




Than Merrill's REAL ESTATE CLASS



EVENT GUIDE



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WHAT YOU WILL LEARN

- Why now is the right time to invest in real estate
- How to position yourself to take advantage of investment opportunities in the current real estate market
- Than Merrill's 3 steps to investing success
- Additional educational opportunities
- And more...

TABLE OF CONTENTS

Welcome From Than	3
Why Invest In Real Estate?	4
Than's 3-Step System To Investing Success	4
CT Homes	5
FortuneBuilders	6
FortuneBuilders Wins	7
Educational Opportunities	8
3-Day Insiders Workshop	9
What Our Students Have To Say	10
FortuneBuilders Gives	11
Thank You Gift	12
Notes	13



INTRODUCTION: WELCOME FROM THAN

Congratulations for taking the time to participate in today's real estate investing class and for taking the next step in your journey toward your personal goals. What you are about to learn here over the next couple of hours will be well worth your time.

My hope is that you will leave this event with a better understanding of the financial opportunities that exist in real estate and how we can help you invest more strategically. You'll also learn the role the right kind of education plays in successful real estate investing.

I started investing in real estate because I knew it was something I would enjoy and that it had the potential to be very financially rewarding. I also knew that it could be done on a part-time basis. Within a year, I was a full-time investor and I have never looked back.

Looking back over my career, I can see that one of the main reasons I was successful was because I took the time to get educated and seek out mentors who could guide me before I started making real estate investments.

Along the way, the more I learned, the more I found myself enjoying the process and I fell in love with it. Learning became extremely pleasurable because I was beginning to see a return on that investment into my education. It's my personal belief that, if you truly want to be successful and realize your full potential in business and in life, you too will want to obtain a strong financial education. Today, people see the value of education and understand that the difference between someone who succeeds financially and someone who doesn't is based largely on the quality of their financial education.

I also realized that long-term success in real estate requires that you have really good systems and processes that you can utilize to make informed, strategic real estate investments. However, the systems I needed didn't exist, so I decided to create them myself.

For the past twelve years that's what I have been building. I have spent more than a decade taking my understanding of the real estate business and how to be successful in it and synthesizing it into tools and knowledge that I can share. And now I want to teach you how to take the same approach to real estate investing that I use in my business. Why? Teaching people how to realize their full potential as entrepreneurs through real estate isn't just my job as the CEO of the premier real estate investing educational institution in the country. It's my passion. I know that the knowledge, skills and tools my students learn from participating in our programs changes their lives for the better, impacts their communities in positive and meaningful ways and changes the way they view the world – and their place in it.

That's one big reason why I'm offering this class today. In it, the instructor and team will teach you how you can get started flipping houses in your area, as well as our strategies for buying and holding long-term properties. You'll be introduced to important principles of real estate investing, including how you can use other people's money to fund your real estate deals. You'll also learn about powerful tools for analyzing properties and understand the powerful impact of using proven systems for repeatable, long-term success in real estate – and much more.

Our mission, beginning today, is to start you down the path toward becoming a successful real estate investor and ultimately, to help you achieve your personal goals.

If past attendees of this event are any indication of what's possible, investing two hours in yourself by attending this class could just turn out to be a life-changing event for you and your family.

I really do hope you get a lot out of this class and that you will make the most of this special opportunity.

To your success,

A handwritten signature in black ink that reads "Than Merrill". The signature is written in a cursive, flowing style with a large, stylized 'T' and 'M'.

Than Merrill
Real Estate Investor, Educator, Father, Husband

WHY INVEST IN REAL ESTATE?

If you're serious about building a more secure future, admittedly, there are many avenues you can pursue as a beginning or experienced investor. Sure, investing in stocks, bonds, gold, CDs, and mutual funds may all seem like attractive options worth your time and consideration. However, I believe that no other investment opportunity comes close to offering the long-term, consistent benefits and advantages available to you as investing in real estate does.

