Private Money Investment System
Preview Of What You Will Learn

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Introduction

We already know how valuable investing in real estate can be. But why not take it a step further and reinvest the money you’ve earned by using the same type of underlying security, private mortgages for real estate.

Private money investing includes directly lending your private money to individuals or professionally managed real estate funds, while securing that loan with a mortgage against real estate. Private mortgage lending is an alternative to conventional real estate lending where private individuals or private funds take on the role as the lender and/or the bank. Traditional real estate lenders include banks, government agencies, insurance companies, and pension funds. More and more, however, private individuals or professionally managed funds are investing in real estate loans to meet the needs of certain types of real estate borrowers.

There are many benefits to becoming a private lender. If you approach it the right way, you can eliminate many of the risks and truly establish your financial strength. The first thing you need to ask yourself is whether or not you can afford it. Just because you have some money sitting in the bank, it doesn’t mean that you should throw all of it into an investment opportunity. It’s plain and simple: don’t become a private lender if you can’t take the time to understand the risks and how to mitigate those risks. However, if you are ready to take advantage of this opportunity but just aren’t sure of your ability; don’t worry, we’ll discuss a potential solution that lies in a fund structure.

*Be so smart as an investor that even your money is out making you more money.*
In order for a private money loan to work, three elements need to be in place: a borrower, a lender, and a lot of paperwork. A private money lender is an investor who makes loans secured by real estate, typically charging higher rates than banks but also making loans that a typical bank would not make. While banks and other institutional lenders may offer the lowest interest rates, they simply do not provide the same combination of speed and transparency in the decision-making process, along with quick access to capital, that hard money can.

To be a successful investor, you must truly understand the ins and outs of raising money. To become a successful private money lender, you need to know even more.

**Identifying the Borrowers**

Without money, real estate investing does not exist. Real estate investors need to actively work on bringing in private money loans to fund their investment opportunities. When a good deal and an investor are sitting face-to-face, the investor must work quickly to beat out the competition. In order to make an offer on a piece of property, it is expected, and often required, that the investor pairs their offer with an earnest money deposit.

In most cases, investors can’t use their own capital, so they have to raise capital from private money lenders ahead of time. Even if an investor has the capital to use, it is not recommended that they use it, in order to protect their nest egg. Investors must reduce their overall risk to keep their business running efficiently. Using your own capital is not a very savvy business decision. The doors opened by attracting private lenders will position an investor’s business for immediate success. Instead of investors having to pooling money or stretching every last dollar that they have, private money gives them options and helps them to grow their business.

Another key factor is that out of all the available lending options, private money is often obtained the quickest. When cash is obtained quickly, a borrower may close quickly on a sale of property. In a fast appreciating market such as the Southern California multifamily market, the money sacrificed at the closing table is offset by the benefit of immediate appreciation, or a shorter timeline for redevelopment. So, while at first glance it may look like the borrower is paying too much to acquire these loans, it is still a better
option to utilize other people’s money (OPM) to reduce your overall risk and keep their business running efficiently. The return in the long run is well worth it.

Borrowers come in all different shapes and sizes and from all different aspects of the business. Overall, there are four different categories of borrowers in real estate investments:

#1 **Rehab / Sell**
These are real estate investors who typically purchase a residential property and complete renovations with the intention of reselling once the project is complete. Borrowers in this sector find private money attractive because conventional banks will often not lend on properties in poor condition. Additionally, quick access to funds allows the rehabber to act quickly on new opportunities.

#2 **Rehab / Rent (refinance)**
There are also real estate investors who typically purchase a residential property and complete renovations with the intention of renting the property for cash flow. The investor will use private funds until the project is complete and leased, then will refinance with a conventional loan. Borrowers in this sector find private money attractive because conventional banks will often not lend on properties in poor condition. Additionally, quick access to funds allows the rehabber to act quickly on new opportunities.

#3 **Builders / Developers**
Builders and developers will purchase vacant land to permit and develop into residential or commercial use. This type of purchase falls outside of typical bank financing. Borrowers in this sector are interested in private money primarily based on the speed with which the funds can be available. Also, many banks will not lend on speculative development.

#4 **Commercial Investors**
Finally, a real estate investor may seek to use private money as a “bridge loan” for a commercial property where a conventional bank will not lend on an unstabilized asset. Private money can be used during the value-add or leasing process until the borrower can obtain conventional financing once stabilized.

