

REHABS REVEALED

VOLUME I, ISSUE 1



17700 CEDAR ST | COUNTRY CLUB HILLS, IL



financial momentum™



Financial Momentum™ is a real estate education and investment company that hosts national conferences and workshops on real estate investing, develops products and services to help active real estate investors achieve higher levels of success, and offers a variety of real estate investment opportunities for passive investors. The company's principals bring more than two decades and \$40 million of transactional experience and are active investors in today's market. This allows our training and coaching to evolve and address all aspects of the real estate investing business.



ANDREW CORDLE MANAGING DIRECTOR

Andrew Cordle is a prolific investor and nationally known real estate speaker. Endorsed by National REIA, he has addressed local REIA clubs, real estate event audiences, and investing trade shows around the country. Andrew has appeared on the cover of Personal Real Estate Investor magazine as an expert in both rehabs and rentals. Previously Andrew started and grew an Atlanta-based residential investing company to 22 employees. He holds a BA degree from Hyles-Anderson College. As Managing Director of Financial Momentum™, Andrew's responsibilities include educational content development and delivery, and investing and rehab operations.



DAVID GOBERVILLE MANAGING DIRECTOR

David Goberville is an accomplished investor and entrepreneur, having started, owned and operated businesses in real estate, publishing, software and consulting. David has invested in real estate markets from California to Florida, and in assets ranging from single-family homes to raw land and commercial buildings. His prior experience includes 10 years in investment banking and management consulting. He holds an MBA from UCLA and BS in Engineering from University of Illinois. As Managing Director of Financial Momentum™, David's responsibilities include finance, product development, marketing strategy, and business operations.



REBECCA MAGER DESIGN/SALES MANAGER

Rebecca Mager is a multi-talented speaker, interior designer, and manager. Rebecca's eye for design helps to create unique landscapes both inside and outside the home. Her signature style could be described as modern with a touch of elegance. Rebecca also lists the homes for Financial Momentum as our Real Estate Agent. She is a professional marketer, and is skilled in the real estate industry. In her spare time, Rebecca enjoys spending time at her home in Chicago, with her adorable Yorkie, Samson.



JACK MITCHELL PROJECT MANAGER

As project manager, Jack manages a wide variety of moving parts in our company from scheduling contractors, placing orders, and inspecting properties, to handling administrative logistics. Jack's past work experience includes a background of supervising and administration. Jack and his wife, Sarah, live in Northwest Indiana and have three boys and one girl.



DAN MOCK ACQUISITIONS MANAGER

Dan is first on the scene for property analysis to help determine if it's a deal we will do. From investor relations to working with title and closing professionals, he keeps transactions on schedule. He also coordinates the creation of our media and marketing materials once a house is completed and ready to list for sale. Dan and his wife Sandra live in Northwest Indiana with their 5 children.



JUAN SAUCEDA CONSTRUCTION MANAGER

Juan Saucedo has completed nearly 400 rehabs and thousands of remodeling projects. Juan has been a general contractor since 1997, and has owned his own company for over 12 years. Juan has built many houses--new construction, from the ground up--ranging in value from \$120,000 to \$2.7 million. Licensed in dozens of cities throughout Chicagoland and Northwest Indiana, Juan's 5-year working relationship with Andrew Cordle has been a winning combination for both parties. Juan and his wife reside in Northwest Indiana.

THE FOUR PIPELINES OF A REAL ESTATE BUSINESS



📍 17700 CEDAR ST | COUNTRY CLUB HILLS, IL



MATERIAL LIST

- 1 BASE**
Ginko Tree
(UL 190-21)
- 2 TRIM**
Silky Bamboo
(UL 180-15)
- 3 ACCENT**
Intellectual Gray
(UL 260-2)
- 4 FRONT DOOR**
Deep Garnet
(GLR 29)
- 5 DOOR HANDLE**
Kwikset
(182-071)
- 6 NUMBERS**
Repainted existing
- 7 MAILBOX**
Repainted existing

IMPROVEMENT STRATEGY

This beautiful 5-bedroom home was built in 1972, and every room of the house was extremely outdated when we purchased it. We did not acquire this house through a foreclosure, rather through traditional negotiations with the realtor and family who had lived there for many years.

We added **brand new windows** throughout this entire home, giving the house a great bonus feature, but obviously an improvement like this must be calculated ahead of time into your bottom line. Because the house is **2,620 square feet**, there was quite a bit of extra demolition work in the beginning--primarily extra clutter that had been left behind.