So if you're looking to create a more secure future, then we believe you're in the right place to get started.



CT Homes has successfully managed and executed hundreds of residential and commercial real estate projects all across the country, some of which have been featured in 20+ episodes and three seasons of A&E's hit TV show "Flip This House."

THAN'S 3-STEP SYSTEM TO INVESTING SUCCESS

ACTIVE INCOME:

Active income in real estate is income earned by rehabbing and wholesaling properties, which you will learn more about here today.

PASSIVE INCOME:

Passive income is income derived from rental real estate assets. This is achieved by owning properties that you rent for continual monthly cash flow.

INTEREST INCOME:

Interest income is achieved through lending your money to other educated real estate investors or by purchasing tax liens. Instead of investing on the equity side you invest on the debt side and become the bank or creditor.





www.CTHomesLLC.com

In 2004, Than and his two partners started their real estate investment company, CT Homes, LLC, which invests in both residential and commercial properties. Along the way, they created proprietary business systems that have allowed the company to thrive year after year.

Currently the company has between 20 and 40 real estate projects ongoing at any given time of the year. What is most amazing is that Than was able to successfully remove himself from a lot of the day-to-day operations because he focused on building a systems-dependent business instead of a business that was dependent on him.

This is why learning Than's system for investing in real estate will be so valuable for you. Not only does he teach the mechanics of investing in real estate, he also teaches people how to implement systems within their business to free themselves of the day-to-day work. Ultimately, most people desire to not only be more successful, but also have more free time to enjoy their other passions in life.

That's what skilled investing is all about. It's about learning how to get the money you earn working for you instead of you trading your time for money.

"REAL INVESTORS, DOING DEALS IN TODAY'S MARKET"

CT HOMES: A FEW OF OUR INVESTMENT DEALS





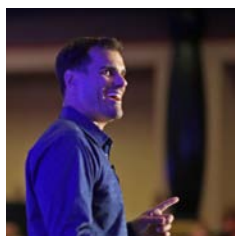
The creation of FortuneBuilders was the result of a convergence of three passions: Real Estate, Entrepreneurship and Education. As very successful real estate investors, FortuneBuilders is our vehicle to teach, share, motivate and inspire individuals everywhere.

In 2004, Than and his two partners started CT Homes, LLC, their real estate investment company. The systems and processes they created have allowed them to scale their business and have predictable and repeatable results. Because these systems were critical to CT Homes' rapid growth and success, it became the foundation for the FortuneBuilders educational platform and coaching program. FortuneBuilders offers an advanced and comprehensive investing education. Our flagship program, Mastery Coaching, combines one-on-one coaching with the dynamic tools, resources, knowledge and systems necessary to accelerate their progress in real estate investing.

The more time you spend with us, the more you will see that our core values, listed here, are at the heart of everything that we do as a company.

Company Values: Ethics & Integrity | Inspire | Educate | Lead | Crush It!

MEET THE FOUNDERS



THAN MERRILL, Founder and CEO of FortuneBuilders and CT Homes, is one of the most successful real estate investors in the nation. A former star of a the hit reality show, A&E's hit TV show "Flip This House," he has bought and sold hundreds of properties nationwide during his

investing career and he founded FortuneBuilders with the simple idea of sharing his knowledge and passion for real estate with aspiring investors. As a graduate of Yale University and a former NFL player, Than attributes his success in sports, business and investing to coaching, education and systems.



PAUL ESAJIAN, Co-Founder of FortuneBuilders and CT Homes, is one of nation's premier real estate investors and speakers. His ideas for building a business have been used to develop CT Homes into a very successful real estate investment company, which

resulted in him and his team being featured on the hit reality show, "Flip This House". Paul also oversees the commercial real estate investment side of the company.



JD ESAJIAN, former star of A&E's hit reality show, "Flip This House" is head project manager of CT Homes LLC, a multi-million dollar real estate investing company, as well as a national speaker with FortuneBuilders, a real estate educational training company. He, along with busi-

ness partners Than Merrill and brother Paul Esajian, are some of the nation's most successful investors and are considered elite experts in buying, fixing and selling properties.



