



MEMPHIS DEALMAKER

A Publication of the Memphis Investors Group

January 2023

Your Next Monthly MIG Meeting is on Thursday January 12, 2023

How to Build a Rental Portfolio with Dustin

Asher and Foti Karastamatis

Early Bird Sessions start immediately at 6 pm. Central (only 1 will be streamed)

(Choose One)

Ask the Pros with Robert Burge and Matt Cates

Or

David Mendelson, Attorney

When:

Thursday, Jan. 12, 2023
Networking 5:30 pm Central

Early Bird Sessions followed by the Main Event 6:00 pm - 9:00 pm Central



MEMBERS: \$0.00
GUESTS: \$25.00

How to Build a Rental Portfolio

Dustin Asher & Foti Karastamatis

Live or Virtual

Early Bird Sessions begin promptly at 6 pm central:

Ask the Pros with Robert Burge & Matt Cates OR David Mendelson

WHEN: Thursday Jan. 12, 2023
5:30 - 9 pm central

WHERE: The College @ Mid-America
2095 Appling Rd.
Cordova, TN 38016



Register at MemphisInvestorsGroup.com



Remember, Members can bring a deal for posting or presenting to the group.

Where: (Virtual Option Available)

The College of Mid-America
2095 Appling Rd.
Cordova, TN 38016

INSIDE THIS ISSUE:

MIG Calendar of Events	2
Jan. Super Saturday	3
Don't Trust Your Property to Memory	6
Savvy Solutions for Real Estate Investment Financing	12
REIA: Home Depot Pro	14-16
REIA Supplement	18

See Inside for more...

Monthly Meeting: How to Build a Rental Portfolio on Thursday January 12, 2023 at 5:30 PM (Live or Virtual)

Location: The College at Mid-America, 2095 Appling Road, Cordova, TN 38016

Super Saturday: Find and Finance a Rental (Live or Virtual Event) on January 14, 2023 at 9:00 AM to 1:00 PM Central

Continued on Page 2

Register for the next MIG Meeting by Clicking on the Register Now Button.

REGISTER NOW

MIG 2023 Executive Officers, Board Members (A Nonprofit, 501(C)(6), TN Corp.)

Officers:

- David Hutson, President
- Joseph T. Kirkland, Jr., Vice President
- Kathy Sawyer, Secretary
- Foti Karastamatis, Treasurer
- Matthew Cates, Past President

Board:

- Dustin Asher
- Robert Burge
- Trevor Day
- Antonia Emmert
- Tim Yancey

Key Staff:

- Delois Brown
- Mark Emmert
- Alan Higdon
- Jim Keller
- Kevin McDonell
- Maribel Owen
- Pablo Pereyra
- Kevin Perk

Key Staff Continued:

- Richard Scarbrough
- Jim Trimble

Administration:

- Linda Saunders, Operations Manager
- Matt Weaver, CPA, Tax and Accounting

www.MemphisInvestorsGroup.com

Continued from Page 1

Virtual attendees will receive their link as part of the email confirmation of their registration and again as an email on the afternoon of the 12th.

Cost:

Active MIG Members – FREE

Meetup Members & Other

Guests: \$25

Any guest who joins at the meeting can apply this fee toward their membership.

**Location Meeting Link:**

The College at Mid-America

[2095 Appling Road](#)

[Cordova, TN 38016](#)

MIG Calendar of Events: January 2023

Central Time

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
HAPPY NEW YEAR! HAPPY NEW YEAR					Lunch with The Pros (Virtual) Register 12 noon Lunch with The Pros (Live) @ The Butcher Shop 12 noon	
8	9	10	11	12	13	14
	MemFlips (Live) @ La Guadalupana 12 Noon			Jan Monthly Meeting How to Build a Rental Portfolio (Live / Virtual) Register	Lunch with The Pros (Virtual) Register 12 noon Lunch with The Pros (Live) @ The Butcher Shop 12 noon	Super Saturday Foti Karastamatis Find and Finance a Rental (Live/Virtual) Register
15	16	17	18	19	20	21
Real Estate Money Makers (Live) @ Incredible Pizza 11:30 am	Hard Money Lending (Live) @ 901 Realtors Register 12 noon	WIRED: Women in Real Estate Development (Live) @ Perkins Germantown 6 pm			Lunch with The Pros (Virtual) Register 12 noon Lunch with The Pros (Live) @ The Butcher Shop 12 noon NREIA Member Call (Virtual) Members Only	
22	23	24	25	26	27	28
		MemFlips South (Live Register) @ Wolf River Brisket Olive Branch 12 noon			Lunch with The Pros (Virtual) Register 12 noon Lunch with The Pros (Live) @ The Butcher Shop 12 noon	
29	30	31				
REMINDER All meetings & locations are subject to change. Consult calendar & each event page for details. MemphisInvestorsGroup.com/calendar						

Check the website for the most up to date Calendar of Events as changes are made almost daily!

