

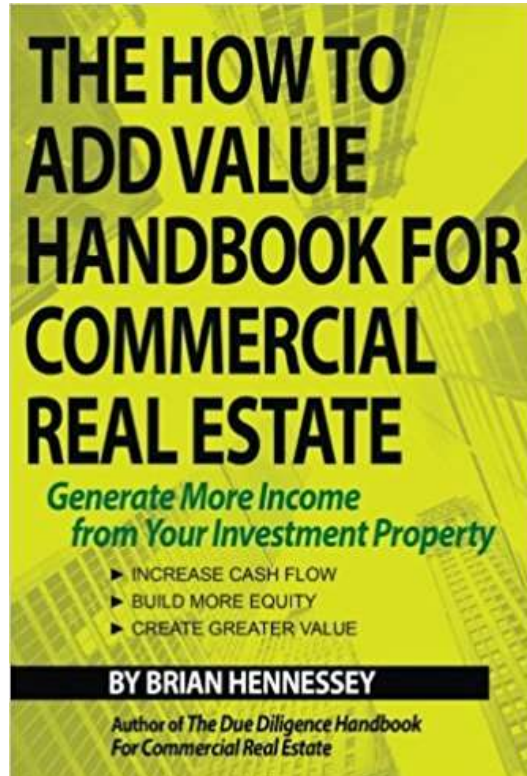


**“How To
confidently conduct
Due Diligence,
uncover problems,
create additional
value...
and not kill the deal”**

My Goal...
is to share with you why
knowing “Due Diligence”
will make you a master in
creating wealth with
real estate investments.

If You Stay Until
The End...

I will send my
newest book to
you **FREE**
(a **\$19.95 VALUE**)





Property Acquisition and Due Diligence Checklist

I. SUMMARY

- A. Property Location:
- B. Seller Name:
- C. Purchase Price:
- D. Contingency Periods and Critical Dates
 - 1. Title Contingency:
 - 2. Inspection Contingency:
 - 3. Environmental Contingency:
 - 4. Financing Contingency:
 - 5. Lease Review Contingency:
 - 6. Other Contingencies:
 - 7. Increase Deposit on:
 - 8. Closing Date:

**Understanding
“Due Diligence” is
important to your
success as a
real estate
investor!**

WHY?

You make your
money on the buy
and...

You realize your
value on the sale.



Here's what I want you to know...

- The benefits of properly conducting due diligence.
- What you can start doing now to uncover critical issues.
- How knowing this helps create great wealth investing in real estate.

Brian Hennessey

- Over 30 years in the Commercial Real Estate industry
- As a Senior Vice President of Acquisitions/Dispositions
- As a Commercial Broker
- As a Real Estate Syndicator & Asset Manager
- Over 12 million square feet of purchase and lease transactions
- Authored (2) books on Commercial Real Estate



ABOUT

BOOKS

COURSES



RESOURCES

BLOG

CONTACT

WELCOME TO IMPACT COACHING SYSTEMS

THE DUE DILIGENCE VIDEO COURSE FOR COMMERCIAL REAL ESTATE



A proven system to save time, money,

THE DUE DILIGENCE HANDBOOK FOR COMMERCIAL REAL ESTATE



A concise, step-by-step handbook outlining the due diligence process for

Feedback



After Doing This For over 30 years... What I discovered was...

- Mistakes can cost you hundreds of thousands
- Even many of the largest investors don't have an effective system
- Knowing what to look for is critical
- Teams generally don't communicate well
- You need a system so you can control seller push back...
- The seller will want to know how you know more than they do about their property

*“Discovery consists
of seeing what
everybody has seen
and thinking what
nobody has thought.”*

ALBERT VON SZENT-GYORGYI



I Discovered This

- The HARD Way...
- The Expensive Way...
- The Embarrassing and Gut-Wrenching Way...

(You Get To learn the *short-cut*
Easy Way...)

A Proven System



“Having and adhering to a proven system while conducting due diligence allows you to do it faster, easier, more efficiently and you’re less likely to miss something.”



- Brian Hennessey

RESULTS ARE NOT TYPICAL...

100% of people who don't take action will most likely **NEVER** see results.



For those who do take action, you will **DRAMATICALLY** increase your chances of making the correct decisions when making real estate investments.

