

# **Real Estate Investors Association (REIA)**

GOTO the BANK  
Contractor Bank

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# QUALIFICATIONS

- Business Card
- Capability Statement
- Website
- Insurance
- Bond
- LOC



# Platforms



- Land Bank
- Home Mortgage
- Home Depot
- AFL-CIO

# Goto the Bank

- Land Bank (Doors)
- Home Bank (Dollars) exit
- Contractor Bank (Doers)
- Hard Money (Dollars) entry
- Supply Bank (Direct Capital)



# HOME



- Home Path
- Home Ready
- Home Funds
- Home Steps

# APPROACH

- Stop by the Design Center
- Bid on Own it Now (DLBA)
- Review Inspection Report + 30%
- Get three competing contractor Bids
- Get deals dollars
  - Credit Union
  - Hard Money
  - Self Directed IRA

# PERCENTAGES

- 50% Acquisition
- 50% Rehabilitation
- 100% Disposition
- 10% Cap Rate
- 65% LTV HELOC



# GOALS

- Monthly Number
- Yearly Number
- Business Cash-Flow
- Personal Cash-Flow
- Self Directed IRA (Private Bank)

# HARD MONEY

- Blue Water
- Red Rock
- Black Square
- Yellow Stone

# CLEARANCE

- City of Detroit Tax Clearance
- City of Detroit Vendor Clearance
- City of Detroit Detroit Based
- City of Detroit Headquartered

# CREDIT UNIONS

- Construction Federal Credit Union
- Dearborn Federal Credit Union
- Lake Michigan Credit Union
- Diversified Members Credit Union
- Public Service Credit Union
- Michigan First Credit Union

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