

MASTER 12-Volume Index – Research & Study Guide

VOLUME 1

25 BASIC CREATIVE REAL ESTATE STRATEGIES

(Initially developed by Richard Reno)

#	TITLE
1	Unpriced
2	Creation of Wealth #1
3	Creation of Wealth #2
4	Creation of Wealth #3
5	Exchange & Buy Back
6	Missouri Waltz
7	REO-Real Estate Owned
8	The Don't Wanters
9	Multiple Exchanges
10	Un-Built Building
11	Share the Wealth
12	How to Play in a Falling Market
13	Brainstorming
14	People in Hell Want Ice water
15	In-Lieu-Of
16	Charlie the Thief
17	Share the Loss
18	Weasel Clause
19	Front Porch
20	Head 'em West 'til Their Hat Floats
21	Broker Cooperation
22	Verbal Exchange Offers Don't Work
23	Counseling & Control
24	Be Flexible
25	Un-priced Exchange Meeting

VOLUME 2

25 FORMULAS & STRATEGIES: CREATIVE REAL ESTATE LEVEL 2

26	Assess Yourself vs. The Deal
27	Are All the Legs in the Room?
28	Blanket Mortgage
29	Consulting Time
30	Front Side, Back Side
31	Front Gate, #1, 2 and 3
32	Tail Gate
33	Pencil Paralysis
34	Zeckendorf – Technique 1
35	Zeckendorf – Technique 2
36	Zeckendorf-Dornbush (SEC) 3
37	Is the Date Right?

38	The Truth is Only Momentary
39	We Create from the Inside Out
40	Who or What is the Most Important in an Exchange?
41	How To Operate at an Exchange Meeting
42	How To Write an Exchange Offer
43	Negotiating an Exchange Offer
44	Benefits that Grow
45	Kick 'em in the Kidneys
46	The Extra Value of a User
47	I'll Make You Quit in Negotiations
48	A Zero Means Nothing
49	Monday Morning Escrow Check
50	Trading Sardines & Currency Land

VOLUME 3

25 FORMULAS & STRATEGIES: CREATIVE REAL ESTATE LEVEL 3

51	Trade Percentage of Ownership
52	Funding with Sale of Notes Plus Courage
53	Idea Tracking
54	Taker Tracker Form
55	Baseball Formula
56	Keep the Income in a Trade
57	I'll Pay More Than You Are Asking, If...
58	Move from Defense to Offense
59	Gold & Silver Retirement Plan
60	Stutter Mortgage
61	A Bag, B Bag
62	Definance
63	Personal Notes to Balance Equity
64	Creating a Leasehold
65	Creating a Leasehold in an Exchange or Sale
66	Present the Correct Package for the Market You are In
67	Over-Trade
68	Specialty Clients (Like Users) & Partners
69	The Buyer is a Potential Lender
70	The Tenant Solution
71	Two Plus Three Equals Two
72	Creativity—We Are Going to Need It
73	Liquidate and Diversify
74	The Easiest 3-Way Exchange There Is
75	Prediction Heard: "Only 27% of the Real Estate Fraternity Will Weather the Storm"

VOLUME 4
25 FORMULAS & STRATEGIES:
CREATIVE REAL ESTATE LEVEL 4

76	Crop Futures Strategy
77	A Bunt May Be Exactly The Right Play
78	The Performance Mortgage: A Wonderful Tool
79	Performance TD and Note
80	Performance TD and Note #2
81	Sample Performance TD Package
82	Great Formula for Growing a Corporation
83	Inflation
84	Superstar Strategy
85	The Un-Built Company Formula
86	Broker-Brokers & Finders
87	Bag of Silver Strategy & New Variation
88	Gold and Silver Mortgage Insurance
89	Note Payable in Silver (or Gold)
90	Learn to Spend Real Money
91	Linear vs. Spatial Idea Tracking
92	Performance Land Lease
93	Attorney's Strategy—Sit in the Office
94	Burn Bridges Formula—There is No Way Back
95	Turn Vacancies into Wellness Units
96	Counter Trade
97	Multiple Notes in Quantity
98	Derivative #1
99	Derivative #2
100-A	Liquifying Mining Assets
100-B	U.S. Dollar: A Derivative + Hyper-inflation Tactic

VOLUME 5
25 WAYS TO BUY, SELL OR TRADE A HOUSE

101	Buying or Selling a House for Cash
102	Owner Carry-Back Financing
103	List Below Market In a Buyer's Market
104	"Talk Story" About Buying Houses
105	Don't Drop Your Price If ...
106	Over-Trade a Viable Technique for Moving Equity in a House
107	Strategic Withdrawal (Default) on SFR Loans Not Uncommon
108	Short Sale in SFRs
109	Use Performance Mortgages When You Can in Buying SFRs
110	Don't Buy Houses in Your Own Name
111	Use Gold & Silver to Offset (and Eventually Pay Off) Your Loan on an SFR
112	Refinance and Buy Gold & Silver