INC. 500 "FortuneBuilders is extremely proud to be recognized three separate times (2010 - 2012) on the INC. 500 list as one of the top educational companies in the country. It's a testament to our team, our systems and our students," said Than Merrill, CEO of FortuneBuilders. "We are honored by the recognition and it represents the importance of providing the best possible education and resources for our students. We take pride in teaching our students how to grow investment businesses and the main reason we have made the list in three separate years is because of the success of our students."

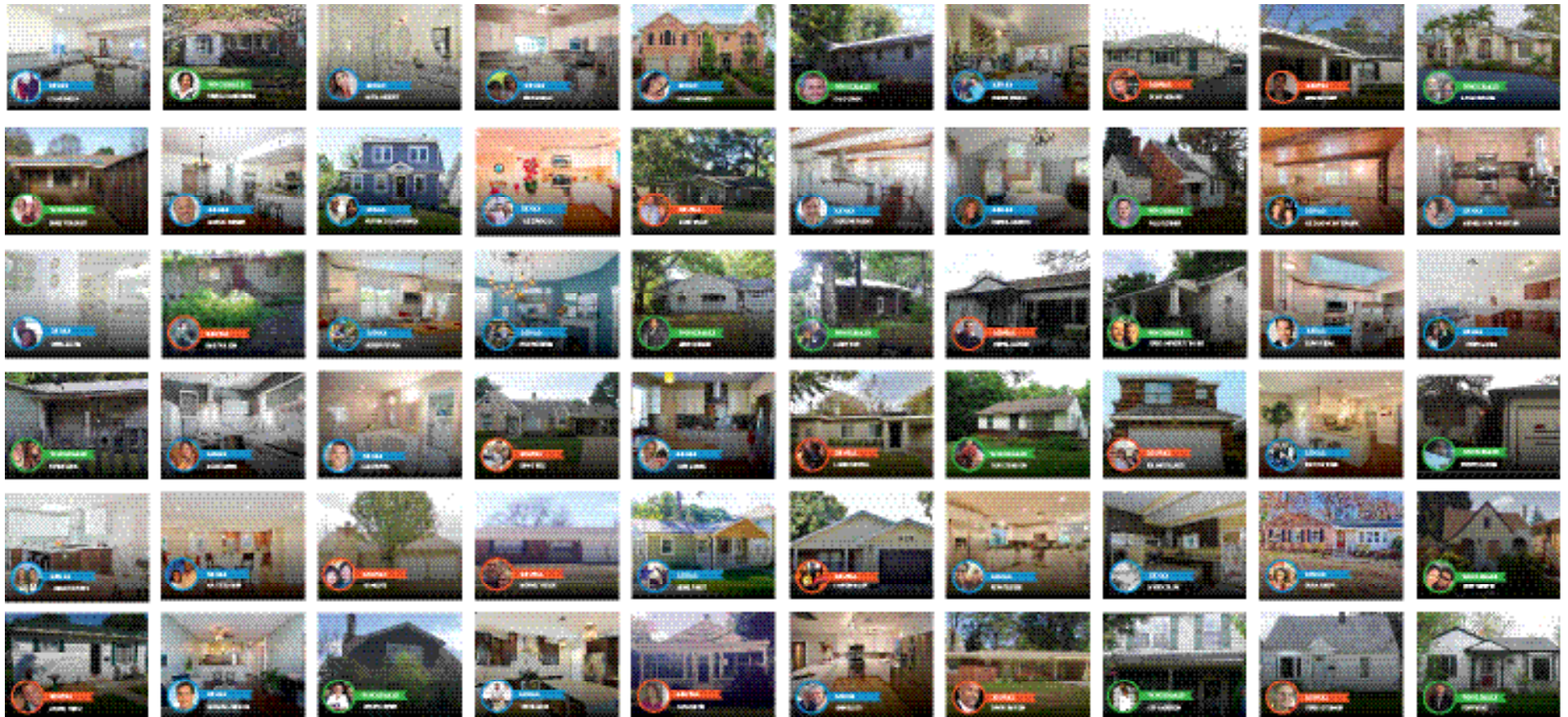
SOME OF OUR STUDENT DEALS

www.FBWins.com

To see what some of our students have done, visit www.FBWins.com

At FortuneBuilders, we believe that positive reinforcement can have a tremendous impact on the success of our students. That's why we created FBWins.com. It's a unique platform that celebrates just some of the accomplishments of our students, giving them an opportunity to be recognized for all of their hard work and successful real estate investments.

We encourage you to visit FBWins.com right now and take a look at many of our successful students' deals and accomplishments. We look forward to celebrating all of our students wins in the future!



REAL ESTATE INVESTING EDUCATIONAL OPPORTUNITIES

THAN MERRILL'S REAL ESTATE CLASS

In just two hours, this free class will give you a basic understanding of what it takes to get started investing in real estate in your local area. You will learn how a FortuneBuilders education can start you down the pathway toward becoming a smarter real estate investor. This class will introduce you to several important concepts, like how to:

- Get started flipping houses in your market by learning Than's proven investing strategies
- Obtain money from private money lenders to purchase properties and finance your projects
- Network and team up with other investors and real estate professionals in your area
- Replicate the same successful systems we used on A&E's "Flip This House"
- Much, much more!

Whether you're interested in pursuing real estate investing full time, or if you plan to supplement your income by doing it part time, this class has something for everyone. In fact, for many investors, this class was the launching point for them to take advantage of the tremendous opportunity that exists in real estate right now – and it has the potential to do the same for you!

3-DAY REAL ESTATE INSIDERS WORKSHOP

