

REHABS REVEALED™

VOLUME 1, ISSUE 5

63RD AVE. | MERRILLVILLE, INDIANA 46410



AC ANDREW CORDLE

© 2014 Andrew Cordle



ANDREW CORDLE

HE LOST IT ALL... BUT THAT WASN'T THE END OF THE STORY.



In 2007, Andrew Cordle was young, ambitious, and at the top of his game. His company in Atlanta was flipping dozens of houses each year and he was making an insane amount of money. He was 25 years old and everyone thought he was brilliant. He did, too.

Later that same year, when the financial bottom fell out of the economy, Andrew found himself with more than a dozen properties he could not liquidate, 22 employees he could no longer afford to pay, and a mountain of problems he could not have foreseen. Despite all his best ideas, long-term relationships, and business savvy, he was powerless to stop it. Andrew had lost three full years of his life, and more than a \$1 Million in assets.

After giving himself time to heal, Andrew took the knowledge he had gained along with the hard lessons he had learned, and outlined a new strategy for his financial life. In doing so, he didn't let the fact that he had no money and no credit stop him. He would rebuild through real estate investing but this time it would be different. He wouldn't live from deal to deal as if the flow would never end. He would flip houses to acquire capital and use those funds to purchase debt-free rental properties. Then, he would live on the cash flow those properties produced.

With his plan in-place, Andrew went to work. Incredibly, in just a few short years, he emerged financially independent. He had generated enough ongoing monthly cash flow to meet his monthly income needs. From there, his new business exploded and he continued acquiring debt-free rental properties. His plan had succeeded beyond his wildest dreams. He literally rose from the ashes and built a new business, with a new approach, one project at a time, one house at a time.

The result of Andrew's journey is a new life for him with a new perspective...and he shares it with anyone who will listen. Because of where he's been, he is now passionate about helping people avoid the devastation he experienced. He wants to help them not only find financial success but also discover their purpose in life. For Andrew, real estate does not define his life...it's the engine that propels him forward and allows him to pursue his dreams and ambitions.

BOOKING ARE YOU INTERESTED IN BRINGING ANDREW IN TO SPEAK AT ONE OF YOUR FUTURE EVENTS?



Andrew has been speaking publicly for almost a decade and has keynoted a multitude of events around the country. His passion is helping people find their purpose. **Andrew and his Team will help you take your real estate investing business to the next level.** Don't delay! For all speaking inquiries, please email Joe Mager at joe@andrewcordle.com.



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.



JOE MAGER ACQUISITIONS MANAGER

Joe Mager grew-up in Michigan and moved to Seattle in high school. Upon graduation, he joined the United States Marines and was honorably discharged in October 2004. Joe has an extensive background in firearms instruction, marketing, condominium association management and spent time as a corrections officer in New Mexico. He currently works as an editor and social media marketing director for Andrew Cordle and REI Academy. He is the proud father of two sons and spends his free time fishing, golfing, shooting, reading non-fiction, and watching his favorite team, the Seattle Seahawks!



EDDIE WILSON MARKETING DIRECTOR

Eddie graduated from The Ohio State Universities Broadcasting Program with a degree in Communications and also studied marketing at Georgia Tech and Emory University. Eddie has had a successful career in television and radio broadcasting. Using his relationships and marketing knowledge, Eddie continues to flip successfully all over the southern portion of the United States. Eddie also teaches courses on Marketing and Branding for REI Academy and is a co-founder of Investment Community of the South, a real estate investing club for local investors.



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.



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



AC EXTERIOR



IMPROVEMENT STRATEGY

We started rehabbing this property in the middle of "Snowmageddon 2014" here in Northwest Indiana. In spite of the continual two feet of snow on the ground, this flip stayed right on schedule with the exception of the outside work. As soon as the weather let up, we painted the outside and listed the house on the market. Drastic cosmetic changes literally transformed this house inside and out. Our contractor was very creative in moving the water heater and creating a nice half bathroom downstairs. In the last sixty flips we've done, we don't recall seeing a furnace as big as the one in this house, which literally took up half of a room—like those NASA computers from the 1950's, but our HVAC guy did a tremendous job installing the new furnace. Just take a look at all these great "after" pictures in this magazine!

MATERIAL LIST

- 1 BASE**
Verdigris
(UL 210-7)
- 2 TRIM**
Ivory Palace
(UL 190-13)
- 3 ACCENT**
Perfect Taupe
(UL 260-8)
- 4 FRONT DOOR**
Raisin the Bar
(PX0800)
- 5 DOOR HANDLE**
Kwikset
(182-071)
- 6 NUMBERS**
Hillman Group 6"
(838-909)

**REI
ACADEMY**

REI.ANDREWCORDLE.COM

WHAT YOU'LL LEARN AT REI ACADEMY

Learn how to **profit up to \$30,000+** on one flip

Learn how to **brand yourself, your products, and your business**

Learn how to **seperate yourself** from your competition

Learn how to **schedule out your project** to finish in weeks (not months)

And much, much more!