113	Buy 1,2, 3 or more SFRs to Form an Assisted Living Business
114	Sell, Trade or Donate a Percentage of Interest in Some SFRs
115	Diversify SFRs to Maximize Returns
116	Educate Yourself About Owning SFRs
117	Retirement Play Using SFRs
118	You Have 1000 Things (OPS) to Use As Down Payment into SFRs
119	Stretch Geographically to Acquire SFRs
120	SFR Wellness Rentals
121	Become a Teacher/Speaker on SFR Acquisitions
122	Motivation Is A Motivator
123	Sell Out Reverse Cash Flow in Rental SFR
124	Hitting Singles with SFRs
125	Foreign SFRs
125-A	When to Buy Real Estate Again

VOLUME 6
MUTIPLE EXCHANGE PHILOSOPHIES, FORMULAS & STRATEGIES

126	Using Multiple Exchange to Facilitate Breaking Up a Partnership
127	When to Formalize Multiple Exchange
128	The Logic of Multiple Exchanges
129	Idea Tracking
130	Selecting First Leg of Multiple Exchanges
131	Multi Exchanges Spawned by Smaller Groups
132	Taker Tracker Form
133	Easiest 3-Way Exchange There Is
134	The In-Lieu-Of Formula
135	Double In-Lieu-Of
136	Trading Into a Performance Mortgage
137	Multiple Exchange on One Property
138	Multiple Exchange Going Up - Zeckendorf
139	Multiple Exchange with Broker Buy Out
140	Missouri Waltz #1
141	Missouri Waltz #2
142	Definance Via a Multiple Exchange
143	Escrow Clockwise - Deeds Counterclockwise
143 A	Middle Corp
144	Cowboy Auction — Recreation
145	Cowboy Auction — Professional
146	Credits Represent Delayed Multiple Exchanges
147	BLM Multiple Exchanges — Gov't Exchange
148	Continuous Multiple Exchange
149	Multiple Sale and/or Exchange of Business
150	International Multiple Exchange the Easy Way

VOLUME 7
THE ART & SCIENCE OF BRAINSTORMING

- 151 The Five Steps to Brainstorming
- 152 Assessing the Situation
- 153 Defining the Problem
- 154 Brainstorming the Problem
- 155 Use of the Subconscious
- 156 Using Judgment
- 157 Signs Following
- 158 Idea Tracking
- 159 Killer Thoughts
- 160 Forced Relationship Technique
- 161 Best Ideas Come Last
- 162 Quantity Breeds Quality
- 163 No Limitation to Creativity
- 164 Deferment of Judgment
- 165 Group vs. Individual Ideation
- 166 The Gordon Technique
- 167 Don't Drive With Your Brakes On
- 168 Hitchhiking and More
- 169 Reversal Brainstorm
- 170 Set a Deadline When Brainstorming
- 171 Association of Ideas
- 172 Dr. Osborn's Rules for Brainstorming
- 173 The Moveable Brainstorm
- 174 Diversification in Brainstorming
- 175 Brainstorming as a Way of Life

VOLUME 8
REAL ESTATE & BUSINESS CONSULTING

- 176 Consulting and Exchange:
History and Evolution
- 177 Becoming a Counselor Takes Time
- 178 Information to Obtain Through Counseling
- 179 The Client Needs to Be Eyeball to Eyeball;
Property Can Be Anywhere
- 180 Other Counseling Techniques
- 181 Pre-counseling Techniques
- 182 Counseling Time
- 183 Counseling and Control
- 184 Assess Yourself vs. the Deal
- 185 Setting Fees as a Consultant or Broker
- 186 Are All Legs Under the Table?
- 187 The Don't Wanters is a Key to Many
Transactions
- 188 Counseled Clients Tell You *Their Truth*

- 189 Value, What is It? Is It in the Eye of the
Beholder?
- 190 Value of an Asset in an Exchange
- 191 Would-Ya-Takes
- 192 Counseling Is an Individual Thing
- 193 People in Hell Want Ice Water
- 194 Head 'em West 'til Their Hat Floats
- 195 DFTP—Don't Fight The Problem
- 196 Miscellaneous Counseling
- 197 Counseling May Unearth a Good User
- 198 When You Have Exhausted All Possibilities,
Remember This: *You Haven't*
- 199 Entitlement Syndrome: Call a Spade a Spade
- 200 Counseling for Escrow