Over the course of our comprehensive 3-day workshop, we cover a wide range of current, relevant and advanced real estate topics, giving our students a big-picture view of the many investment opportunities that exist in this amazing industry. The workshop is designed for those new to real estate and for seasoned professionals alike because our information and materials are actionable, applicable, relevant to today's market and systems-based. So there really is something for everyone, which means anyone who attends the workshop will benefit greatly. Some of the many topics covered include:

- Strategies to raise money for real estate deals
- Rehabbing from start to finish
- Wholesaling for faster wins
- Buy-and-hold strategies for long-term success
- Our top 5 marketing strategies to get more leads and deals and how to implement them immediately in your area
- How to work with agents, contractors and other real estate professionals and build a power team of experts to increase your success in real estate.



MASTERY COACHING & CONSULTING PROGRAMS

At FortuneBuilders we can take you as far as you want to go in real estate. In order to do so, we also have different multi-year coaching and consulting programs for real estate investors who want to take their investing activities to even higher levels. There is a more extensive process to become a Mastery Student and if you want more information about the program just ask one of our staff members at the 3-Day Real Estate Insiders Workshop and they will give you an in-depth informational brochure about the various educational programs available.

FUTURE FORTUNEBUILDERS

At FortuneBuilders, few things are as important to us as passing the knowledge we possess about the importance of financial literacy on to the next generation. That's why we created Future FortuneBuilders, a teen educational camp and program. This groundbreaking initiative gives kids and young adults access to a basic financial education, where they'll learn about money, debt, saving, investing and other topics that will empower them to take control of their financial future. Fueled by the efforts of our Mastery Community, our ultimate goal with Future FortuneBuilders is to begin educating the leaders of tomorrow about the role financial empowerment can play in helping them achieve their dreams.



3-DAY REAL ESTATE INSIDERS WORKSHOP

What our students are saying about our 3-Day Insiders Workshop

All workshop attendees are given the option to fill out a survey about the event. The results below are from those who submitted the survey.

