

EDITORS REPORT: The Secrets to building your business in the dark by Pete Asmus



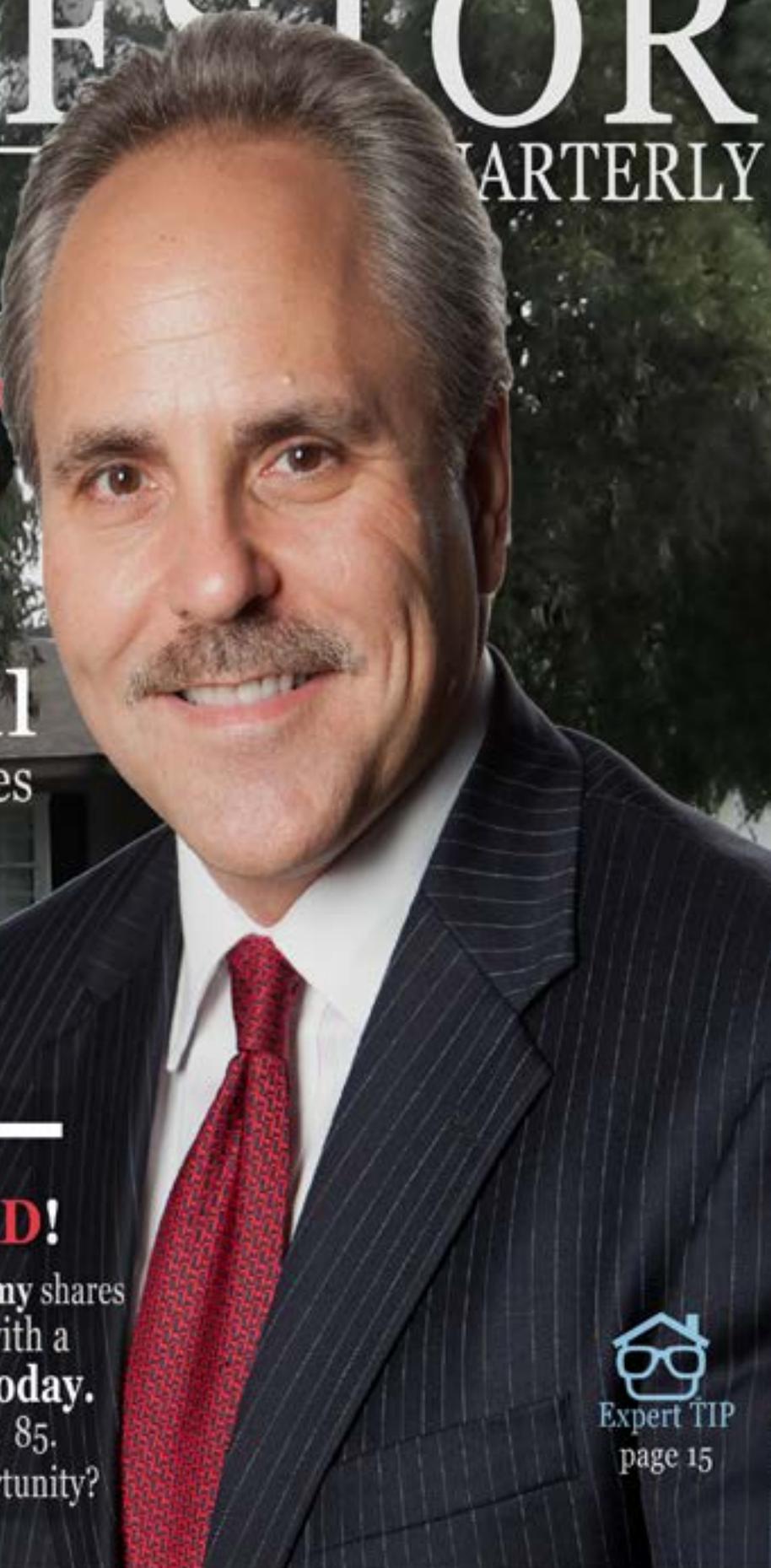
INVESTOR QUARTERLY

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Cashflow Opportunity

ALF

Residential
Assisted Living Facilities



— Gene Guarino —

SFH rentals are DEAD!

Gene Guarino Founder of the ALF Academy shares how to make TWICE the fair market rent with a long term low impact tenant today. 10,000 people a day turn 65. 4,000 turn 85. Are you ready for this unstoppable opportunity?



