



**3 DAY
BUILDING
WEALTH
BOOTCAMP**

CONTRACTS, CLOSINGS, AND FRAUD

MY CONFESSION



DAVID LEBWITH, ESQ

Attorney Lebwith brings 32 plus years of experience in transactional real estate and the conveyance of small and medium sized businesses. Attorney Lebwith helps many homeowners with smooth closings on the most important decision in their lives – the purchase or sale of their home.



KELLE O'KEEFE

Investor Specialist, Seller & Buyer Agent, Commercial & Portfolios

Realtor! Licensed in MA & NH! 15+ years of Investment experience

Named the Top 2% Realtor in New England by Keller Williams International.

Mentors new & seasoned Investors throughout each phase of a renovation process to completion and after! Off and on market hunting of properties! Expert negotiation with acquisitions! ARV & cash flow analysis.

Does not invest so as not to compete against her valued clients!

Numerous investors have cashed out on flips \$\$++ and those holding to develop portfolios! Has a proven team of attorneys, contractors & vendors to assist in any need for clients!





David Lebwith, Esq.



Kelle O'Keefe, Realtor

BUILDING WEALTH BOOTCAMP 

SELF-DIRECTED IRA SOLO 401K

| SELF DIRECTED IRA – TRADITIONAL OR ROTH | SOLO 401K |
|--|--|
| For the Individual | For a Company and Employee |
| Cannot borrow for self or family | Can borrow up to \$50k or 50% |
| Can buy real estate and own in IRA | Can buy real estate and own in 401k |
| Can do private lending | Can do private lending |
| Contribution limit \$7,000 ($>50 = \$8,000$) | Contribution limit \$69,000 ($>50 = \$76,500$) |
| Cannot live in property | Cannot live in property |
| UBIT for leverage | Exempt from UBIT |

INFINITE BANKING CONCEPT

| SELF DIRECTED IRA – TRADITIONAL OR ROTH | SOLO 401K | IBC |
|--|--|---|
| For the Individual | For a Company and Employee | For the individual or company |
| Cannot borrow for self or family | Can borrow up to \$50k or 50% | Can borrow for any reason |
| Can buy real estate and own in IRA | Can buy real estate and own in 401k | Can buy real estate |
| Can do private lending | Can do private lending | Can do private lending |
| Contribution limit \$7,000 (>50 = \$8,000) | Contribution limit \$69,000 (>50 = \$76,500) | Contribution limit depends on policy but it can far exceed IRA and 401k |
| Cannot live in property | Cannot live in property | Can live in property |
| UBIT for leverage | Exempt from UBIT | No taxes....EVER! |

EXAMPLES

- **Business Loans**
- **Private Lending**
- **Buy Your Own Car**

BUY A PICKUP TRUCK

- Let's say I have a salary of \$300,000 per year
- I DO NOT have an Infinite Bank Account
- I decide to get a loan from the car dealer to buy a \$70,000 pickup truck
- At 6%, for a 6 year loan, I pay \$1,160 per month = \$83,527
- At the end of 6 years, I am \$83,527 poorer but I own a 6-year old pickup truck

BUY A PICKUP TRUCK

- Let's say I have a salary of \$300,000 per year
- I DO have an Infinite Bank Account
- I decide to use my Infinite Bank Account to buy a \$70,000 pickup truck
- At 6%, for a 6-year loan, I pay \$1,160 per month = \$83,527
- At the end of 6 years, I own a 6-year old pickup truck, and my Infinite Bank Account has been paid back, PLUS INTEREST

BUY A PICKUP TRUCK

| Car Loan Example | | Car Loan Example | |
|---|----------|--|----------|
| Buy a Toyota - Borrow from Toyota | | Buy a Toyota - Borrow from my Infinite Bank Account | |
| Purchase Price | \$70,000 | Purchase Price | \$70,000 |
| Rate | 6.0% | Rate | 6.0% |
| Term (years) | 6 | Term (years) | 6 |
| Payment | \$1,160 | Payment | \$1,160 |
| Total Principal Paid | \$70,000 | Total Principal Paid | \$70,000 |
| Total Interest Paid | \$13,527 | Total Interest Paid | \$13,527 |
| Total Paid | \$83,527 | Total Paid to Myself | \$83,527 |
| At the end of the 6 year period I paid out \$83,527 | | At the end of the 6 year period I paid back my IBC \$83,527 | |
| And I own a 6 year old truck | | My Infinite Bank Account has been paid back and has a higher balance (\$13,527) than when I bought the truck | |
| | | And I own a 6 year old truck | |

LONG-TERM BUSINESS PLANS

- **Where do I start?**
 - **Cash-Flow Properties**
 - **Quick Profit Properties**
 - **Asset Builders**
 - **Short-Term Rentals**
 - **Creative Terms**

LONG-TERM BUSINESS PLANS

- **Where do I start?**
- **Cash Flow is CRITICAL**
- **Creative Real Estate is GREAT for generating Cash Flow**
- **Use Creative Real Estate techniques for ALL real estate deals**

TRANSACTION ENGINEERING

- Placing a Tenant/Buyer
- Using Scripts
- Role Playing

QUESTIONS AND ANSWERS