Start the New Year off right by joining or renewing your MIG Membership right now. It will be a great investment in your 2023 business success!

NOTICE: By attending Memphis Investor Group In-Person (LIVE) events, you voluntarily assume all risks related to exposure to COVID-19.

January SUPER SATURDAY!

January 14, 2023 at 9:00 AM to 1:00 PM Central

Find and Finance a Rental (Live or Virtual Event)





MEMBERS: \$ 50.00
GUESTS: \$100.00
Early Bird Pricing through 1/12

Foti Karastamatis
Find and Finance a Rental
Live or Virtual

WHEN: Saturday, Jan. 14, 2023
doors open 8:30 ; class 9:00 am to 1:00 pm central

WHERE: THE COLLEGE @ MID-AMERICA
2095 APPLING RD.
CORDOVA, TN 38016




Member Pricing:

thru 1/12: \$50

after 1/12: \$60

Meet up Members and other Visitor Pricing:

thru 1/12: \$100

after 1/12: \$110

Location Link:

The College at Mid-America

[2095 Appling Road](#)
[Cordova, TN 38016](#)

Registration Required
Live Seating is Limited

REGISTER NOW

Registration for Live Attendance is limited.

Virtual and Live Attendance options are available.

Virtual attendees will receive their link on Friday afternoon with all materials.



UNIQUE COVERAGE
ON PROPERTY & LIABILITY INSURANCE
DESIGNED INTELLIGENTLY.

Call us or visit our website
for more information on
the following:

- INVESTMENT PROPERTY
INSURANCE PROGRAM
- TENANT DISCRIMINATION
PROGRAM
- LANDLORD SUPPLEMENTAL
PROTECTION (LSP)
- TENANT RENTERS PROGRAM

TEL: (877) 744-3660 / WWW.NREIA.ARCANAINSURANCEHUB.COM

Arcana
INSURANCE SERVICES, LP.

PABLO PEREYRA - PRINCIPAL BROKER

901..REALTOR



Pablo Pereyra,

ABR, AHWD, GRI, SRS, MMDC

Pablo@901.Realtor

2965 N. Germantown Pkwy Suite 107,
Bartlett, TN 38133

901-213-7229 Office 901-550-4359 Cell

The Investor's agent: Buy, Sell, List, Research, Auctions,
Bulk REO acquisitions & liquidations & Multi-Family (From
Duplexes to 150+ Units Apartments!)

Executive Title & Closing, Inc.



Joseph T. Kirkland, Jr.

Senior Underwriting Counsel

901-537-1344

joe@xtitle.us

www.executivetci.com

Remember...

“We Have Just a Few Slots Left”

So get us your contracts early!!!



**EXECUTIVE
TITLE & CLOSING, INC**

For all of Your Real Estate Closing Needs

**700 Colonial Road
Suite 230
Memphis. TN 38117**

UNIQUE COVERAGE, INTELLIGENTLY DESIGNED.



Call us or visit our website for more information on our property and liability programs

- Investment Property Insurance
- Tenant Discrimination Program
- Landlord Supplemental Protection
- Tenant Renters Program



TEL: (877) 744-3660



WWW.NREIA.ARCANAINSURANCEHUB.COM



**MILLENNIAL
SPECIALTY INSURANCE**
FORMERLY ARCANA INSURANCE

Don't Trust Your Property to Memory

By: David Pickron

It's a scenario we are all familiar with, the rental car inspection process prior to receiving the keys. Think back to the last time you were asked to walk around the vehicle with your half-sheet of paper with the car diagram on it, looking for any existing problems. To avoid getting charged for damages that aren't your fault, you dutifully circle the car, notating every scratch and ding. Why does the rental agency require this? To protect their investment. Period.

When it comes to your investment property, do you take similar steps to ensure that your property is delivered back to you in the same condition as when you rented it? The average car rental is 3 days, and it is sometimes hard to remember what

was there at the time of possession. Imagine how much more difficult it is to remember the condition of your much larger asset after a 3-year lease. Will you accurately remember every room, wall, faucet, light fixture, appliance, flooring and everything else? Pictures and forms are great, but where do I store them so I can easily access them when my tenants decide to move out?

Truthfully, the whole process is a pain, and most landlords drop the ball in their move in, move out inspections, ultimately costing them money at the end of each lease. No one goes into business to lose money (and least not anyone that expects to last long as an investor). It's not a question of should we do move in, move out inspections, but rather how

we should do them. As a landlord, for years I paid for damages created by tenants because it was easier to pay the bill than it was to fight over who was at fault. I realized that I had no leg to stand on because I had no real evidence.

