



S.E.C. Education Foundation
proudly presents:

"The Paper Course"
Dana Barnes, S.E.C.

January 20, 2019 ~ Houston, Texas
9:00 AM to 4:00 PM

Dana E. Barnes, S.E.C., is managing member of Concord Equity Group, LLC (CEG), a nationwide mortgage and real estate investment company based in East Haddam, CT. CEG and its affiliated companies buy performing and non-performing loans as well as value-added real estate properties across the country. Prior real estate projects have included office, retail and land development. CEG is looking to aggressively expand its mortgage and real estate portfolio during the next several years.

Topics Include:

- Introduction to Owner Financing
- History of the Secondary Market for Owner Financing
- Analyzing a Note for Investment
- Calculator Gymnastics – The Key to Understanding
- Power of Present and Future Value
- Partial Purchases / Full Purchases
- The Paperwork behind the Deal (Pre-Payments, Foreclosures, etc.)
- Using your Self-Directed IRA to buy Paper
- Selling Owner Financing to Private Investors?
- Using Owner Financing to Create Transactions in
- Today's Marketplace
- Numerous Case Studies
- How to Get Started

* **Students must bring financial calculator to class-(HP-12C, HP17B II or equivalent)**

COST: \$99.00 (Includes Course Materials, Continental Breakfast and Breaks)

Education Only Attendees: You must register online! Registration is open to everyone and does not require an invitation or a real estate license. Visit www.secounselors.com and click the Education Only menu tab to register. **Meeting Attendees:** Register for education when you register for the marketing session, or you may add the course after you have registered for the meeting. You may pay for the course online with your credit card when you register.

Hilton Post Oak at the Galleria

2001 Post Oak Boulevard ~ Houston, TX 77056
\$145 single or double – Reservations (800) HILTONS

Click this link for: [S.E.C. Hotel Reservations](#)

Hotel Reservation Cut Off Date: January 4, 2019



The Houston Hobby Airport (HOU) is 17 miles from the Hilton; Super Shuttle is approximately \$23 each way, and cabs are approximately \$45. The George Bush Intercontinental Airport (IAH) is 28 miles from the hotel; Super Shuttle is approximately \$24 each way and cabs are approximately \$55. Self-parking is discounted to \$10/day overnight, and \$8/day for meeting attendees who are not staying at the hotel. To learn about the Houston area visit www.visithoustontexas.com.