The 3 Secrets...

- Secret #1 – The deal isn't done UNTIL it's DONE
- Secret #2 – Communication isn't what you think
- Secret #3 – Controlling the seller especially when they pushback

Secret #1

- The deal isn't done UNTIL it's DONE

Secret #2

- **Communication isn't what you think**

Secret #3

- **Controlling the seller especially when they pushback**



Case Study... Office Building





Case Study... Hotel



New Investment opportunity with overall 23+% average annual returns projected

Join us in developing
a stunning new 322-
Unit Graduate
Student Housing
Project in Buffalo,
NY, near the
University at Buffalo.

Over 23% average
annual returns are
projected, due to
large environmental
clean up credits and
13 years of Tax
incentives.



Phase I (\$6.2 Million equity) sold out. Taking
reservations for Phase II

New Investment opportunity with overall 23+% average annual returns projected

A tremendous time to invest in Student Housing

"As dorms morph into luxury apartments, our student housing clients are able to offer more in amenities such as pools, hot tubs, weekly social events, top-of-the-line workout facilities and high-speed internet. These services are free, but with the increase in amenities, rents are significantly greater than other types of apartments, sometimes even twice the amount,"

- RSM Partner Nick Antonopoulos

"There's just been a massive amount of money flowing into the space and the top investors are all doing what they can to make a splash,... There are more groups looking to invest than there are developers and operators with available real estate, so the next 12 months should be very interesting, as the hardest thing for these institutional investors to do is find the right product with the right operator."

- Marc Lifshin, Co-founder and Managing Partner of Core Spaces.





Case Study... Apartment Building





The **best investment**
you can make,
is an **investment in yourself...**
The more you **learn**,
the more you'll earn.

**Invest in yourself. It
will pay the greatest
dividends.**

Time for ACTION...

- We are offering a Special Offer So You CAN Get Everything You Need To Know...
- And If You Act Fast, I'm Gonna Give You A Very Special Deal.



What You're Gonna Get...

- **16 Due Diligence Modules**
- **Game changing tips, strategies and tactics to reduce risk and optimize value**
- **Action Items**
- **Transcripts of each module**
- **(\$2,497 Value)**
- **Contracts & Document Templates (\$1,297 Value)**

Total Value: \$3,794

Who has had success with this...

- **Real Estate Property Investors**
- **Commercial Real Estate Brokers, Property Managers, Asset Managers**
- **Residential Real Estate agents who want to understand the investment side of the business**





Testimonial...

“What a helpful tool for anyone (including old pros) acquiring commercial real estate.

Too many investors find trouble only *after* they have closed escrow.

However, many after-closing issues can be avoided with a thorough due diligence review prior to owning. Mr. Hennessey has provided a thorough overview of the items an investor should investigate.”

Bruce Blumenthal

Owner, BLUE RIDGE PROPERTIES

Testimonial...

“Thorough and thoughtful due diligence benefits everyone involved: Investors gain confidence, reduce expenses and avoid mistakes. **Brokers save time and trouble and more importantly, can elevate their client service.**

...Brian Hennessey has encapsulated lessons from decades of experience in nearly every facet of the commercial real estate business...

At the end of the day, a sound due diligence process creates tremendous value for everyone involved.”

Doug Frye

**Former President and CEO,
Colliers International**





Testimonial...

“If you are a real estate investor, this course could save you thousands, tens of thousands, if not millions in your transaction. This opens up your eyes and your mind of what could be potential problems for the deal and learn how to protect your position as well as your wallet.”

Brian’s Due Diligence book and checklists are my Commercial Real Estate bible and GPS. I would not go into a commercial real estate transaction without it.”

-Amada Chan
Real Estate Investor & Entrepreneur

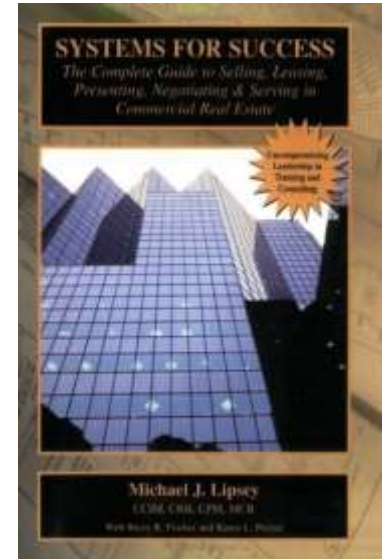
Testimonial...