When something causes me pain, I look for a way to get rid of the pain. I became laser focused on creating a solution that would be both easy and effective. The result... Introducing MI-MO, Rent Perfect's Move-In, Move-Out process, found inside your Rent Perfect Portal next to our other innovative products like tenant invites, online lease creation and more.

Here's how it works: MI-MO starts with the new tenant receiving an



invite through Rent Perfect to inspect the property. They inspect each room and accept everything that is in good working order. If something needs to be repaired, they take a picture of it with their phone and document the needed repair. They repeat the process throughout the home and after completion, you receive a notification to login to your Rent Perfect Portal and review their inspection. You have the option to either note the damage or fix the problem. Rent Perfect stores the inspection notes and accompanying pictures for the duration of your rental contract, no matter how long your tenant lives there.

During your inspection of the property at move-out you have

photographic evidence of the condition of the property at time of occupancy. Find something wrong? Take a picture and it will automatically upload into the Rent Perfect system. You can easily compare the property condition and adjust the refunding of the security deposit based entirely on the difference in the property at move-in and move-out. The whole goal is to prevent a situation where it is your word against the tenant. MI-MO will allow you to be transparent and your tenants will love that. Rent Perfect just took one more unnecessary fight away from the rental relationship game. I guess we can thank the rental car industry for doing something right.

About the Author David Pickron has been a licensed private investigator for over 20 years, specializing in tenant screening for real estate investment owners and property management companies. His company, Rent Perfect, an Investigative Screening Company, helps clients onboard tenants from the initial background check to leasing and payment collection and is a National REIA/MIG Partner. You can learn more by visiting www.rentperfect.com or calling 1-877-922-2547.

c.2023 Used by permission


MEMBERS: NO FEE
GUESTS: NO FEE




4818 Summer Ave. Memphis, TN 38122

WHEN: Monday January 9, 2023
12 noon - 2 pm LIVE *Wholesalers, Rehabbers, Fix & Flippers*

WHERE: La Guadalupana

MemphisInvestorsGroup.com


MEMBERS: NO FEE
GUESTS: NO FEE

Discussion Focus:

To Be Announced!

Free - Just buy your dinner



WIRED: Women in Real Estate Development

1340 S Germantown Pkwy @ Wolf River Germantown, TN

WHEN: Tuesday, Jan. 17, 2023 6 - 8 pm LIVE

WHERE: PERKINS RESTAURANT

Register at MemphisInvestorsGroup.com



SAVE MONEY. AND YOUR ROOF.

Roof Maxx® is a quick, natural and affordable alternative to a complicated, expensive and disruptive asphalt roof replacement.

Ken Cope
 Certified Roof Maxx Dealer

Quick
Affordable
Earth-Friendly

Call Today!
 Tel. 901-463-2200

Roofmaxx.us/e-memphis-tn



USA CERTIFIED PRODUCT

WORLDWIDE MARKETS

MIG MEMBERS receive 10% OFF a Roof Maxx Treatment!

45% off MSRP for all MIG members.
Call us for FREE SAMPLES.

Scott Gill 417.274.9976
 Brandon Martin 417.280.6045
 Dan Ruhland 417.372.0045

realwoodfloors.com



Rw RealWoodFloors

How It Works:

1. Contact me via phone, email, or the WeBuyHouses.com website.
2. Provide some basic information about the house you wish to sell.
3. We'll do research on your property and prepare a competitive cash offer.
4. Then we'll visit your property to inspect it and finalize our offer.
5. We'll give you a NO OBLIGATION offer that's good for 30 days!
6. When you accept our offer, we'll be able to CLOSE in as little as 7 days!
7. At closing, you get your CASH PAYMENT!

It's QUICK & EASY!

ANY House
ANY Condition



WeBuyHouses®
.com

(901) 444-3841

We Pay Cash
and Close **Fast**

Call TODAY!

Eric Hobbs

erich@webuyhouses.com

901.MORTGAGE

CATALYST FUNDING, NLMS 1858600



Pablo Pereyra,

ABR, AHWD, GRI, SRS, MMDC

Pablo@901.Mortgage

2965 N. Germantown Pkwy Suite 107,
Bartlett, TN 38133

(901) 676-6555

Catalyst Funding ~ Fix and Flip funding, financing for
investment properties. www.901.Mortgage

These are your National REIA Partners

Each will offer you a benefit because of your membership in
National REIA through your MIG membership



FEDEX powered by...