AC LIVING AND DINING ROOM



MATERIAL LIST

IMPROVEMENT STRATEGY

Even though this project started in the winter-time, the paint color scheme we used was a “cool” scheme—on the interior and exterior. Once the weather began to warm up, the accepted offer came on this property. We like to use a “cool” scheme coming in to the spring and summer and a “warm” scheme coming in to the fall and winter. The cool scheme also helped make this particular house feel a lot larger than what it was—on the inside and out. We also received many compliments on the flooring from Home Depot—a great buy for only 99 cents per square foot! This house was a fun project to complete, being our team got to work along with Geoff and Debbie, two of our terrific coaching students!



- 1 WALL & CEILING COLOR**
Natural Gray
(PPU 18-10)
- 2 TRIM COLOR**
Perfect Taupe
(PPU 18-13)
- 3 DOOR COLOR**
Suede Gray
(PPU 18-17)
- 4 FLOORING**
Saratoga Hickory
(1000-007-504)
- 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)
- 9 INTERIOR DOORS**
Jeldwen Continental-Style
(729-608)

AC KITCHEN

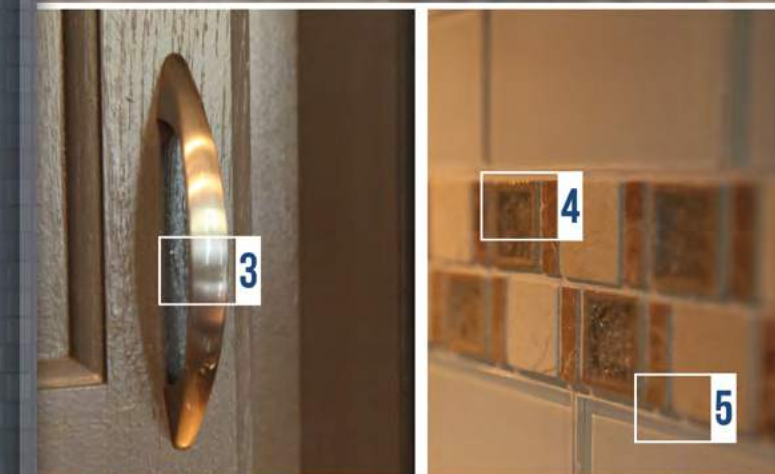


MATERIAL LIST



IMPROVEMENT STRATEGY

As soon as you walk in the front door of the house, you used to see a wall, but now you see a magnificent kitchen! The granite counters and rich-looking flooring really complimented the backsplash (Crackle Fantasy glass accent pieces which Home Depot carries in stock). The pictures are worth a thousand words on this one! Giving this kitchen more of an open concept really helped the entire layout of this house.



- 1 CABINETS**
Unfinished Oak Cabinets (387-246)
- 2 CABINET COLOR**
Antique Tin (PPU 18-3)
- 3 CABINET HANDLES**
3" Liberty Satin Nickel (731-819)
- 4 BACKSPLASH**
Crackle Fantasy (773-887) with Arctic Ice Subway Glass in White 12" x 12" (Internet Order #202523616)
- 5 BACKSPLASH GROUT**
Polyblend #382 Bone 10-lb. Non-Sanded Grout (123-851)
- 6 STOVE**
Frigidaire 30-inch, 5.0-cubic feet with Self-Cleaning Convection Oven in Stainless Steel (548-983)
- 7 MICROWAVE**
Frigidaire 30-inch, 1.7-cubic feet, Over-the-Range in Stainless Steel with Sensor Cooking (533-524)
- 8 REFRIGERATOR**
Frigidaire 18-cubic feet, Top-Freezer in Stainless Steel (1000002771)
- 9 GRANITE**
Bainbrook (Custom Granite Company)



20 WOW FACTORS

On average, our company completes 5 to 8 “flips” every month. Our many years of experience, combined with much trial and error, has enabled us to identify twenty different areas in which we can offer additional value, “wow” our clients, and sell our houses in a more expedited fashion. **If you’d like to obtain a free copy of our proprietary “20 Wow Factors,” please go to www.andrewcordle.com/free-stuff.**