So while private money loans are more expensive and often have more burdensome terms than a standard mortgage backed by the federal government, Fannie Mae or Freddie Mac, often times a hard money loan is the best option for a borrower. Hard money lending is a fundamental tool for many real estate investors, essential to building and growing real estate businesses.

“We owe it to hard money for getting our business off the ground. Were there cheaper ways to find money out there? Probably. But early on in our careers, tracking down that financing was not that easy. We quickly found out that hard money was going to afford us the ability to grow our business at a steady pace. Our success depended on a steady source of capital.”

-Than Merrill
Why Borrowers Use Private Money Lenders

**Speed to Purchase**
The quick turnaround time and availability of funds provide borrowers with greater flexibility when making offers and purchasing properties. A private lender can usually underwrite and fund a loan in as little as 7-21 days. Most banks require between 60-90 days to approve and fund a loan.

**Asset-based Lending**
Private lending is primarily driven by the underlying value of the real estate, not necessarily the borrower’s credit and/or financial capacity. This also means that private lending does not show up on your credit report.

**Control & Profitability**
Private lending allows borrowers to manage and control a project independently and increase profitability by not taking on equity partners as a source of capital, which will require a percentage of the profit.

**Shorter Term Loans Without Prepayment Penalties**
Private mortgage loans typically have a shorter term than conventional loans, which allows borrowers to complete the project and payback the private lender without being subject to prepayment penalties.

**Guarantee of Capital**
Knowing that investors will have big brother in your corner who has deep pockets will allow borrowers to reduce one of the major striking points that they typically have. It allows them to expand their business when they have a predictable and reliable source of capital for your deals.

Understanding the Lender
What makes a good private money lender? Money and experience. The most successful private lenders have extensive real estate experience and a proven process to identify powerful lending opportunities. Successful lenders also tend to be hyper localized. Knowledge of the local real estate market is extremely important to enable property inspection and an understanding of actual market values and transactions. As the investor in the deal, there are also plenty of reasons to participate. As we’ve mentioned, lenders typically charge much higher interest rates than banks. They do so because they fund deals that do not conform to bank standards such as verification of borrower’s income, assets, or credit score. We’ll talk more about lender benefits later on.
Eight Key Factors to Consider

Investors must consider several different factors in order to determine whether or not a loan opportunity is viable. These factors are often overlooked by the inexperienced.

**Market Value**
Private mortgage loans are based primarily on the value of the real estate, so an accurate determination of current market value is imperative. The determined market value will dictate the loan amount based on the lender’s loan-to-value requirements.

**Borrower Credit**
Although greater emphasis is placed on the value of the real estate, an analysis of the borrower’s credit and financial situation should always be completed and incorporated in the overall underwriting.

**Borrower Equity**
Most lenders will require the borrower to put some of their own money into the deal (“skin in the game”) to prove a certain level of financial standing and that they are committed to the project.

**Additional Collateral**
In cases where the borrower’s financial situation is not as strong, additional outside collateral can be attached to the loan, also known as “cross collateralization,” which provides additional security to the lender.

**Lien Priority**
Most private mortgage lenders will require a first lien position on a loan to provide the greatest level of security. A review of any existing liens at the time of the loan is included in the title insurance policy.

**Pricing Strategy**
Investors will typically adjust the proposed loan terms and pricing to account for deals that are more or less risky.

**Exit Strategy**
The exit strategy of the borrower will often determine the viability of a deal from the investor’s perspective and will dictate how the deal is underwritten.

**Due Diligence**
Due diligence includes verifying the borrower has appropriate insurance coverage on the property as well as the review of any third party reports (appraisal, property condition, environmental, etc.). We’ll talk more about this next.
The Due Diligence Process

In order to safely and properly complete a private money loan, there is a good amount of due diligence needed. While a conventional lender may look straight at the ability of the borrower to pay back the loan, the private money lender looks at the property and its ability to repay the loan. The knowledge to do good due diligence and access the viability of the project is why most successful hard money lenders have a background in real estate.

Required Documentation

The process and documentation for a private mortgage loan are very similar to that of a conventional real estate loan. The borrower will sign a promissory note (written promise to repay the loan under specific terms) and a mortgage (recorded document that serves as security for the lender). Residential loans may require an appraisal from an outside party; a property inspection report; a geology inspection (based on the location of the structure); and the borrower’s financial records. An in-person inspection of the property is almost always part of the decision-making process, which is why so many private money lenders choose to focus locally.

Before considering the property, consider the neighborhood.

The types of people the neighborhood attract will determine the kind of people attracted to the property.

