

REHABS REVEALED™

VOLUME 1, ISSUE 3

6410 CLEVELAND ST | MERRILLVILLE, INDIANA 46410



financial momentum®

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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 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. As Managing Director, Andrew's responsibilities include public speaking, educational content development, and investment operations.



DAVID GOBERVILLE
MANAGING DIRECTOR

David 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. As Managing Director, David's responsibilities include finance, marketing, product development and business operations.



AL MORALES
V.P. OF OPERATIONS

Al has more than 20 years of Real Estate Development and Construction experience in the industry, working as a General Contractor and Executive Manager for some of North America's Largest Real Estate and Development firms. Al has been directly responsible for over \$500 million of Real Estate assets and construction projects. He has simultaneously managed 15 or more multi-million-dollar Development projects, leading teams of Architects, Managers, Forman and specialized Craftsman well into the hundreds. As Vice President of Operations, Al manages all aspects of the company's property acquisition and redevelopment operations.



REBECCA MAGER DESIGN/SALES MANAGER

Rebecca is a multi-talented speaker, interior designer, and manager. Her 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.



VALERIE MORALES EXECUTIVE ASSISTANT

In her role as Executive Assistant, Valerie is responsible for all scheduling and company travel. She also compiles all of our company investor project books. Working personally with Andrew, she helps to manage all needs of the staff and many facets of company organization. Valerie has 10 years of experience as an executive assistant. She is an expert at multi-tasking. Valerie lives in Northwest Indiana with her husband and two sons.



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. 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.



DANIEL SMITH FINANCIAL CONTROLLER

Daniel works behind the scenes at Financial Momentum keeping our financial 'house' in order. In addition to serving the day to day financial needs of the company's real estate investments, he also accounts for the myriad of educational products and events we produce. Daniel's work experience includes financial management in both the profit and non-profit sector. He lives with his wife and three children in Northwest Indiana.



STEVEN WOLF MARKETING SPECIALIST

Steven implements the details of the company's marketing programs for education and events, from managing the company's databases to handling ad placement, email campaigns and joint ventures. He also works directly with our product, event, and coaching clientele, overseeing order fulfillment through the logistics of our Live Events. Steven brings vast experience in event management, customer service, and a welcome variety of computer skills to the company. Steven and his wife, Ruthy, live in Northwest Indiana and have one son.

THE FOUR PIPELINES OF A REAL ESTATE BUSINESS



📍 6410 CLEVELAND ST | MERRILLVILLE, IN 46410



IMPROVEMENT STRATEGY

The further you walk into this spacious three-bedroom house, the more desirable it becomes! The curb appeal and layout has a 1960s-retro feel, and the **large picture windows overlooking the lake in the backyard really make this house rock!** Built in 1960, there was a mix of random floor tile and dated wallpaper that had accumulated through the years, all of which had to be removed. The windows were in great condition, and the front door was quite large and stately. In order to re-use this massive front door, our contractor had to get creative with installing a new door handle and filling in the old holes in the door, which saved us over a thousand dollars. This 1,984-square-foot home seems even larger because of the finished lower level, which **includes a full bathroom (that we added)** and gorgeous picture windows overlooking the lake. We also added can lighting to this entire lower level, **creating an awesome family room space.** The engineered-wood deck on the back side of the house offered another great selling feature to this home. As ugly as this house looked when we bought it, this house was under contract within hours of our listing it--**definitely our fastest flip on record!**



MATERIAL LIST

- 1 BASE**
Driftwood Gray
(MSL265)
- 2 TRIM**
Schoolhouse Slate
(MSL270)
- 3 ACCENT**
Magnetite
(MSL278)
- 4 FRONT DOOR**
Deep Garnet
(GLR 29)
- 5 DOOR HANDLE**
Kwikset
(182-071)
- 6 NUMBERS**
Repainted existing
- 7 MAILBOX**
Hillman Group 6"
(838-871)



LIVING AND DINING ROOM



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MATERIAL LIST

IMPROVEMENT STRATEGY

To create a powerful entryway, we added an oversized brushed-nickel chandelier just inside the foyer to complement the massive front door. The openness of the home greets visitors the minute they enter, as they are faced with a choice to go downstairs and take a look through the picture windows running along the entire wall, or go upstairs and view the lake from the picture window in the living room. Upstairs, we added another large Andersen window to replace an ugly set of sliding doors that had basically opened up to bushes outside. Another feature that really makes this house "pop" are the continental-style doors all throughout the house (2-panel doors with an arch on top).



