

CREATIVE

Saturday, April 23rd & Sunday, April, 24th

# DEALMAKING

ACADEMY

VISIT [WWW.ICOROCKIES.COM/EVENTS/CDMA2022](http://WWW.ICOROCKIES.COM/EVENTS/CDMA2022)  
FOR MORE INFORMATION

TWO-DAY AGENDA | GUEST SPEAKER ROSTER | LIMITED TIME EVENT PRICING

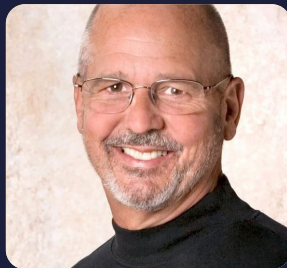
## RESERVE YOUR SPOT TODAY!

This TWO DAY content-rich, intensive academy was created to show you what fast, furious, and successful investors are using to navigate the new world of creative real estate finance and deal structuring. We are presenting a forum where local and national experts can present and discuss their own strategies and philosophies. We have called in the heavy hitters to bring you the best of the best in Arizona and across the nation.

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MARIA GIORDANO



BILL COOK



DORSIE BODDIFORD KUNI



JEFF WATSON



New Direction  
TRUST COMPANY

## SPECIAL THANKS TO OUR SPONSOR



# EVENT SCHEDULE

### DAY 1: EXPLORING AND CONTEMPLATING

<b>8:00 AM</b>	Registration Opens
<b>8:40-8:45 AM</b>	Participant Agreement
<b>8:45-9:15 AM</b>	Building Valuable Relationships with Financial Friends
<b>9:15-10:45 AM</b>	The Foundation of Creative Financing: Partnerships and Joint Ventures
<b>10:45-11:30 PM</b>	Creative Down Payment Methods: Options, Substitution of Collateral and More
<b>11:30-12:15 PM</b>	How to Get Owner Financing on Free and Clear Properties
<b>12:15-12:20 PM</b>	Journey Break and Rations
<b>12:20-2:00 PM</b>	OPM: Case Studies of Leveraging Retirement Accounts
<b>2:00-2:40 PM</b>	Steps to Develop a Pool of Lenders Willing to Lend From Their SDIRA
<b>2:45-3:00 PM</b>	Journey Break
<b>3:00-3:50 PM</b>	Private Lending With Solo 401(k)s, Roth IRA, HSA's, and Other Retirement Accounts
<b>3:50-4:00 PM</b>	Journey Break
<b>4:00-5:00 PM</b>	Using Wrap Loans to Connect Other Investors While Solving a Seller's Problem
<b>5:00-5:30 PM</b>	Action Items: Reviewing Your Notes and "Ah Ha" Moments

### DAY 2: THE HEAVY LIFTING

<b>8:00 AM</b>	Registration Opens
<b>8:45-9:00 AM</b>	"Ah Ha" Moments From Our Experts
<b>9:00-9:50 AM</b>	Closing Creative Deals from the Title and Escrow Perspectives
<b>9:20-10:40 AM</b>	Becoming a Negotiating Ninja: Understanding Who is Sitting Across the Table from You
<b>10:40-10:55 AM</b>	Journey Break
<b>10:55-11:00 AM</b>	Introduction to the "Deal Lab"
<b>11:00-11:45 AM</b>	Deal Lab Round 1
<b>11:45-12:30 PM</b>	Deal Lab Round 2
<b>12:15-12:20 PM</b>	Journey Break and Rations
<b>1:15-2:00 AM</b>	Deal Lab Round 3
<b>2:00-2:40 PM</b>	Deal Lab Round 4
<b>2:45-3:00 PM</b>	Journey Break
<b>3:00-3:45 PM</b>	Deal Lab Round 5
<b>3:45-4:30 PM</b>	Deal Lab Round 6
<b>4:30-5:30 PM</b>	Action Items: Reviewing Your Notes and "Ah Ha" Moments

### EARLY PRICING (UNTIL FEBRUARY 1ST)

\$125 FOR MEMBERS | \$225 FOR NON MEMBERS

### INTERIM PRICING(FEB 1- MARCH 31ST)

\$149 FOR MEMBERS | \$249 FOR NON MEMBERS

### REGULAR PRICING (MARCH 31ST UNTIL APRIL 23RD)

\$175 FOR MEMBERS | \$275 FOR NON MEMBERS

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