- What competition is out there?
- Are there indications of disposable income and/or credit among the neighbors?
- What kind of condition are the surrounding properties in?

Each hard money lender’s requirements tend to vary. However, the typical loan documents required for a hard money loan include the following:

- **Letter of Intent (LOI)** for a hard money loan is to provide a quick means to be sure that both the prospective borrower and lender are on the same page. Although this document is not legally binding on either party, it serves to put the prospective deal “in writing” and helps to avoid any miscommunication or misunderstandings.

- **Purchase and Sale Agreement** is required if a borrower is completing a loan to purchase the property. This means that both the buyer and the seller are to sign the document.
• **Preliminary Title Report** to ensure that the property’s title is free and clear of other loans, liens, or judgments.

• **Title Insurance** helps protect someone who has purchased real estate against another party making a claim challenging the ownership of the property and the seller’s right to enter into a transaction. The reason why hard money lenders insist on being covered under title insurance is to enjoy the same protection as the borrower.

• **Proof of Funds** will likely be required if a borrower is putting a percentage of money down as a down payment. It is necessary to prove that the borrower has access to sufficient cash to perform any and all proposed property renovations. Typically a bank statement, retirement account statement or other legal form is acceptable.

• **Proof of Insurance** is required for either a purchase or refinance to avoid a devastating loss.

• **Personal Guarantee** puts the borrower’s own assets - such as real estate, savings, or other valuables on the line should they become unable to pay the lender back.

• **Mortgage Note** is a promissory note secured by the mortgage loan. The structure of the loan is agreed upon and document signed by the borrower.

**Helpful Tip!**

Always double or triple-check your paperwork to make sure everything is in order, and then verify it with an attorney.

**Legal Documentation**

A traditional one-page form note and two-page form deed of trust no longer addresses the myriad of issues in today’s legal environment. Environmental issues need to be addressed, along with lending issues, and enforceability of securities and protections. Legal documentation should be at a level consistent with that employed by institutional lenders, only eliminating provisions that may not be relevant or not needed. Additionally, special consideration needs to be given to a well-drafted broker’s affidavit, especially in states that a licensed real estate broker must broker an otherwise unethical loan.
What Attracts Investors?

We all want to build wealth. That's why we began investing in real estate. As rookie investors become seasoned investors, they strive to aim higher. Leaving your hard-earned money in a savings account is no way to protect and grow your assets. At the end of the day, you are securing a loan with real estate that is worth much more than the loan. If done properly, private money lending can sometimes be less risky than owning real estate, if done properly.

The Main Attraction

It should be no surprise that the biggest motivation for an investor is the return on investment. Money means security for you and your family, and we all want that. Private mortgage lending has typically provided an annual return of 8-10%, based on the historical interest rates charged to borrowers. Below, you will find a comparison of alternative investment returns over a ten-year period.
Pros and Cons of Private Lending

As with any new business venture, you will face both positive and negative circumstances. The decision of whether or not to proceed with this moneymaking strategy lies in the balance. Do the pros outweigh the cons for you? Let's review some of the biggest pros and cons involved in private investing.

**The Pros:**

- **Reliable Cash Flow**
  While there are no guaranteed returns, private money investors can typically expect 8-10% annual returns. They may also receive monthly interest payments, depending on how the loan is structured. If an investor chooses to work with a security grade real estate fund, such as Grand Coast Capital, payments can be either returned to the investor, or reinvested.

  Remember, this cash flow isn't your normal cash flow. This is cash flow that comes without having to rehab houses, without owning properties, without dealing with tenants, and without having to qualify for any mortgages.

- **Security / Capital Preservation**
  Loans are typically secured by a first position “priority” lien on real estate properties. Additionally, the Loan-to-Value (LTV) ratios are typically 60-70% allowing the invested capital to be preserved in the event of foreclosure or declining property values during the term of the loan.

- **Investment Diversification**
  Investors are allowed to diversify their overall investment portfolio with real estate assets, without being subject to property ownership headaches. These loans also offer the same diversification benefits as property ownership, but with more passive participation.

- **Low Volatility**
  Loans are typically short-term in length (12 months or less) which can mitigate potential market risk and interest rate risk.