The lot is **11,020 square feet**, and our landscapers had to haul away quite a bit of trees, shrubs, and general debris that had accumulated in the yard. We updated some old light fixtures on the porch, and the paint scheme was chosen to really **add some life to the outside of this house and make it pop in the neighborhood.**



LIVING AND DINING ROOM

17700 CEDAR ST | COUNTRY CLUB HILLS, IL

MATERIAL LIST

IMPROVEMENT STRATEGY

As soon as you walk in the front door of this house, the gorgeous floors in the living room and dining room really stand out, mainly because we decided to remove a large portion of a wall in two different places. After we removed this wall at the front of the living room, it basically changed a dark, small hallway into a bright, grand entryway. Also, our contractor really did a great job of transforming a dark fireplace area with huge wooden beams into a more spacious-feeling family room area.



BEFORE

BEFORE

1 WALL & CEILING COLOR

Silver Sage
(UL 210-8)

2 TRIM COLOR

Fledgling
(MSL 198)

3 DOOR COLOR

Elephant Skin
(UL 260-5)

4 HARDWOODS

Blacksburg Barn Board
(Lumber Liquidators)

5 CARPET

Touchdown Caramel
(528-529)

6 LIVING ROOM LIGHT

13" Brushed Nickel 2-Light
Flushmount Twin-Pack
(701-704)

7 DINING ROOM CHANDELIER

3-Light Brushed Nickel
(118-638)

8 BASEBOARDS

Pro-Pack of 7/16"x3"x12'
(143-210)



7



6

1

5

2

8

4

AFTER



KITCHEN



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MATERIAL LIST



IMPROVEMENT STRATEGY

We widened the doorway between the kitchen and the dining room just a few inches, and we also removed a lot of brick accent throughout the old kitchen walls. The old kitchen had a lot of wasted cabinet space due to blind corner, which we changed into useable space by installing lazy susan cabinets in the corners. In most of our houses we install custom granite counters throughout the kitchen along with a high-end tile backsplash that really pulls all the colors together, from the floors to the cabinets to the ceilings. The stainless steel appliances we installed in this house were upgraded a couple levels to the Frigidaire Gallery series, and the special track lighting and accent lighting make a world of difference on first impressions.



- 1 HARDWOODS**
Blacksburg Barn Board (Lumber Liquidators)
- 2 CABINETS**
Unfinished Oak Cabinets (387-246)
- 3 CABINET COLOR**
Schoolhouse Slate by Martha Stewart Living (MSL270)
- 4 CABINET HANDLES**
3" Bar Pull 4-Pack Stainless (731-837)
- 5 BACKSPLASH**
Galaxy Delfino (355-243)
- 6 BACKSPLASH GROUT**
Warm Gray #93 (043-224)
- 7 TRACK LIGHTING**
5-Light Satin Nickel Vortex Light Bar (576-480)
- 8 STOVE**
Frigidaire 30-inch, 5.0-cubic feet, Gas Range with Self-Cleaning Convection Oven in Stainless Steel (548-983)
- 9 DISHWASHER**
Frigidaire Gallery 24-inch, Front-Control Dishwasher in Stainless Steel (169-416)
- 10 MICROWAVE**
Frigidaire 30-inch, 1.7-cubic feet, Over-the-Range Microwave in Stainless Steel with Sensor Cooking (533-524)
- 11 REFRIGERATOR**
Frigidaire Gallery, 26.6-cubic feet, French Door Refrigerator in Stainless Steel (405432)
- 12 GRANITE**
Ivory Fantasy (Custom Granite Company)

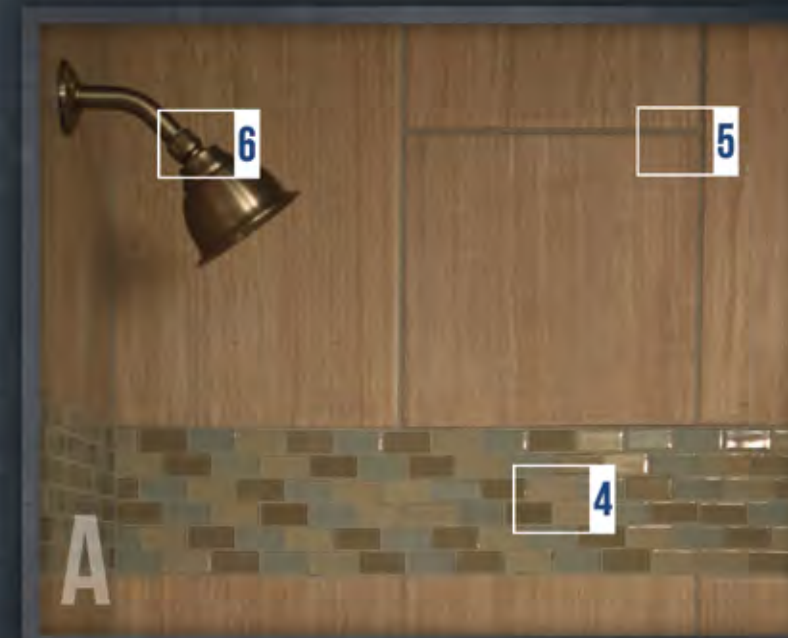


“ Be he a king or a peasant,
he is happiest who finds peace at home.
•Johann Wolfgang Von Goethe