Get Covered – Rent Guarantee





David L. Mendelson

Attorney at Law

Representing Creditors in Tennessee and Mississippi

799 Estate Place • P.O. Box 17235 • Memphis, TN 38187
 901-763-2500, ext. 103 • 901-763-2525 (fax)
 dmendelson@lawmemphis.com

MIG NEWSLETTER ADVERTISING RATES

Each month the MIG newsletter reaches a select, eager group of active real estate investors and business professionals. If you have a trade, service or business that would benefit from increased exposure to the heart of the Memphis real estate investment community, then you should strongly consider investing in your business through advertising in our monthly newsletter. Our rate schedule is as follows:

AD SIZE [in inches]	1 ISSUE [1 mo.]	3 ISSUES [3 mos.]	12 ISSUES [12 mos.]
1/8 PAGE (2.25 x 3.67)	\$45.00	\$120.00	\$450.00
1/4 PAGE (4.5 x 3.67)	\$75.00	\$210.00	\$810.00
1/2 PAGE (4.5 x 7.5)	\$120.00	\$330.00	\$1,275.00
FULL PAGE (9 x 7.5)	\$225.00	\$600.00	\$2,160.00

Set Up Charges: With the exception of pre-printed inserts, all ads submitted for publication must be in a digital format that can be emailed, copied & pasted into Microsoft applications (like MS Word & MS Publisher). Any ads not submitted in such a format will be assessed a \$20 setup charge and the newsletter editor will do his/her best to replicate as closely as possible the author's original piece.

Deadline & Payment: All advertisements must be prepaid and received no later than the 17th of the month for inclusion in the following month's newsletter. Mail check payable to Memphis Investors Group, 4728 Spottswood Ave #289, Memphis, TN 38117-4817.
 Email digital ad to mig@MemphisInvestorsGroup.com or send hard copy to physical address above
 (\$20 setup fee will be assessed).

Editing and Right of Refusal: MIG reserves the absolute right to edit or refuse any advertisement for any reason at the editor's discretion.

Sponsor Discount—Consider MIG Sponsorship: MIG Corporate Sponsors automatically receive complimentary newsletter advertising as a benefit of their sponsorship. In addition MIG sponsors also receive an additional 10% discount on any additional advertising they may desire to purchase. For more info or questions about newsletter advertising or corporate sponsorship, e-mail mig@memphisinvestorsgroup.com or call (901) 300-6577 & press "0".



Plug Into MIG

Nobody can do everything, but everyone can do something. Every Organization needs Volunteers and MIG relies on its members to thrive. Don't miss an opportunity to be part of this larger community of real estate investors. Let us plug you in!

Some ways to plug in:

- Outside Door Monitor: Keeps people from entering the meeting until they have paid/checked in.
- Inside Quiet Monitor – helps keep the noise in the back of the room to a minimum
- Home Depot Desk/Registration - Assisting people in registering for Home Depot benefits as well as registering for the National REIA website to get full discounts.
- Registration Table Set-Up - arrive at 3:30 or 4:00 – registration begins at 5:30
- Registration Table Take Down (Stay 30 minutes after meeting)
- Sign Set-Up & Take Down (arrive at 4:00 or 4:30 – stay 15-30 minutes afterwards)
- Printed materials handed out prior to meeting (arrive at 5:00)
- Sound System Set-Up & Take Down (arrive at 3:00-4:00, stay 15-30 minutes afterwards)
- Sound System – Run sound during meeting
- Video – Set up/Take Down and operate video camera during meetings. (Arrive 1 hour prior, stay 15 minutes afterwards)
- Video Technician – someone who can edit videos for YouTube and other internet needs. This person will transfer all videos to a MIG owned hard drive and delete videos from the camera's memory card.
- Guest Welcomers: Greet Guests and hand out literature about memberships and answer questions regarding the membership levels. (Arrive by 5:00)
- Social Media – We need people who love to do social media who would like to post/tag pictures and keep a great conversation going!
- Got Questions? Ask ME! – Be there to answer questions and wear a nametag so you can help those who are new to our organization.

Send your contact information and what you would like to plug into to:

MIG@MemphisInvestorsGroup.com with the subject: I WANT TO PLUG INTO MIG

Savvy Solutions for Real Estate Investment Financing

By: Jo Garner

One of the greatest privileges of serving my clients as their mortgage loan officer over the last 30 years is to be on their journey to buying a home or to refinancing one they already own. Real estate investors are an extra special client class because these customers have a plan and a purpose for their investments. Perhaps you can relate to one of my many special investor clients...