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Single-Family Home rentals are **DEAD!**

By: Gene Guarino



Now that's a headline for 2015.

When I was in my 20's, making \$100 a month in positive cash flow was exciting. Now that I'm in my 50's, it doesn't cut it at all. That doesn't even pay for dinner or a round of golf. When you do the math, in order to make \$10,000 at \$100 a month, I would need 100 single-family home sales. That's a lot of tenants, toilets, and turnover to make the money that I need to live on, to thrive and to be able to bless those around me. Maybe I could do it with 50 homes, but the payday is still way out in the future. I need and want the cash flow right now. Can you relate to that?



I've been investing in real estate for over 30 years. I have learned many things, but one stands out above the rest: Cash Flow Is King.

It's terrific if I do a fix and flip and make \$100,000 in profit, BUT then I am unemployed until I find my next project. Finding that next project where I can buy it far enough under the ARV to be able to make a reasonable profit is harder than ever in the current market. The reality is the average profit on a fix and flip is about \$9,600, hardly worth the effort.

I'd much rather do one deal that makes me \$100,000 a year, every year for the rest of my life. That is the opportunity with Residential Assisted Living.

People are aging and they will need help. The baby boomers are not in homes yet. They are 15-20 years away. This is a huge opportunity now and it will continue to grow for the next 20 years.

You will be involved either way.

People can do this in their cities and one way or another they will be involved in Assisted Living. You will either be the owner or the resident lying in the bed. For those that choose to ignore this opportunity, I am perfectly fine with that because I need residents and you are welcome to move into my home when you are ready.

A lack of information and understanding on what

this is and what it isn't has held people back. The paperwork and the licensing can seem daunting, however when someone holds your hand and walks you through the process, all of the mystery and confusion falls away.

There are hoops to jump through.

The other side is a never-ending payday. For me, that is what this is all about. Think about this... If you did just one Residential Assisted Living project this year, it would produce \$10,000 a month in NET income. Would you be living the life that you are living today without the financial stress? Could you quit your job if you wanted to? Would your spouse be happier that you had a steady and solid income?

If you need more money you can do two homes or one nicer home. I invite you to learn more at my website, www.ALFTtrainingAcademy.com

For 30 years I have been looking for a better way to make cash flow for the long-term and I found it with Residential Assistant Living. One deal and you're done. I teach people how to do this all over the country and they're always amazed that with one single property they can clear in net cash flow \$5,000, \$10,000 or even \$20,000+ per month. They are blown away and wish they had done it sooner.



There are three opportunities

Opportunity one: Own the real estate and lease it to a long-term low impact tenant for up to twice the fair market rent.

Opportunity two: Operate the residential assisted living care home and make \$5,000, \$10,000 or more a month in net income.

Opportunity three: Own and operate. Own the real estate and operate the residential assisted-living business. When you own the real estate and the business you can maximize your profit That is the holy grail of cash flow and security.



By the way, I don't work "in" the home myself on a daily basis. I may not even visit the homes for weeks at a time. I would say the average time I spend on a weekly basis is less than 10 hours a week. If I wanted to completely turn over the reins, I could do it with virtually no time invested on a daily or weekly basis. It's all about setting up the proper structure and running it like a business.

That's what I do. I own the real estate and operate the business for maximum profit. I teach my students how to do it all at the ALF training academy. If you are looking for a career change, this is the ticket. That is why it is the only thing I do now.

One of the questions I get quite often is, "can I do this in a house I already own?" The answer is, it depends. Does it have the right characteristics? Is it in the right neighborhood? Is it in the right geographical location? Are the demographics right? Those are all easily answered questions when you know what to look for.

This is not the field of dreams where if you build it they will come. That's a mistake that some people make when they try to figure this out on their own. I would rather learn from someone else's mistake than my own. That's why I show my students how to do it step-by-step starting with the right location then it's the right property. By the time the training is complete, students can very quickly analyze whether a property is right for this or not.

The Tsunami of opportunity with the baby boomers is simply unstoppable.

77,000,000 Baby Boomers. Right now there are 10,000 people a day turning 65 years old. They don't move into an assisted living facility. There are 4000 people a day turning 85 years old. The average length of stay is 3 1/2 years. That's a lot of opportunity for us to take advantage of.

The average price for a single person to live in a private room nationwide is \$3500 per month. The state or Medicaid or Medicare does not pay it for, in most cases they pay much less than that. I focus on private pay because that's where the bigger money and opportunity is.