IMPROVEMENT STRATEGY

Outdated wallpaper was replaced with a cool color scheme and luxury tile on the shower walls and floor. In one of the bathrooms, we eliminated a damaged towel closet, helping transform a 3/4 bathroom with a small stand-up shower into a full bathroom with a bathtub with custom tile and glass accents (Bathroom A). Making this change also allowed this 5-bedroom house to have 3 full bathrooms in it. The brushed nickel wall fixtures, plumbing fixtures, light fixtures and mirror really complimented the cool color scheme throughout the entire house.



- 1 FLOOR TILE**
A 16"x16" Gino White (028-964)
B White Octagon (838-497)
- 2 FLOOR GROUT**
A Silver #27 (111-240)
B Light Gray (307-254)
- 3 SHOWER TILE**
A 12"x24" Leonia Sand (120-466)
B White Subway and Bullnose (828-347 and 229-189)
- 4 SHOWER ACCENT**
A 1"x2"x12" Lakeshore Glass (387-614)
B 1"x1"x12" Celestial Tile (406-508)
- 5 SHOWER GROUT**
A Silver #27 (111-240)
B Light Gray (307-254)
- 6 SHOWER FAUCET**
A Banbury 1-Handle Tub/Shower (243-261)
B Banbury 1-Handle Tub/Shower (243-261)
- 7 BATHTUB**
A 5' Aloha White LH (478-640)
B 5' Aloha White RH (481-143)
- 8 TOILET**
All Dual Flush by Glacier Bay (215-583)
- 9 VANITY**
A Classic 30" 3-in-1 Combo Set in Amber (929-309)
B Archer White Pedestal Sink and Basin (915-998 and 913-502)
- 10 FAUCET**
A Toomba 4" 2-Handle (556-909)
B 8" Edgewood 2-Handle (125-344)
- 11 MIRROR**
B 22"x28" Brushed Nickel Frame (481-166)
- 12 TOWEL BAR SET**
All Greenwich 3-piece Bath Accessory Kit in Satin Nickel (690-977)



INVESTMENT SUMMARY

17700 CEDAR ST | COUNTRY CLUB HILLS, IL

PURCHASE PRICE	\$70,000
CONSTRUCTION	\$50,000
OVERAGES	\$2,628
UTILITIES	\$538
TOTAL INVESTMENT	\$123,166

SALES PRICE	\$189,000
TOTAL INVESTED	\$123,166
GROSS PROFIT	\$65,834

RE COMMISSION	\$9,495
CLOSING COST	\$4,127
NET PROFIT	\$53,112

TOTAL INVESTED	\$123,166
TOTAL PROFIT	\$53,112
RETURN ON INVESTMENT	43.12%



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BEFORE



BEFORE



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MANAGING DIRECTOR

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DAVID GOBERVILLE
MANAGING DIRECTOR

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ALL 3 COURSES **\$1,197.00**

CHANGE, CAPITAL, CASHFLOW LIVE EVENT

DAY ONE

CHANGE: PERSONAL AND BUSINESS SYSTEMS ORGANIZATION
MINDSET, HABITS, AND TOOLS OF SUCCESSFUL INVESTORS
HOW TO GROW YOUR BUSINESS FROM 1 HOUSE TO 5 AT A TIME
DEFINING YOUR START, FINISH, AND THE PATH TO GET THERE

DAY TWO

CAPITAL: REHABBING FOR LARGE, FAST, FIVE FIGURE PAYDAYS
MANAGING THE REHAB TIMELINE FOR MAXIMUM PROFITS
3 PROFIT CENTERS OF EVERY FLIP
AVOIDING THE 5 BUDGET KILLERS IN EVERY REHAB

DAY THREE

BOOTCAMP SITE TRAINING
VISIT, INSPECT AND ANALYZE PROJECTS BEFORE, DURING AND AFTER REHAB
FINDING WAYS TO ADD VALUE TO EXISTING FLOOR PLANS
LIVE EXERCISE: BUDGET AN ENTIRE HOME REHAB IN 30 MINUTES OR LESS

DAY FOUR

CASHFLOW: MAXIMUM PROFITS WITH MINIMUM HASSLE
INVESTING LOCALLY VS LONG DISTANCE
INVESTING IN RENTAL PROPERTIES VS RENTAL RETIREMENT PROPERTIES
REHABBING TECHNIQUES FOR RENTALS VS RE-SALE PROPERTIES



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JUNE 2013



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SEPTEMBER 2013



ORLANDO
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SAN DIEGO
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FIVE

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