MARTINA-SAVVY REAL ESTATE INVESTOR-BUY FIX UP CASH OUT REFINANCE AND DO IT REPEATEDLY

Let me introduce you to a savvy real estate investor we will call Martina. Martina was working a 9 to 5 job, but every day her heart was yearning to bike across Europe with friends and sail into adventures around the world. Instead, she felt like

Cinderella stuck in the drudgery of work she didn't like with no prince, no fairy godmother anywhere in sight—no financial way out.

Some of her friends had started making money buying and selling real estate and encouraged Martina to buy her first rental property. Martina thought, "If I could buy enough income-producing real estate properties, after a while, I could afford to jump into some of the adventures I've been daydreaming about."

Pushing down fear and calling up some chutzpah, Martina went in with one of her real estate investor friends and made a nice profit buying and upgrading a home and reselling for a profit.

Martina searched after work to find homes in stable areas that needed

quite a bit of renovation and repair. Martina sold her motorcycle and borrowed against her 401K. She used some of the profit from the most recent real estate sale and paid cash for a house that needed some repairs at a discounted price. Martina made the repairs to the home and rented the property at an excellent profit.

Once the house was completed, she gave me a call to get her permanent fixed-rate mortgage approved on the Quick Cash Back Refinance Program. Martina refinanced and paid back her 401k. "Let's go make the next real estate purchase," she said happily.

Martina had a formula for success that she could use repeatedly. Before long, the life of adventure that she yearned to live would be a reality little by little. Investors like Martina use this same Quick Cash Back refinance program to pay back credit lines that they used to pay cash for real estate. Once they have completed the Quick Cash Back Refinance and paid off their credit lines, their credit lines are ready to use to launch into the next profitable real estate purchase. Martina and her investor friends could use this Quick Cash Back refinance program over and over again like rinse and repeat, rinse and repeat while Martina's real estate wealth and income continues to grow.



Some of the safest and most common mortgage products used by real estate investors

Standard 30-year fixed rate conventional mortgage- I see investors using the 30-year fixed-rate mortgage to create bigger positive cash flows because, as the rental income these investors receive each month continues to increase, their principal and interest payment on their 30-year mortgage stays the same. The investor's profit is the expanding margin between the higher rents they receive and the fixed, low principal and interest payment that never changes.

Renovation and repair mortgages for homeowners and investors too- With the high demand for homes in the current market and the shortage of homes available for sale, you have to know where to look to find a bargain in this competitive market. You also have to know how to finance these bargain properties since so many of the bargain-priced properties are fixer-uppers. It takes a special loan to finance a home needing major repairs and renovation.

Give me a call and let's talk about the property YOU want to buy.

Hard money. When to use it- Hard money is usually money from private sources and not through the bank or mortgage company. Real Estate investors tend to use hard money when they need money fast to purchase a home and renovate it but only need it for a short time. Hard money tends to have a much higher interest rate than the market rates and requires upfront cash to pay for the use of the funds. To pay back the hard money, investors usually sell the home at a higher price after fixing it up and pay off the hard money loan at the closing and pocket the profits. If you are not

going to keep the property very long, hard money can be convenient.

Credit lines – Credit lines are great for temporarily getting funds to pay cash quickly for a home to fix up and resell or refinance after repairs are done to pay off the credit lines and pocket the positive. Some of my investors have borrowed temporarily on their 401k retirement funds, cash value on life insurance policies, and used an equity line of credit secured on their primary residence or other properties.

If the real estate investor plans to keep the home for a good while for rental income, usually we work out a plan to refinance the property with a fixed rate, permanent mortgage to pay off the credit lines and private money loan so that those lines of credit will be available for purchasing the next real estate bargain.

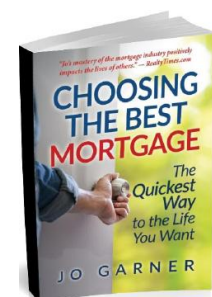
Low Document Fixed-Rate Mortgage for Investors - When investors like Martina acquire multiple properties or when her tax return numbers are not looking so good, a great option is to use the Low Document Fixed-Rate Mortgage for Investors (DSCR).

The only documentation required for income is the lease on the property that the investor is purchasing or refinancing. The mortgage company accepts the income and the income-to-debt ratio if the total monthly mortgage payment, including taxes and insurance, does not exceed the monthly lease income. This low documentation loan eliminates paperwork like tax returns and other support documentation on other properties owned.

The mortgage company would still require to verify funds to close and adequate reserve money left over after closing. Credit is still a key factor in getting the best pricing. The mortgage company will also order an appraisal and title work to qualify the collateral property.