VOLUME 9
**BLENDING YOUR REAL ESTATE, BUSINESS &
LIFE INTO THE INTERNATIONAL WORLD**

- 201 Think International
- 202 St. Kitts & the Chinese Market
- 203 Gibraltar & the Spain Market
- 204 Zimbabwe
- 205 Vote with Your Feet
- 206 Falling Dollar
- 207 Virgin Vacancy Ploy
- 208 Butterfly Effect
- 209 Japanese Carry Trade
- 210 Liquefying Mineral Assets
- 211 Derivatives #1
- 212 Derivatives #2
- 213 Inflation
- 214 Hyper-inflation #1
- 215 Hyper-inflation #2
- 216 You Can't Play Baseball in a Hurricane
- 217 DMI International Wheel
- 218 Soft T.D. Exchange
- 219 Panama Trader Traces
- 220 International Trading Opportunities
- 221 Friday Is International Day
- 222 Wholesale Trade Credits
- 223 International Cold Calling
- 224 Reasons to Do International Business
- 225 Where Did This Dirt Come From?
- BONUS The Time is Now for the International
Exchange & Business Marketplace

VOLUME 10 HALF THE WORLD IS VACANCY

226	Turn Vacancies into Wellness Units
227	Virgin's Vacancy Ploy
228	The Un-Built Building
229	Vacant Air Rights & Mineral Rights
230	Use of Consignments Fills Commercial Vacancy
231	Personal Notes in Vacancy Exchange
232	Subdivide the Vacancy
233	Give Away Vacant Building
234	Trade Credits to Eliminate Vacancy
235	Apartment House with Many Vacancies
236	Trade Credit for Special Hotel Vacancy
237	Create Your Own Credit Card to Fill Vacancy
238	Assisted Living Note Tied to Insurance Policy
239	Assisted Living Tied to Reverse Mortgage
240	Combining These Two Strategies
241	Trading Vacant Lots for Corporate Stock
242	Trade Credits to Help Fill Shopping Center Vacancy
243	Create Low Percentage Land Lease and Exchange for Higher Yielding Asset
244	Create Low Percentage Land Lease on Vacant Land (or under Building) and Exchange for Trade Credits
245	Resort Hotel/Motel Vacancy Problems & Seminars
246	Vacancy Equals Equity #1
247	Vacancy Equals Equity #2
248	Trade Vacancy for Equity in Business
249	Give Vacancy to Charity
250	Use Vacancy as Investment
250A	Extra - Telemarketing to Fill Vacancies
250B	Extra- Hotel Vacancy for Semi-Retired
250C	Extra - Trees for Vacancies, Etc.
250D	Extra - A Vacancy in Your Mind Can Be Good
250E	Extra - Sandwich Vacancies for Profit

VOLUME 11 COMBINING REAL ESTATE & STOCK STRATEGIES

251	PUT #1 (option) Using Real Estate
252	PUT #2 (pption) Using Real Estate
253	Stock Traded for Real Estate but Not Income
254	Covered Call #1 (Option) in Stock Vernacular
255	Covered Call #2 (option)
256	The Double or Nothing Contract
257	Variable Purchase Price Based on Performance

258	Disappearing Trust Deed
259	Real Estate Owner Keeps the Eat
260	Stock for Installment Sale
261	Stock for Geographical Trade
262	Mitigating the Down Side
263	Growing a Corporation with Real Estate
264	REIT – Real Estate Investment Trust
265	Crop Futures Strategy
266	Stock Exchange with Option to Buy Back
267	Corporate Internal Exchange Department
268	Major Trader Obtains a Seat on Board
269	Public Company Trades Stock for Expenses
270	Derivatives of Real Estate
271	Trading Stock for Space
272	Upsiding Currency Land
273	Charitable Trust Alternative
274	Funding Corporations with Real Estate
275	Stock for Troubled Paper

VOLUME 12 BARTER, EXCHANGE & TRADE CREDITS

276	Barter: one on One Trade for Goods/Services
277	The Birth of the Trade Credit
278	Trade Credit #2 — Basic Trade Club
279	Three Options: Direct, Trade Credit or Club
280	Crop Futures Strategy
281	Trade Credits for Hotels
282	Trade Credits for Assisted Living
283	Printing Your Own Money #1
284	\$250 Trade Credit® Sample
285	Printing Your Own Money #2
286	Printing Your Own Money #3
287	International Trade Clubs
288	Starting & Running a Trade Club
289	Breakage in Trade Credits
290	Outlaw Dates on Trade Credits
291	Holder in Due Course of Trade Credits
292	Trade Credits Can Represent Delayed Multiple Exchange
293	International Trade Credits #2
294	Trade Credits to Help Fill Shopping Center
295	Barter & Trade Credits on the Internet
296	Becoming a Trade Credit & Barter Broker
297	Trade Credit Trade
298	Multiple Barter Trades
299	Bartering Education
300	300 Trade Credits for 12 Volumes E-Book Set