

J. SCOTT SCHEEL
PRESENTS
“COLO\$\$\$AL CASH IN
COMMERCIAL REAL ESTATE
IN COMMERCIAL REAL ESTATE”



Featured Topics:

- Ten undeniable reasons why **you should be investing in commercial real estate NOW.**
- How commercial property will **add hours to your days and days to your life.**
- The **“Seven Moves To Checkmate™”** in commercial real estate.
- Five surefire ways to minimize or even **eliminate all risk.**
- Which commercial investments are the rocket ship to your dreams, and which are the Titanic.
- How to **create tremendous value in your properties AT WILL** — regardless of how the market is doing.
- How to build **three simple pipelines** to having **TEN TIMES** more deals than you could ever handle flow across your desk every month.



Why Commercial Real Estate?

1. No _____ or _____ needed
2. _____ Profits
3. Immediate and Strong Positive _____
4. _____
5. _____ at _____
6. Work From Home Part Time
7. _____ Deal _____
8. Build a large net worth _____
9. Much less _____
10. Use many of the same strategies
11. Value based on _____ not _____

**Seven Moves to Checkmate™
in Commercial Real Estate**

1. Locate _____ (10 Great Sources, starting on page 28)
2. Check and verify the _____
3. Locate _____ (8 Creative Ways, starting on page 129)
4. Construct and present _____
5. _____
6. Increase the _____
7. Know your _____ strategy

**Five Surefire Ways to
Minimize or ELIMINATE All Risk**

1. Buy WAY under _____
2. 30-Day _____ Clause (page 169)
3. Bullet-proof _____ (over 75 of them, pages 169-178)
4. _____ tenants paying the mortgage instead of _____
5. Money NOW:
 - Cash at _____
 - Immediate _____

J. SCOTT SCHEEL PRESENTS
"HOW TO MAKE HUGE PROFITS IN COMMERCIAL REAL ESTATE" (PAGE 2)

PIG FARM

PIG = _____

FARM = _____

\$1.00 (Increased Rent) x 10,000 Sq Ft= _____

\$ _____ is a _____ Return on a \$ _____ Investment

Example of FARM: 20,000 Sq.Ft. retail Building

**Three Simple Pipelines (out of 10)
to having TEN TIMES more deals than
you could ever handle flow across
your desk every month**

1. _____

2. Attorneys:

- _____

- _____

3. Commercial _____

**20,000 Square-Foot
Retail Building (25% vacant)**
\$400,000 Income (fully occupied)
- \$100,000 Vacancy (25%)
- \$150,000 Expenses
=\$150,000 NOI (Net Operating Income)
÷ 10% FARM
\$ _____ = VALUE OF
PROPERTY

**20,000 Square-Foot
Retail Building (cure vacancy)**
\$400,000 Income (fully occupied)
- \$ _____ Vacancy (12.5%)
- \$150,000 Expenses
=\$ _____ NOI (Net Operating Income)
÷ 10% FARM
\$ _____ = VALUE OF
PROPERTY

**20,000 Square-Foot
Retail Building (decrease exp.)**
\$400,000 Income (fully occupied)
- \$ 50,000 Vacancy (12.5%)
- \$ _____ Expenses
=\$ _____ NOI (Net Operating Income)
÷ 10% FARM
\$ _____ = VALUE OF
PROPERTY

\$ _____ in additional cash flow = \$ _____ in PROFIT!



About J. Scott Scheel

At the age of 25, J. Scott Scheel found himself over \$100,000 in personal debt, basically homeless, behind on every credit obligation, and unemployed following a failed business venture.

Scott has gone on to develop successful formulas for investing in many areas of commercial real estate, including retail, office, multi-family apartments, condo conversion, vacant land, and many others. He has created a simple, straight forward, step-by-step approach to creative commercial real estate investing that is creating multi-millionaires all over America.

Having only a high school education and with no credit, money, or previous experience, he bought his very first investment property, a 24-unit apartment building, with no money out of his pocket. This property had an immediate \$6,000 per month positive cash flow and generated over \$1.4 Million in spendable cash.

Scott continues as a real estate investor to this day, generating single deals with cash and equity profits regularly in the millions of dollars in profit per deal. Students from all backgrounds and experience levels can benefit from Scott's genuine, candid, down-to-earth teaching style to launch their Commercial Real Estate investing futures.