You can purchase as a tool a book I published, "Choosing the Best Mortgage-The Quickest Way to the Life You Want." This book is an essential guide for real estate professionals and investors. You have within reach crucial information on various mortgage products, and tips on when to use these products and when not to use these products. In addition, you can easily connect with some of the challenges and triumphs of the characters' stories featured in the book. Therefore, I recommend that real estate investors and other real estate and mortgage professionals keep this book handy.

Jo Garner, Cardinal Financial, Mortgage Loan Originator NMLS# 757308 (Equal Housing Opportunity) iHeart Radio Host for Real Estate Mortgage Shoppe www.JoGarner.com Call me at (901) 482-0354 or you can apply online at: [HTTPS:// https://online.cardinalfinancial.com/#/p/apply/jogarner](https://online.cardinalfinancial.com/#/p/apply/jogarner) Author of "Choosing the Best Mortgage-The Quickest Way to the Life You Want" on Amazon and Barnes and Noble. Cardinal Financial is a Gold Sponsor of MIG!



Memphis Investors Group - MIG, National REIA & Home Depot Pro Xtra 2% Rebate Program



The Home Depot Rebate checks for the 2nd half of this year (July 1st – Dec 31st) are set to go out at the end of January.

You should login to the Home Depot Pro Xtra Center to verify that all your recent transactions have been tracked so you get full credit for your 2% Rebate check later next month. While there make sure your cards and tenders are up to date and all your gift cards are also listed.

1) NATIONAL REIA REBATE INCENTIVE PROGRAM FROM THE HOME DEPOT®

The Home Depot will give MIG members a 2% rebate on all your purchases! This rebate is paid twice a year:

January through June – Paid at the end of July

July through December – Paid at the end of January

All you need to do is enroll in the program and register your payment methods. It is FREE to enroll with your MIG Membership. Just sign up with National REIA (Your membership with NREIA is included in

MIG/National REIA REBATE INCENTIVE PROGRAM FROM THE HOME DEPOT

your MIG Membership.) After logging into National REIA, go to member benefits and follow the directions for creating a Home Depot Pro Xtra account, or identifying your existing account as eligible for National REIA programs, rebates and incentives.

**** All rebates issued that total up to \$1,000 will be paid by a Home Depot gift card.**

Since joining as a NREIA chapter in 2017, MIG Members have received over \$332,669 Home Depot dollars! The average participating MIG members get back 2 1/2 times their membership dues!

2) NATIONAL REIA HOME DEPOT APPLIANCE PROGRAM



Receive Exclusive Pricing! **Not valid for in-store purchases.

The Home Depot Appliance Program applies to all of Home Depot's Appliances! Follow the instructions on the National REIA Member Benefits page to get started:

3) NATIONAL REIA HOME DEPOT PAINT PROGRAM



The new National Paint Program for all National REIA Members is very simple. **You will receive 20% off Interior and Exterior Paints and Primers** including all of The Home Depot quality paints - Behr, Kilz, Glidden & Zinsser (1-gallon minimum purchase required)! **All you must do is key in the number you used to register in Pro XTRA at the checkout to take advantage of the savings.**

Other valuable benefits of the paint program include a PRO Paint Specialist in every store to help with your paint projects and free job site deliveries on all orders over 25 gallons.

Email HomeDepot@nationalreia.org to make sure your account is set up properly and that you are escalated to Gold Status for your 20% Paint Discount.

FREE JOB SITE DELIVERY FOR ALL ORDERS OVER 25 GALLONS!

4) NATIONAL REIA HOME DEPOT CABINET PROGRAM



Now, we have an exclusive cabinet program with discounts for National REIA members of up to 20%! This program offers faster delivery times and includes 3 door styles in 8 different finishes! The stores stock 31 cabinets and accessories per finish backed up with 74 additional products via special order, including bath cabinets. The cabinets come fully assembled and ready to install. Special order items ship in as little as 48 hours but no more than 2 weeks. Login to NationalREIA.org and look at the Member Benefits/Home Depot section. Instructions and required downloadable form are clearly listed there.

Kitchen designs with CAD drawings and quotes are typically returned to you from the design team within 48 hours after receiving your measurements and quote request. In addition to the great selection, quality, and lead times, you can save 10% on all orders. This can be combined with bulk pricing saving members as much as 20%! Plus, don't forget the 2% biannual rebate!

5) HOME DEPOT 11% REBATE PRICE MATCH / SHOPPING TIPS

Home Depot offers up to 11% rebate price match program to match competitor pricing.

You can enter your purchase date to begin your submission at the Home Depot 11% rebate portal <https://www.homedepotrebates11percent.com/#/home>

Please ensure your purchase was made at a participating The Home Depot ® retail store.

If you have multiple receipts, you must submit each receipt separately.

