Here” to register for your access to the online training area

When you register, we will provide you a website Member Login so you can access the training webinars and materials 24 hours per day as soon as your payment processes.

Note that online training is presented in webinar form once you login. You’ll receive all the in-depth training you need. While attending the online training, just let us know if you don’t understand anything and we will be there to help you. It is essential that you understand the training if you want to work with us. The more you know, the better deals you will bring us and the quicker you will get your deals closed or funded.

P.S. If you are interested in our Syndication Training (which teaches you how to be the syndicator and earn tremendous fees by putting together syndications (group deals formed by pooling multiple investor’s money to do the deals), click the tab Syndication Training Overview on our website to view the presentation. **[www.recapitalgroup.net](http://www.recapitalgroup.net)**





THANKS FOR VIEWING THIS PRESENTATION

QUESTIONS? CALL CHERYL GOLLNICK DIRECT AT **(951) 318-6420**

WE LOOK FORWARD TO MEETING YOU AND WORKING WITH YOU SOON



Ph (951) 318-6420

eFax (877) 529-2480

[admin@recapitalgroup.net](mailto:admin@recapitalgroup.net)

Click this link to return to our training website:

[www.learntofliprealestate.com](http://www.learntofliprealestate.com)

[www.recapitalgroup.net](http://www.recapitalgroup.net)