

REHABS REVEALED™

VOLUME I, ISSUE 2



1516 SCOTT CRESCENT | FLOSSMOOR, ILLINOIS 60422



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



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MATERIAL LIST

1 BASE
Garden Wall
(Behr PP 730D-4)

2 TRIM
Cornerstone
(Behr PP 330E-2)

3 ACCENT
Intellectual Gray
(Behr PP UL260-2)

4 FRONT DOOR
Roasted Pepper
(Behr PP 180D-7)

5 DOOR HANDLE
Kwikset Smartkey
(754-825)

6 NUMBERS
Hillman Group 6"
(838-909)

7 MAILBOX
Saratoga Wall Mount
(709-595)



IMPROVEMENT STRATEGY

This **2,700 square foot home** is located in Flossmoor, Illinois, a Southern suburb of Chicago and host to a national award-winning high school. **This spacious 4-bedroom home** was built in 1970 and is nestled in a lovely neighborhood and great location. We added **brand new windows** throughout the entire home, and the roof was already in good condition. The exterior boasted many features when we purchased it: custom stone wall surrounding the garage, a large deck spanning the entire rear of the house, and beautiful mature trees in the yard. By **adding the right color scheme** to the exterior and doing some **light landscaping**, the **curb appeal was really transformed**. The old screen door was removed, and we added a **fresh coat of "Roasted Pepper" paint** to the expensive custom front door that existed. When you factor in everything together: the brand new exterior light fixtures, brand new mailbox, new windows, new paint job, fresh landscaping, trimmed trees, and transformed front door, **the home became a true "eye catcher" to anyone who drives by.**



LIVING AND DINING ROOM

IMPROVEMENT STRATEGY

The outdated stone tile entryway floor was replaced with **beautiful oak hardwood flooring** in order to create a continuous flow of perfectly matched hardwood flooring between the dining room, grand entryway, and front parlor room. We had a professional hardwood floor installer match the finish of the entryway flooring to the dining room and parlor flooring and the grand staircase steps. Because most of the existing hardwood flooring was in great condition, using real hardwood flooring in this house actually **saved us money and dramatically increased the "wow factor."** The main level also boasts a **gorgeous fireplace** with a mantle and unique custom tile that really catches the eye. We also updated the quaint and convenient half bathroom between the fireplace room and huge kitchen.





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MATERIAL LIST



1 WALL & CEILING COLOR

Sandstone Cove
(Behr PP 730C-2)

2 TRIM COLOR

Swiss Coffee
(Behr PP 1812U W-B-700)

3 DOOR COLOR

Garden Wall
(Behr PP 730D-4)

4 HARDWOODS

Solid Oak (Minwax Stain:
Special Walnut with
Semi-Gloss Poly)

5 CARPET

Touchdown Caramel
(528-529)

6 ROOM LIGHTS

13" Bronze 2-Light Flush-
mount Twin-Pack
(790-545)

7 DINING ROOM CHANDELIER

3-Light Bronze Riverside by
Progress
(661-224)

8 BASEBOARDS

Used Some Existing plus
Pro-Pack of 7/16"x3"x12'
(143-210)





KITCHEN



IMPROVEMENT STRATEGY

A \$300,000 home needs a drop-dead gorgeous kitchen, and the old kitchen was very "boxed in" with an extra small dining area attached. The small dining area within the kitchen was really unnecessary (given that a large dining room existed around the corner), so we eliminated the outdated chandelier and window and expanded the kitchen all the way across, making it almost 20 feet long. The lighting was replaced with fresh track and accent lighting. We were able to add considerably more "cooking space" plus maintain desirable "eat-in-kitchen" space by adding a beautiful island in the middle. We eliminated the unnecessary wall with a double oven on it, which separated the large dining room and the kitchen. By eliminating that wall, it really opened up the flow of the lower level and created incredible appeal. The custom kitchen cabinets, custom granite, custom floor tile, special-order farm sink, unique stainless steel vent hood, and amazing built-in microwave drawer (in the island) really put this kitchen "over the top" and most likely the nicest kitchen in the entire neighborhood!





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MATERIAL LIST

1 TILE FLOORS

Tahiti Gris 20" x 20" (Special Order - FCST6AC021)

2 FLOOR GROUT

Floor Grout - Polyblend #382 Bone (123-852)

3 CABINETS

Thomasville Plaza Maple (Special Order - 502-751)

4 CABINET COLOR

Amare Finish (Special Order - 502-751)

5 CABINET HANDLES

3" Bar Pull 4-Pack Stainless (731-837)

6 BACKSPLASH

Shimmering Lights 12" x 13" (054-637)

7 BACKSPLASH GROUT

Polyblend #382 Bone (123-851)

8 KITCHEN SINK

Kohler Vault Under-Mount Apron Front Offset with Smart Divide (k3945na 372-085)

9 TRACK LIGHTING

Eglo Ona 3-Light Oil-Rubbed Bronze (893-423)

10 STOVE

Frigidaire 30-inch, 5.0-cubic feet, Gas Range with Self-Cleaning Convection Oven in Stainless Steel (548-983)

11 DISHWASHER

Frigidaire Gallery 24-inch, Front-Control Dishwasher in Stainless Steel (169-416)