- **Passive Investment**
  Investment in private loans is a “passive” investment in contrast with direct real estate ownership. Investing in a managed private loan fund is more “passive” than being a direct lender because the Fund handles all aspects of the lending process.
The Cons:

- Investing in private mortgage lending is not FDIC insured and returns are not guaranteed.
- Real estate markets can be volatile and unpredictable, which can lead to a decrease in the underlying value of the real estate, which serves as security for the private mortgage loan.
- Borrowers may default on their loans and private mortgage lenders must have necessary experience and capacity to handle a default and potential foreclosure process in order to protect their investment.
- Private mortgage lenders must have familiarity with federal, state, and local lending regulations and ensure their loans are in compliance.
- The duration of projected cash flows may not be realized in the event of prepayment by the borrower.
- Reinvestment risk exists if the capital is not redeployed after the loan payoff occurs.

As with any investment, investing in private real estate loans does present inherent risk. Investors can mitigate some of those risks by investing with experienced private mortgage lenders who can properly analyze, identify, and manage these risks.

Helpful Tip!

As a private money lender, only lend on properties that you would consider purchasing for the loan amount the day you make the loan. That way you will not mind taking over the property if the borrower defaults. Therefore, you will not lend on property or in areas in which you do not feel comfortable.
Direct vs. Passive Lending Options

Within the realm of private lending, there are two separate groups. First, there are those who choose to participate individually, typically doing so locally and in smaller amounts. Then there are those who choose to participate in a professionally managed fund group. These groups have more capital to invest and provide more assurance of closure and investment opportunities. When you are choosing between these options, you are ultimately choosing whether you would like to passively participate or actively participate in this opportunity.

When you lend directly, you own and control 100 percent of an individual loan secured by real estate property. When you work with a managed fund group, you have the option of working with a network of investors who can step in, helping you to take a step back. Below is a chart that shows you the difference between working passively with a fund, such as Grand Coast Capital, or actively on your own.

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<tr>
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<th>PASSIVE</th>
<th>ACTIVE</th>
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<tbody>
<tr>
<td>Diversification</td>
<td>Fund provides diversification by property type, loan type, loan amount, borrower, geography, and term length</td>
<td>Minimum unless invest in multiple loans</td>
</tr>
<tr>
<td>Ownership Structure</td>
<td>Investors have an ownership interest in the Fund, which controls and manages a portfolio of 1st position real estate loans. The Fund has the same ownership rights as</td>
<td>Own and control 100% of individual loan secured by specific real estate property</td>
</tr>
<tr>
<td>Loan Opportunities</td>
<td>Consistent lending opportunities driven by the Fund’s extensive investor database and existing relationships with borrowers.</td>
<td>Limited lending opportunities due to market competition, and lenders marketing ability.</td>
</tr>
<tr>
<td>Underwriting / Due Diligence</td>
<td>An experienced investment team handles all aspects of the underwriting and due diligence.</td>
<td>Handled individually by direct lender</td>
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### Direct vs. Passive Lending Options

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<th>PASSIVE</th>
<th>ACTIVE</th>
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<tbody>
<tr>
<td>Legal</td>
<td>Your Fund team works with experienced legal counsel to handle all legal matters</td>
<td>Direct lender responsible for identifying and hiring appropriate counsel for</td>
</tr>
<tr>
<td>Loan Servicing</td>
<td>The Fund team handles all servicing and management of loans.</td>
<td>Direct lenders can do themselves or pay a third-party to service the loans.</td>
</tr>
<tr>
<td>Foreclosure / Default</td>
<td>The Fund handles all aspects of the process, with legal counsel, and investment experience.</td>
<td>Direct Lender responsible to handling all aspects of the foreclosure process, usually through the hiring and managing of</td>
</tr>
<tr>
<td>Consistency of Income</td>
<td>Capital remains deployed and earning interest (with sufficient deal flow) that is provided by large portfolio of loans in the Fund.</td>
<td>Capital is deployed and earns interest until loan is paid off.</td>
</tr>
<tr>
<td>Reinvestment risk exists if no new loans can be originated.</td>
<td>Consistent lending opportunities driven by the Fund’s extensive investor database and existing relationships with borrowers.</td>
<td>Limited lending opportunities due to market competition, and lenders marketing ability.</td>
</tr>
<tr>
<td>Length of Investment</td>
<td>24-month minimum</td>
<td>Length of investment is determined by loan, which is typically 12 months.</td>
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</table>

### Lending Directly to a Borrower

If you choose to lend directly, do so with caution. With responsibility comes a much higher risk profile simply because all of your eggs are in one basket. When something goes wrong on one deal, you have to foreclose on the deal yourself and rely on the documents you put in place to protect you. Then, you become responsible for completing the rehab project to get your own money back out.