If you haven't already registered for the Home Depot Pro Xtra 2% Rebate program for MIG Members, then you should do so now so that you get the 2% Rebate check for all your Home Depot Purchases for the current cycle of Jan 1st – June 31st.

To begin the enrollment process: Be sure you are an active MIG Member and if necessary, Join or Renew Today!

Terms & Conditions: Minimum rebate period spend of \$5,000 required to receive a rebate from Home Depot. Rebates from Home Depot under \$1000 will be via a Home Depot gift card



MEMBERS: Free
GUESTS: Free

Lunch with the Pros *virtual*

Register at MemphisInvestorsGroup.com/calendar

WHEN: Every Friday 12 noon - 1 pm central

HOW: Register at MemphisInvestorsGroup.com to receive the meeting link in your registration confirmation email.

NETWORKING FOR REAL ESTATE INVESTORS OF ALL TYPES

CORELEND FINANCIAL

Finance Your Real Estate Acquisitions with CoreLend

Flexible Loan Criteria

EASY PROCESS
Simple and transparent application process designed to save you time.

FAST APPROVAL
Two business day decisions. Quick to close.

KNOWLEDGEABLE TEAM
Our seasoned team has more than 40 years of combined real estate experience.

Buy & Hold
Financing: Up to 100% of Purchase Price
Term: 5 Year / 15 Year Amortization
LTV: Up to 80%

Fix & Flip
Financing: Up to 100% of Purchase Price + Rehab Funds
Term: 6 Months with Extensions Up to One Year
LTARV: Up to 75%

*New construction & transactional funding also available.

MATT JONES
Director of Operations
901.350.0510

Learn more today at corelendfinancial.com
info@corelendfinancial.com (901) 350-0510



MEMBERS: NO FEE
GUESTS: NO FEE

MemFlips SOUTH

6542 Goodman Rd Suite 117 Olive Branch, MS 38654

WHEN: Tuesday Jan. 31, 2023
12 noon - 2:00 pm **LIVE**

WHERE: WOLF RIVER BRISKET CO.

MemphisInvestorsGroup.com



MEMBERS: NO FEE
GUESTS: NO FEE

Real Estate Money Makers


1245 N GERMANTOWN PKWY STE 104, CORDOVA, TN 38016

WHEN: Sunday Jan. 15, 2023 11:30 am - 1:00 pm

WHERE: Incredible Pizza **MEET IN "FAMILY ROOM" 1ST ROOM ON LEFT**

1245 N Germantown Pkwy Cordova, TN 381016

MemphisInvestorsGroup.com



MEMBERSHIP LEVELS

SINGLE MEMBERSHIP		\$200
KINSHIP (2)	(+ \$100 for each additional family member living at the same address)	\$300
NON-LOCAL	(75+ MILES)	\$100
SILVER SPONSOR	BOARD APPROVAL REQUIRED	\$800
GOLD SPONSOR	BOARD APPROVAL REQUIRED	\$2,000

www.MemphisInvestorsGroup.com



National REIA
ph 513-827-9563
www.NationalReia.org
@nationalreia

National REIA members Ship for Less with the FedEx Advantage Program



Like anything else, shipping costs can be one those little things that can eat into your bottom-line in a big way. That's where the National REIA Shipping Program, managed by PartnerShip comes into play. By enrolling in their FedEx Advantage program, NREIA members can save big on FedEx Express and

FedEx Ground without sacrificing confidence, consistency, or customer support. After enrolling, they'll analyze the pricing on your FedEx account and if your current discounts are better, they'll let you know, and you can stay on that pricing.

Express

45% off FedEx Priority Overnight
45% off FedEx Standard Overnight
45% off FedEx 2Day A.M.
45% off FedEx 2Day
45% off FedEx Express Saver
45% off FedEx International Express

Ground

25% off FedEx Ground
Tier 6 for FedEx Ground Multiweight 200 - 499 lbs.
Tier 506 for FedEx Ground Multiweight 500 lbs. or more

Home

25% off FedEx Home Delivery



www.PartnerShip.com/73NREIA

40 Windows Installed At
10060 Avent Ridge Cove
Halle Plantation Subdivision
Collierville, TN



Call Don Freudenberg
901-326-4184

d_freudenberg@hotmail.com

FOR PREMIUM VINYL REPLACEMENT WINDOWS

MORFE windows feature a Double-Hung/Tilt Design, Double Strength/Double Pane 3/4" Insulated Glass with Argon Gas and Low "E" Technology. Foam-Filled Frame for Maximum Insulation.