12 MICROWAVE

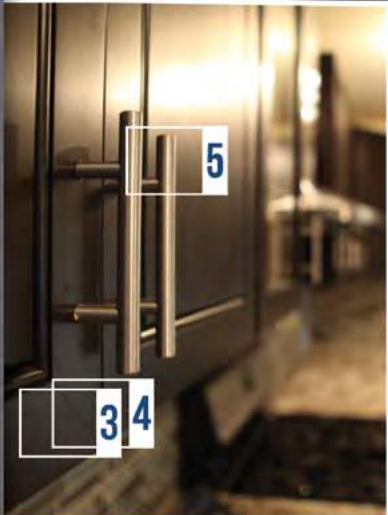
Sharp 24-inch, 1.2-cubic feet, Built-in-Microwave Drawer in Stainless Steel with Sensor Cooking (454-436)

13 REFRIGERATOR

Frigidaire Gallery, 26.6-cubic feet, French Door Refrigerator in Stainless Steel (405-432)

14 GRANITE

Bianco Antico (Custom Granite Company)







“

A man travels the world over in search
of what he needs and returns home to find it.

• George Augustus Moore



BATHROOMS



IMPROVEMENT STRATEGY

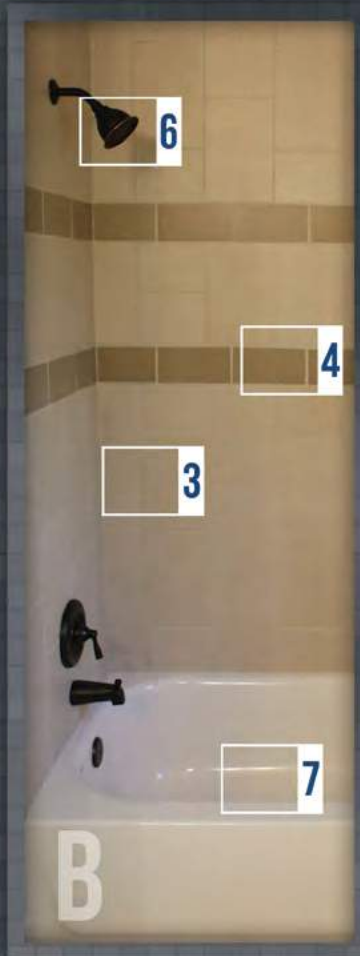
We remodeled two full bathrooms upstairs and a half bath downstairs in this large house. The oil-rubbed bronze fixtures really complement the warm tile choice throughout all the bathrooms in the house. Orange-fuchsia walls in the master bathroom and outdated fixtures were replaced with a two new vanities in a neutral color scheme. In addition to equipping the master bathroom with a separate luxurious Jacuzzi tub, we installed heated floor tile and a custom glass shower with a glass accent wall. The second door in this master bathroom connects it to a large walk-in closet.





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MATERIAL LIST



1 FLOOR TILE

- A 12" x 24" Leonia Sand (120-466)
- B 16"x16" Gino White (028-964)

2 FLOOR GROUT

- All Polyblend #382 Bone (123-852)

3 SHOWER TILE

- A 12" x 24" Leonia Sand (120-466)
- B 8" x 12" Tessuto Pearl White (76969536929)

4 SHOWER ACCENT

- A French Roast Mosaic Glass (297-115)
- B 4.25" x 8.5" Tessuto Tan Beige (76969537452)

5 SHOWER GROUT

- All Polyblend #382 Bone (123-851)

6 SHOWER FAUCET

- All Moen Single Handle Tub/Shower in Mediterranean Bronze (502-734)

7 BATHTUB

- A Jacuzzi 5' Everclean (518-514)
- B 5' Aloha White LH (478-640)

8 TOILET

- All Dual Flush by Glacier Bay (215-583)

9 VANITY

- A 31" Delancy White (366-127)
- B 36" Ballantyne Mocha with Ebony Glaze (156-784)

10 FAUCET

- All Moen Banbury Widespread in Bronze (729-590)

11 MIRROR

- A Frameless Polished-Edge Mirror (548-208)
- B Deco Brushed Platinum Mirror (876-222)

12 TOWEL BAR SET

- All Delta Crestfield in Venetian Bronze (487-323)

13 HEATED FLOOR MAT

- A SunTouch Warming Mat (167-683)

14 HEATED FLOOR CONTROL

- A SunTouch SunStat Warming Control (349-308)



INVESTMENT SUMMARY

1516 SCOTT CRESCENT | FLOSSMOOR, IL 60422

PURCHASE PRICE	\$145,000
CONSTRUCTION	\$49,687
OVERAGES	\$1,423
UTILITIES	\$647
TOTAL INVESTMENT	\$196,757

SALES PRICE	\$295,000
TOTAL INVESTED	\$196,757
GROSS PROFIT	\$98,243

RE COMMISSION	\$14,750
CLOSING COST	\$5,389
NET PROFIT	\$78,104

TOTAL INVESTED	\$196,757
TOTAL PROFIT	\$78,104
RETURN ON INVESTMENT	39.69%



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ANDREW CORDLE
MANAGING DIRECTOR

www.financialmomentum.com/invest



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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NOVEMBER 2013



SAN DIEGO
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