On the plus side, anytime you remove the middleman, you are removing additional fees, possibly resulting in a higher rate of return. Further, as the sole investor, you are able to make all of the decisions. For better or for worse, the responsibility is all yours.
Professionally Managed Funds

Accredited investors have the ability to invest in a professionally managed fund. These funds are stacked with professional underwriters whose full-time job is to underwrite deals and manage the risk. The goal in this environment is not to take big risky deals. Rather, the goal is to protect the capital.

This is an excellent option for those looking for conservative returns on money that they are not looking to gamble with. You can reduce your risk by putting your money to work in a pool of private money loans and therefore spread your risk out over a multitude of deals rather than just one. Because you are spreading out your risk, remember that the return will be slightly lower. However, you are getting more security and also peace of mind. Experience is not something that can be taught, and when you are dealing with high volume capital, experience is what you need. Investors can earn a more consistent monthly income through fund structure due to larger number of loans and a fund’s ability to constantly reinvest in new lending opportunities, which can mitigate reinvestment risk.

Investors gain the ability to receive monthly distributions, or reinvest their monthly distributions to compound their interest. These funds are typically “open-ended” meaning investors can invest at any point during the life of the fund, similarly to a mutual fund. Funds also accrue reserves to mitigate any future investor capital calls. For instance, the fund can set aside additional monies every month in reserves to protect against any potential loan delinquencies, defaults, foreclosures, or any other expenditure.

Accredited Investors

In order to qualify as an “accredited investor” as defined by SEC Rule 501, the investor must meet one of the following guidelines:

- $1 million net worth, excluding primary residence, or
- $200,000 adjusted gross income last two years or $300,000 adjusted gross income with spouse

Grand Coast Capital Investment Strategy

Here is a look at the investment strategy of our affiliate, Grand Coast Capital. Their goal is to produce attractive risk-adjusted current returns to its investors by originating and/or acquiring short-term real estate loans secured by first-position mortgages on non-owner occupied one to four-unit residential properties, commercial, industrial, multi-family residential, and entitled land.
**Capital Preservation** - Grand Coast Capital believes that capital preservation is achieved by acquiring first-position loans, secured by real estate, at the proper leverage, which is typically no more than 70% loan-to-value (LTV).

**Current Income** - The Fund generates monthly income driven by the loan fees and interest rate charged to the borrowers, in addition to the payback of the loan principal, which is typically less than 12 months.

**Loan Diversification** - The Fund creates a highly diversified portfolio of real estate loans, in order to limit the exposure to any borrower, property type, geographic location, and loan type.

**Here is how it works:**

1. Each investor, through the purchase of shares in the fund, owns an undivided interest in the fund, based on their pro-rata percentage of shares.
2. The fund is managed by a group of professional investors and their operational services.
3. The fund generates income by charging borrowers loan origination fees and monthly interest payments on loans originated by the fund.
4. The fund then distributes income monthly to the investors giving them the option to either receive the income or reinvest each month to purchase more shares.

**Helpful Tip!**

*Investors can invest through their self-directed retirement accounts to avoid paying ordinary income tax.*
Taking the First Three Steps Toward Lending

Even if you aren’t ready to take the next steps towards private money investing, it’s good to know how to do it once you are. So whether this is the right fit now or a goal for you down the road, it is always beneficial to know how to get started. Depending on your situation, there are different ways you can go about proceeding with private investing. Following these three major steps will help to guide you towards the path that you need to create a healthier wealth foundation.

#1 Verify Your Qualifications

In order to participate in private money lending, it’s important that you have your sea legs first. This means that you should be actively be investing using the systems that are offered to you. If you’ve already been marketing, rehabbing, wholesaling, and you’re turning profits off of the platform you’ve been taught; then you should be ready to earn more money on that money.

If looking to put your money with a fund such as Grand Coast Capital, then you must verify that you meet the qualifications to be an “accredited investor” in the Fund. This means that you must meet one of the following guidelines:

- $1 million net worth, excluding the value of primary residence; or
- Adjusted gross income of at last $200k for last 2 years, or
- $300k including spouse; or – For entity investors, have $5 million in assets, or all the owners of the entity must otherwise by accredited

Whether you decide to use a fund, or invest privately, you really need to ask yourself if it is something you can afford. Can you maintain your monthly expenses, and still have enough left over to invest? If so, then you will benefit greatly from this investment opportunity! However, you should never put yourself or your family into a financial strain because of it. You never know what could happen in case of an emergency; so always have enough money left over as a “buffer”.
#2 Determine Your Angle

Once you know that you are qualified, you want to determine what path you are looking to take. Your choices will be based upon the amount of funding you have available, how long you want your funds tied up, and if you have the time to spend really managing the funds yourself.