EVENT OVERALL



9.58 out of 10 (3,000 plus students surveyed)

EVENT ATMOSPHERE



9.21 out of 10 (3,000 plus students surveyed)

SPEAKER PRESENTATION



9.73 out of 10 (3,000 plus students surveyed)

"The last 3 days have been the most informative and are the beginning days of a new beginning for me. I would recommend (the 3-Day Workshop) to anyone." - *Ivy Kahler*

"I have a business that my wife and children are proud of. We're going into neighborhoods and being paid to fix up properties. I'm building a legacy for my wife, my children and my grandchildren, and I'm doing something that I absolutely love." - *Bill Roberts*

"A company of the highest integrity. An environment of inspiration & fun, all while providing exceptional education." - *Jeannie Bess*

"It is an eye opener – so many things I wish I knew growing up." - *George Diego*

"Thank you for changing my life." - *Ron Ritnour*

"I attended the 3-Day Workshop and it was the best!" - *Kaleb*

"Really learned a lot about transactions I never knew existed. Very inspiring and definitely changed the way I think. I loved it." - *Denis Roberts*

"You could not have had a better leader/teacher. So knowledgeable & credible and engaging. Such a wealth of information and possibilities, I'd be a fool to not want to be involved with this group." - *Nancie Dion*

"The FB 3-Day Event was very informative. I learned more than I thought possible. I feel it was definitely worth the investment in time and money" - *Rheannon Cooper*

"I first came to the weekend summit with the hunger to learn more about real estate and it was nothing short of wonderful. My eyes have been opened to a life of wealth. I am grateful for this event!" - *Nohemi Perez*

"FB is an amazing company, run by amazing people. I want to work with no other company than FB." - *Aaron W.*

This survey reflects how attendees rated our 3 day event. We do not track the results of our three-day attendees, so assume the average person does not make any money or complete a deal.

WHAT OUR STUDENTS SAY ABOUT OUR EDUCATIONAL PROGRAMS

"Real estate has allowed us to be with our kids. We can talk about how many deals we've done. How many successes we've had. How much money we've made but the number one reward, you could say, has been time that we've been able to have with our children."



Noah & Christy Duckett
Columbia, SC

"I think back at my confidence level, and being a single mom with a two-year-old little girl, I did things that I never thought were going to be possible. I had zero experience. I didn't know anything about real estate and there were so many components that I was nervous about. All the tools, systems, and resources Than & FortuneBuilders provided me answered all those questions. They took all those insecurities and threw them out the door for me."



Jenna Hoover
Connellsville, PA

"Anyone that doesn't take advantage of this event is really doing a misfortune to themselves because this is all about empowering yourself with knowledge and inspiration. I'm learning how to be a better leader. You need to be here."



Ed Scarano & Michael La Corte
Middletown, NJ

"I never really thought about passive income before having some money coming in whether I am actively renovating a property or not is now my main goal in life."



Ann Coleman
Houston, TX

"My husband didn't want anything to do with real estate. It wasn't until Fortune Builders came along that he took the initiative to learn and I would say it's now brought a new dimension to our marriage, where now we rely on each other to grow our business. Now we are full-time real estate investors."



Araceli Thiele
Cape Coral, FL

"Than I just wanted to thank you for everything you have taught me. I learned some killer strategies for finding deals that allowed me to get started investing in Real Estate without needing money. My first year alone, I flipped properties because I had such consistently good deals to make offers on. I used to worry about money all the time and now that burden has been lifted. I'm spending time with friends and family, and life is amazing."



Terriel Charlebois
Long Beach, CA

"We were real estate agents, and while we've made a living at it, it wasn't our passion about it. We went to the 3-Day Event and it really gave us the confidence we needed. We were definitely hooked after that, because what you said really works."



Michael & Laura O'Rourke
Knoxville, TN

"Than, your system and what you teach is amazing. As you know I was a Realtor before becoming an investor. I went to your seminar and it all clicked. I started rehabbing properties and using your systems and my business took off like wild fire. And as you know the Discovery Channel started calling me when they found out what I was doing and now I am featured on Property Wars. Going to your seminar was the best decision I ever made."