AC BATHROOMS



MATERIAL LIST



- 1 FLOOR TILE**
A 6"x24" Montagna Saddle (193-629)
B White Octagon 12" x 12" (838-494)
- 2 FLOOR GROUT**
A Bone (123-852)
B Delorean Gray (656-844)
- 3 SHOWER TILE**
A 13"x20" Broadmoor Platinum (1000-012-487)
- 4 SHOWER ACCENT**
A Arctic Storm (369-501)
B Majestic Ocean (576-871)
- 5 SHOWER GROUT**
A Bone (123-851)
- 6 SHOWER FAUCET**
All Banbury 1-Handle Tub/Shower (243-261)
- 7 BATHTUB**
A 5' Aloha White (478-640)
- 8 TOILET**
All Dual Flush by Glacier Bay (215-583)
- 9 VANITY**
A Glacier Bay Renditions (637-327)
B St. Paul Madeline 24" (628-505)
- 10 FAUCET**
All Glacier Bay Builders 4" 2-Handle (247-368)
- 11 MIRROR**
A 22"x28" Brushed Nickel Frame (481-166)
B 22"x28" Brushed Nickel Frame (481-166)
- 12 TOWEL BAR SET**
All Greenwich 3-piece Bath Accessory Kit in Satin Nickel (690-977)
- 13 LIGHTING**
All Hampton Bay 3-light Brushed Nickel (610-563)

IMPROVEMENT STRATEGY

Installing a new glass block window in the main hallway bathroom really added a nice touch, but the tile choices from Home Depot are what really put the upstairs bathroom "over the top." Just look at the before and after pictures, and you can hardly tell that it's the same bathroom. But the most drastic change—probably more drastic than any house we've done—is the downstairs bathroom. The downstairs toilet used to be located in the middle of a utility area. Our contractor ingeniously relocated the water heater and concealed it behind a closet area next to the furnace and other utilities, thus allowing us to finish off the downstairs bathroom with drywall walls and tile flooring. Instead of an ugly, unfinished utility area, this downstairs room became a very spacious half bathroom.



AC INVESTMENT SUMMARY

904 W. 72ND PLACE

PURCHASE PRICE	\$46,277
CONSTRUCTION	\$35,000
OVERAGES	\$4,455
UTILITIES	\$1,050
TOTAL INVESTMENT	\$87,172

SALES PRICE	\$127,870
TOTAL INVESTED	\$87,172
GROSS PROFIT	\$40,698

RE COMMISSION	\$6,393
CLOSING COSTS	\$9,632
NET PROFIT	\$24,673

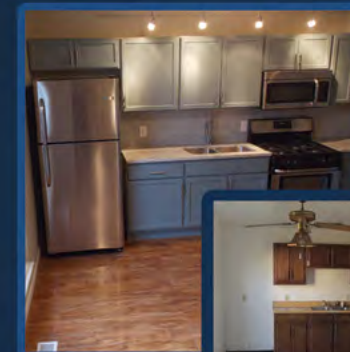
TOTAL INVESTED	\$87,172
TOTAL PROFIT	\$24,673
RETURN ON INVESTMENT	28.30%

These are estimated numbers based on value.

AC ANDREW CORDLE

INVESTING & LENDING OPPORTUNITIES

PRIVATE MORTGAGES · JOINT VENTURES · PARTICIPATING LOANS



BEFORE



BEFORE



BEFORE



BEFORE



BEFORE



BEFORE

GOT CAPITAL? GET IT WORKING!

SECURED, DOUBLE DIGIT ANNUAL RETURNS



ANDREW CORDLE
MANAGING DIRECTOR

YOUR INVESTMENT TEAM PROS
CALL TODAY: (678) 916-3932

10 YEARS EXPERIENCE
250+ TRANSACTIONS
OVER \$40 MILLION

www.andrewcordle.com



HOW WE PROFIT IN REAL ESTATE AND YOU CAN TOO!

BOOK.ANDREWCORDLE.COM

Andrew Cordle's top-selling book, *The Boom After the Bubble*, hit the stands in 2013. Since its launch, his book has been read by thousands across the country. It's time for you to read the book that is revolutionizing the real estate industry! Andrew Cordle is a master real estate investor who lost it all in the Great Recession and now, he's doing things differently. He details his new wealth building strategies in this new book, *The Boom After the Bubble*!

This book is a must read for anyone getting started in real estate. It goes to the heart of how someone can change their lives and protect their family from economic disaster with real estate investing. You will enjoy this book.

Frank Paras Home Depot Director

I have known Andrew for several years and thoroughly enjoyed this book. It offers "real world" insight and advice and is a fantastic introduction to Financial Momentum.