“This information will give brokers another skill set and add tremendous value for their clients. Investors are always looking for better ways and smart team members to purchase investments with. This due diligence system helps you become a more valuable team member.”

Mike Lipsey

President, THE LIPSEY CO.

Author and top trainer of the commercial real estate brokerage industry



Testimonial...

“I work in the real estate business and I have to say Brian’s course is the best resource anyone could use for acquisitions, no matter the deal size. His course covers what you need to know from the start to the end of an acquisition. *He teaches you the essentials of the due diligence process and gives you the tools to make sure you don’t make costly mistakes and that sellers can’t pull a fast one on you.*

Whether you are familiar with the business or not, you will learn a lot from this course. It is truly a high-quality course and one of the only serious ones out there. The content covered is critical for “serious” real estate investing.

-Rachel Kramer, Acquisitions Specialist



Bonus #1

Facebook Investor Network (\$997 Value)

**Network with me, other investors,
real estate professionals, other
trainers and specialists in the
industry.**

**Learn about what works for others,
where to find deals and how to make
them work.**

Bonus #2

**6 - Month Live Group
Coaching
(\$2,500 Value)
(Recorded for your listening
convenience)**

*(Discuss strategies, tips, responses to
push back from sellers and brokers,
investment feedback, questions and
answers, etc.)*

NOTE: Limited Time

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- **16 Due Diligence Modules**
- **Game changing tips, strategies and tactics to reduce risk and optimize value**
- **Action Items**
- **Transcripts of each module**
- **(\$2,497 Value)**
- **Contracts & Document Templates (\$1,297 Value)**
- **Facebook Investor Network (\$997 Value)**
- **6 Month Live Group Coaching (\$2,500 Value)**

Total Value: \$7,291



If All This Did Was...

- Give you access to the video course,... Would It Be Worth it...?
- 6 months of Group Coaching Calls... Would It Be Worth It?
- Access to the Facebook Investor Network...Would it be worth it?

What's being absolutely confident in your investment decisions *before* you put your hard-earned money down, *without hesitation*, worth to you?

\$5k? \$10k? \$25k? More...?

How Much Would You Pay To Have:

Absolute confidence in your real estate investment decisions?



Sign Up Today,
If You Don't Like It For ANY REASON ,
If you don't believe it's worth at least 10X your investment in this course
(I believe you'll see it's worth 100X your investment),
Just Let Me Know And I'll Give Your Money Back
NO QUESTIONS ASKED.

Other “Opportunities”

Can offer you *some* basic working knowledge of “How to Purchase Real Estate Investments” ... With This You

Get “How to Be *Certain*”

You’ve made the Right Decision to Invest and Move Forward or NOT!”!



What You're Gonna Get...

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Total Value: \$7,291

Get Started NOW For Just



\$997 Today

Professional Package

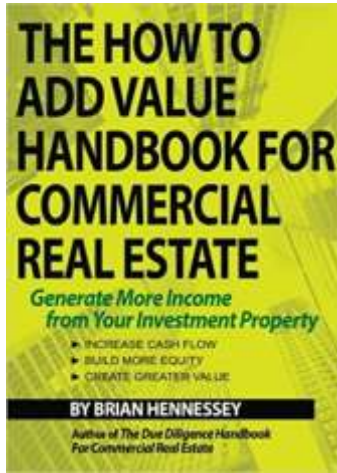
\$599*

(PRICING for 72 Hours)

***(For MultifamilyU.com – ONLY-
Please use Code # action72)**

Signup Here:

<https://courses.impactcoachingsystems.com/users/checkout/auth>



As Promised just for staying on the call

Both

- “The How to Add Value for Commercial Real Estate” Book
- and
- The Comprehensive 14-Page Due Diligence Checklist for Real Estate Investments
- Go to: <http://bit.ly/impactcoach>

Get Started NOW For Just



\$997 Today

Professional Package

\$599*

(PRICING for 72 Hours)

***(For MultifamilyU.com – ONLY-
Please use Code # action72)**

Signup Here:

<https://courses.impactcoachingsystems.com/users/checkout/auth>