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 INTERIOR DOORS

Jeldwen Continental-Style
(729-608)

7 LIVING ROOM LIGHT

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

8 GRAND ENTRY CHANDELIER

(614-382)

9 DINING ROOM CHANDELIER

3-Light Brushed Nickel
(118-638)

10 BASEBOARDS

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



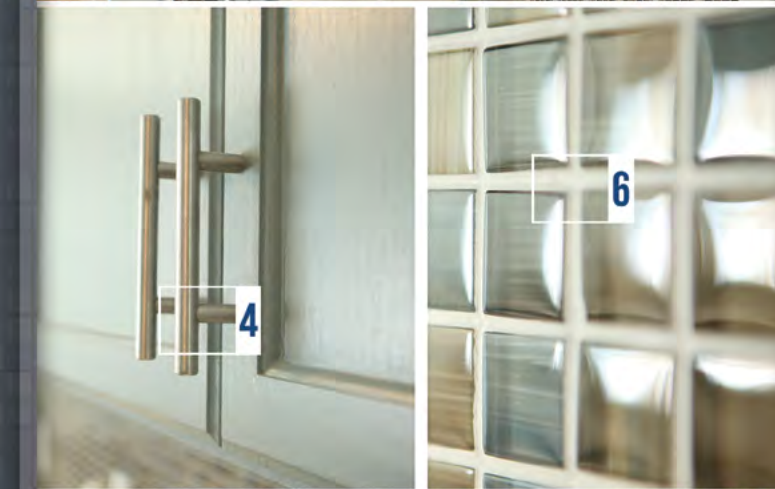


KITCHEN



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MATERIAL LIST



- 1 TILE FLOORS**
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 UNDER-CABINET LIGHTING**
Hampton Bay 6-Light Puck Light Kit (830-676)
- 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**
Used existing
- 12 GRANITE**
Harvest Cream (Custom Granite Company)

IMPROVEMENT STRATEGY

We had to reverse the kitchen layout by switching the dining room and family room areas. In order to do this, we had to add a little bit more wall on one side of the kitchen to create more cabinet space and to give more privacy to the new family room. Then, we opened up the opposite wall in the kitchen, **creating an awesome bar-stool counter**, easy access to the new dining room, and a **gorgeous view of the lake from the kitchen**. Two additional features that really brightened up this kitchen were the **under-cabinet lights** we installed and the **cool sun window** that was pre-existing.





“ A man travels the world over in search of what he needs and returns home to find it.
• George Augustus Moore

BATHROOMS

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MATERIAL LIST



IMPROVEMENT STRATEGY

We decided to keep the pre-existing vanity (which was gorgeous and almost brand new) in the hallway bathroom (C), so our improvement focus in this home was on the master bathroom (A) and downstairs bathroom (B). **Yes, this is a 3-bathroom house!** Some **special order tile really dressed up the bathrooms** in this house--especially the master bathroom shower walls. We also **converted the master bathroom into a full bathroom** instead of leaving it as a 3/4 bathroom with a small stand-up shower. Home Depot offers some nice vanities with the tops included for under \$200, and some of them even include the mirror, like the one we used in the large bathroom downstairs.



- 1 FLOOR TILE**
 - A 16"x16" Gino White (028-964)
 - B 12"x24" Avila Lines Gris (Internet # 202039516)
- 2 FLOOR GROUT**
 - A Silver #27 (111-240)
 - B Light Gray (307-254)
- 3 SHOWER TILE**
 - A 12"x24" Grid Graphite (76969526489)
 - B White Subway and Bullnose (828-347 and 229-189)
- 4 SHOWER ACCENT**
 - A 2-1/8"x8-1/2" Icey Mattes Graphite (76969530788)
 - B 1"x1"x12" Celestial Tile (406-508)
- 5 SHOWER GROUT**
 - A Silver #27 (111-240)
 - B Light Gray (307-254)
- 6 SHOWER FAUCET**
 - All Banbury 1-Handle Tub/Shower (243-261)
- 7 BATHTUB**
 - All 5' Aloha White LH (478-640)
- 8 TOILET**
 - All Dual Flush by Glacier Bay (215-583)
- 9 VANITY**
 - A St. Paul Del Mar 30-inch in Espresso (672-477)
 - B Classic 30" 3-in-1 Combo Set in Amber with Mirror (929-309)
- 10 FAUCET**
 - A Toomba 4" 2-Handle (556-909)
 - B 8" Edgewood 2-Handle (125-344)
- 11 MIRROR**
 - A 22"x28" Brushed Nickel Frame (481-166)
- 12 LIGHTING**
 - A Martha Stewart Living 3-light Skylands Collection (511-395)
 - B Martha Stewart Living 3-light Skylands Collection (511-395)
- 13 TOWEL BAR SET**
 - All Greenwich 3-piece Bath Accessory Kit in Satin Nickel (690-977)



INVESTMENT SUMMARY

6410 CLEVELAND ST | MERRILLVILLE, IN 46410

PURCHASE PRICE	\$61,000
CONSTRUCTION	\$40,000
OVERAGES	\$1,719
UTILITIES	\$591
TOTAL INVESTMENT	\$103,310

SALES PRICE	\$160,000
TOTAL INVESTED	\$103,310
GROSS PROFIT	\$56,690

RE COMMISSION	\$9,600
CLOSING COST	\$3,848
NET PROFIT	\$43,242

TOTAL INVESTED	\$103,310
TOTAL PROFIT	\$43,242
RETURN ON INVESTMENT	41.85%



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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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