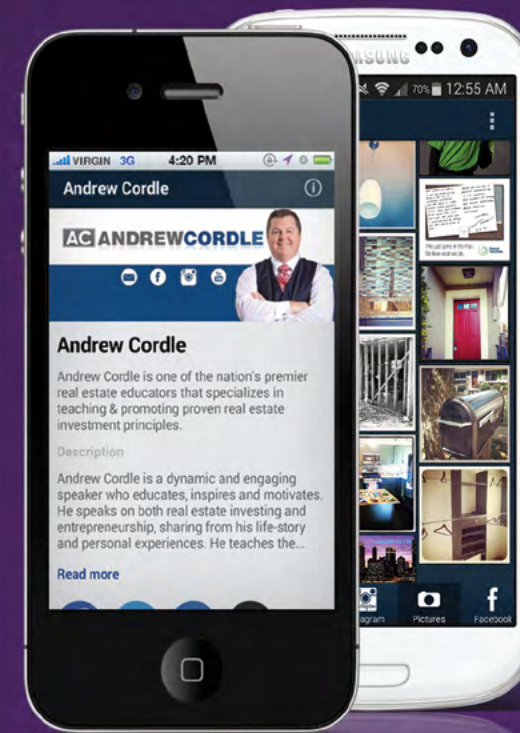
Tim Norris President of National Real Estate Insurance Group

When you read this book, you will understand the heart of Andrew Cordle and his passion to help people find both financial success and purpose in their lives.

Scott Whaley President of National REIA

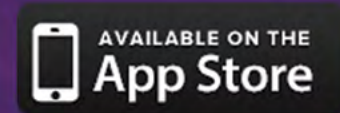
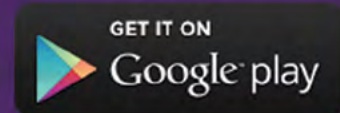
There is only one word that describes Andrew Cordle's journey as a real estate investor, and that is the word "authentic."

Andrew Waite Publisher of PREI Magazine

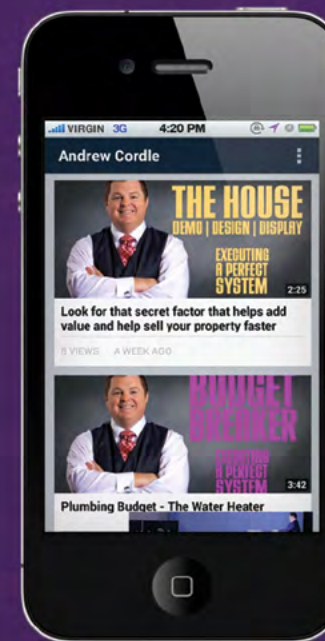


DOWNLOAD THE MOST ACTIVE APP FOR REAL ESTATE

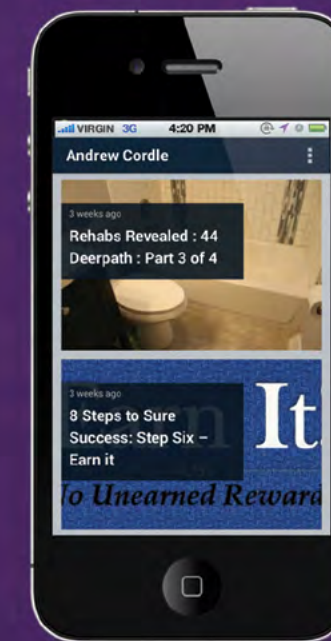
Head over to the iTunes store and the Google Play marketplace and download the Andrew Cordle mobile app! Have all of our videos, photos, events and blogs all in one place and on the go! Get ahead of the curve, and get education at your fingertips.



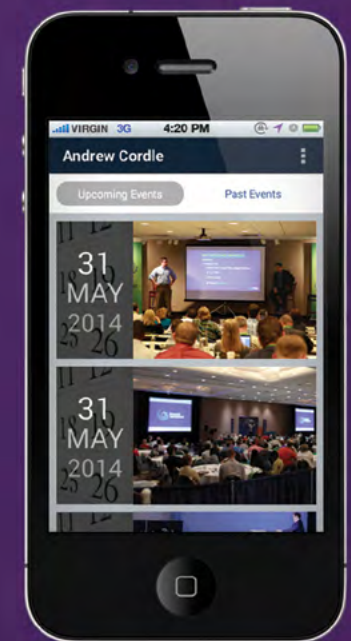
WEEKLY HOW TO VIDEOS



WEEKLY REAL ESTATE BLOGS



UPCOMING EVENTS



LEAVE **AC**
YOUR JOB IN
ONE YEAR
RETIRE IN
FIVE

TO LEARN MORE, VISIT ANDRECORDLE.COM