Curt Ranta
Los Angeles, CA

"For anybody that's considering getting into real estate, Fortune Builders specifically, all the systems, the coaches, and techniques they use; I say go for it. We didn't know anything when we got started. I didn't know anything about wholesaling, rehabbing or any of the terms."



Joanna Anderson
Charlotte NC

"WHEN ONE OF US WINS, WE ALL WIN"



FORTUNEBUILDERS GIVES

www.FortuneBuildersGives.com

Nothing gives us a greater sense of pride and accomplishment than our commitment to giving back. We believe that nothing exemplifies this simple truth more than FortuneBuilders Gives. FortuneBuilders Gives is the philanthropic vehicle we've designated to allow everyone in our company to support causes, organizations and projects they believe in, to make positive change – locally, nationally and around the world. St Jude Children's Research Hospital, Habitat For Humanity, and the American Red Cross are just a few of the organizations our Mastery students, coaches, team members and family members support to make a difference in our communities.





THANK YOU FOR YOUR ATTENDANCE!

As a special bonus for attending our 2-hour event, this certificate gives you free online access and the ability to download and share Than's "Money Resource Guide" and "VIP Success Package." We update these specific resources every six months so don't lose this website address.



Money Resource Guide

In this guide you will be introduced to a few sources of money that can potentially be utilized to "flip" real estate.



Than's VIP Success Package

This powerful package contains some additional resources that will help you as a real estate investor.



TO DOWNLOAD YOUR FREE BONUSES, GO TO:

WWW.FREECLASSBONUS.COM

support@fortunebuilders.com

FortuneBuilders' mission is to provide the highest quality educational and coaching programs that help entrepreneurs and real estate investors reach their full potential and achieve personal and professional goals. This information presented at the 3 day event is for educational purposes only and not to be considered as average or expected results. We do not track the results of students who attend our 3-day event, so assume the average attendee does not make any money. We don't believe in push-button profits. We believe in proven business systems, education, drive and hard work. We are committed to teaching you how to reach your goals. In promoting our educational programs, we illustrate success stories. Most if not all of the testimonials are from students who purchased our advanced coaching services and education. We want you to know that students are not compensated for their testimonials. However, a few of our most successful students join our team as Coaches and Trainers. As stipulated by law, we cannot and do not guarantee results or offer legal advice. We believe in full transparency and a high standard of integrity, and that is why we encourage you to read our full earnings and income disclaimer by visiting www.fortunebuilders.com/earnings-income-disclaimers/



FORTUNEBUILDERS

FortuneBuilders is the premier real estate education company in the country. Founded by nationally recognized real estate investors, we have developed the systems, tools, educational platform and coaching program to accelerate the success of new and existing real estate investors.

www.FortuneBuilders.com



CT HOMES LLC

CT Homes, LLC is one of the top real estate investment companies in the industry. Since starting the company in 2004, our founders Than Merrill, Konrad Sopielnikow, Paul Esajian and JD Esajian, along with the rest of the CT Homes team, have been helping people realize their dream of homeownership, while also improving every community we work in. The company invests in both residential and commercial properties.

www.CTHomesLLC.com



FB WINS

We love to celebrate the accomplishments of our students. When you visit FBwins.com, you will notice that our student body is very diverse and from every major market across the country. You can go to FBWins.com right now and take a look at many of our successful students' deals and accomplishments, which they chose to submit voluntarily.

www.FBWins.com



REALTY NATIONAL

As CT Homes, LLC grew, the company was redeveloping and reselling so many properties that there was a need to establish a real estate brokerage just to be able to handle the volume of properties being flipped. Thus, Realty National was created just to service CT Homes. Since that time Realty National has expanded into multiple states and now serves both investor and retail clients.

www.RealtyNational.com