**SAVE \$\$\$\$ ON
YOUR MLGW BILLS**

www.absolutesecurityproducts.com

Click on Photo Gallery | References Available

**SINGLE HUNG;
ARGON GAS & LOW "E"
HALF SCREEN**

Installed per
window
\$555

Standard size
White
Up to 100 U/I

Installed per
window
\$495

Standard size
White
Up to 100 U/I

We Sincerely Thank Our Valued Sponsors of the Memphis Investors Group

Attorneys

Gold Sponsor

Mendelson Law Firm *David L. Mendelson, Attorney*
(901) 763-2500

Closings/Title Insurance

Gold Sponsor

Executive Title & Closing, Inc. ~ Joseph T. Kirkland, Jr., Senior Underwriting Counsel; 700 Colonial Road, Suite 230, Memphis, TN 38117; Ph: (901) 537-1344; *For all of Your Real Estate Closing Needs.*

Home Buyers

Gold Sponsor

WeBuyHouses.com Memphis ~ *We pay cash and close fast. Eric Hobbs—*
(901) 444-3841; erich@webuyhouses.com; webuyhouses.com

Lending, Hard Money

Gold Sponsors

Catalyst Funding/901.Mortgage ~ *Fix and Flip funding, financing for investment properties. www.901.Mortgage, 2965 Germantown Parkway, Suite 107 ~ Pablo Pereyra, Pablo@901.Mortgage (901) 676-6555*

Silver Sponsor

CoreLend Financial ~ *Flexible Lending for Real Estate Acquisitions. Matt Jones (901) 350-0310 info@CoreLendFinancial.com www.CoreLendFinancial.com*

Products & Services

Silver Sponsor

ROOF MAXX ~ *Ken Cope, Certified Roof Maxx Dealer; Roofmaxx.us/e-Memphis-tn; (901) 463-2200; Call Today!*

Silver Sponsor

RW Supply & Design/Real Wood Floors ~ www.realwoodfloors.com; www.RWSupply.com; Kendall Freed (901) 304-6074

Realtors

Gold Sponsor

901.Realtor ~ *Pablo Pereyra, Pablo@901.Realtor (901) 213-7229 (office) (901) 550-4359(cell)*

Visit our website for information on investing in your business by becoming a sponsor of MIG! Download your sponsor application from the website today!

Consent to Use Image: Attendance at a Memphis Investor Group event constitutes consent for the use of your image or likeness on promotional materials of and for the Memphis Investors Group including the Memphis Investors Group website and its pages and social media sites.

Memphis Investors Group
4728 Spottswood Ave #289
Memphis, TN 38117-4817

Email: MIG@MemphisInvestorsgroup.com

www.MemphisInvestorsGroup.com



T H E H E A R T B E A T O F T H E M E M P H I S
R E A L E S T A T E I N V E S T M E N T C O M M U N I T Y

THE MEMPHIS INVESTORS GROUP

Monthly Member Newsletter

This newsletter is published monthly by the Memphis Investors Group (MIG), a non-profit association devoted to helping its members learn, grow and prosper as members of the Memphis-metro real estate investment community. Subscriptions are included in the annual membership dues for Regular Members and Corporate Sponsors. For more information about membership/dues, you may contact us below.

MIG does not endorse any person or organization or the advertisers appearing in this newsletter. Its programs are designed to be educational, motivational and enjoyable. (Remember that speakers and authors primarily discuss techniques and methods that work for them.) Whenever actions involving purchases, sales or tenant relations are being considered, rely upon the advice of your real estate professionals – your attorney, accountant, and Realtor. Always seek competent advice concerning your specific situation.

On the Web: **MemphisInvestorsGroup.com**

Copyright 2022 All Rights Reserved. No part of this publication may be copied or reprinted without the express written permission of the Memphis Investors Group.

Advertising Disclaimer:

The Memphis Investors Group (MIG) does not specifically endorse any of the products, services or vendors contained in this service guide. This guide represents sponsor-members of the Memphis Investors Group and advertisers of its monthly newsletter publication.

MIG strongly urges everyone to do his/her own due-diligence when selecting, purchasing or hiring any products, services or vendors. MIG also strongly recommends that you always get more than one estimate on any product or service before making your final decision.

Meeting Location Information:

Due to local restrictions, MIG meetings may be VIRTUAL or LIVE.

To receive links to Virtual Meetings, register from the event page.

Live events will follow local restrictions, including mask mandates, as required.

Live events meet at various locations. Check the event pages (linked from the calendar page) for the most up-to-date location and time information.

www.MemphisInvestorsGroup.com/calendar

Notice: The opinions, materials, content, and concepts presented in the articles included in this newsletter are solely those of the writer and the writer's company and do not necessarily reflect the views, opinions, nor does the presentation of this article constitute an endorsement of any writer or product sold by the Memphis Investors Group, its affiliates or any other presenting members or sponsors.