Here are some criteria you will want to consider:

**Residential vs. Commercial**
Short-term financing can be provided not only for real estate investors, but also for builders, operators, and developers as well. Renovation loans, for instance, are typically made to real estate investors focusing on purchasing, rehabbing, and selling residential properties, primarily either single-family or 1-4 unit residential properties.

On the other hand you have bridge loans, which are for residential and commercial properties that need little or no repairs or improvements. Rather, a real estate investor would use a private money investor to provide short-term financing to “bridge” the timing until the sale of the property to an end buyer and recapitalize with conventional bank financing.

**Short Term vs. Long Term**
When lending private money, understand that you are lending to people who are buying and fixing real estate in a short period of time. You are fulfilling a need in the marketplace where there is short-term money required, and you are the bank.

Because of this, you will have to decide whether or not you are looking to do a one off loan here and there, or if you want a consistent flow of lending opportunities. Through Grand Coast, there are opportunities to spread your money out on multiple loans, further reducing your risk.

**Direct vs. Passive**
Are you looking for more structure? Or are you willing to do everything on your own for a bigger piece of the pie? Direct lending means you are in the driver seat. It also means you have a lot more to worry about. Passive lending, or investing through a group like Grand Coast Capital means you essentially take a back seat and make your money work for you. The business was built to do the hard labor for you. Even if you decide to go it alone, make sure you follow step number three.
#3 Speak With Professionals

If you are interested in becoming a hard money lender, you will want to speak with the right people. If you choose to lend directly, you should speak with your personal team of professionals including your Escrow Company, Title Company, and attorney.

It is an even better idea to speak with a team of people who have been private lending for a while. While you may want to try direct lending, finding a private lending company with a good track record is a very good place to start. Remember, investing with a pool of people is one of the safest ways to go. We work with Grand Coast Capital because while investing in private loans is a “passive” investment in contrast to direct real estate ownership, investing in a managed private loan fund is more “passive” because the fund handles all aspects of the lending process.

As investors, we receive monthly distributions from the Fund based upon current income generated by the Fund, which is derived from the loan origination fees and monthly interest, net of any Fund expenses.

The management team members at Grand Coast Capital are not just financial advisors or bankers; they are actual real estate investors and developers. The principals have completed over 1,000 residential construction projects, and invested and developed over $400 million in total real estate value. Most importantly, if a borrower defaults on a loan, which happens in private mortgage lending, Grand Coast Capital has the team and experience to step in and finish the project to protect its capital investment, as well as potentially earn an attractive return through the value created.

**More on Grand Coast Capital Group**

Grand Coast Capital Group was founded in January 2013 after 2 years of collaborative analysis and due diligence amongst the four principals - Jeff Carter, Paul Esajian, Than Merrill, and Konrad Sopielnikow. The establishment of Grand Coast united Jeff, who has over 8 years of real estate finance and development experience, with Paul, Than, and Konrad who have worked together for over 10 years and founded and managed multiple successful real estate companies. The four principals create a cohesive team with over 35 years of combined experience in real estate. The team's qualifications and experience cover a wide breadth of the real estate industry including private lending, development, acquisitions, construction, and education.
Wrap Up

#1
Understand the Anatomy of a Private Loan
Private lending is not something you can just jump into. Take the time to do your research and know what it takes to be successful.

#2
Decide Between Passive & Active Lending
Do you want to take a backseat or have the wheel in your hand? Passive lending means you are gaining passive income, while active lending puts all of the responsibility in your lap.

#3
Take Action
Take the first steps towards lending by speaking with a professional in your area. We recommend visiting: http://www.grandcoastcapital.com for more information.
This information is for educational purposes. We don’t believe in push-button profits—we believe in proven business systems, education, drive and hard work. We are committed to teaching you how to reach your goals. In promoting our educational programs, we illustrate success stories. We want you to know, students are not compensated for their testimonials. However, many of our most successful students join our team as Coaches and Trainers. As stipulated by law, we cannot and do not guarantee results or offer legal advice. As with any business, your results will vary and will be based on your drive, effort, follow-through and other variables beyond our control. We believe in full transparency, and a high standard of integrity, that is why we encourage you to read our full earnings and income disclaimer by visiting www.fortunebuilders.com/earnings-income-disclaimers/