

# WHAT IT TAKES TO PUT A LUNCH OR DINNER EVENT TOGETHER FOR INVESTORS FOR CAPITAL RAISING

Presented by

**The Ideal Presentations Group**



Presenting  
**MULTIFAMILY INVESTING - Learn  
How to Prosper in a Down Market with Less  
Money & Stress**

Saturday, October 02, 2010 at 11:30 AM (PT)



**Learn how to  
invest your IRA  
in Apartments!**



Lunch Presentation by:

**The Ideal Investments  
Group**

Saturday, October 2, 2010

11:30am Registration/ 12:00noon

Lunch

WHERE: **Crowne Plaza Hotel -Foster City**

ADDRESS: 1221 Chess Drive, Foster City, CA 94404  
650 - 570 -5700

Get the Latest **FREE** Issue of  
Real Estate Wealth Magazine

**Good-Business**

"The two most important requirements  
for major success are: first, being in the  
right place at the right time, and second,  
doing something about it" Ray Kroc—

Owner & CEO MacDonald's

**More Information & RSVP:**

Bob Torcelini 408-497-3206  
Bob@idealinvestments4U.com



## Agenda

REGISTRATION : 11:30AM

LUNCH: 12:00 NOON

PRESENTATION: 12:30PM

### Investors Luncheon Presentation

Saturday, October 2, 2010

#### **The Ideal Investments Group Multifamily Investing Event**

Come join us as we present a new way  
to look at Real Estate Investing!

Our Investment and Management Company manages limited liability companies that own large multifamily properties in emerging markets that produce excellent cash flow while we manage them and produce strong appreciation in value when we sell them. The Ideal Investments Group, LLC, provides investors secure financial freedom during economic turmoil.

#### **What you will see:**

1. Investing in Emerging Markets
2. Why now is the best time for Multifamily
3. How Multifamily brings Cash flows
4. Cap Rates, Cash-On-Cash & TROI
5. Tax Advantages
6. Self Directed IRA's
7. Peace of Mind and Retirement

Investing

Great Education with Successful Investors

Free Event \* Fine Wine \* Raffles

More Information & RSVP: (Limited Seating)

Bob Torcelini 408-497-3206 ~ [bob@idealinvestments4u.com](mailto:bob@idealinvestments4u.com)

THE IDEAL INVESTMENTS GROUP



**The Ideal Investments Group  
Welcomes**

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Can't see this email? Click here:  
<http://multifamilyinvestments.eventbrite.com>



You are invited to the following event:  
**MULTIFAMILY INVESTING - Learn How  
to Prosper in a Down Market with Less  
Money & Stress**

**Date:**  
**Saturday, October 02, 2010 at 11:30 AM (PT)**

**Location:**  
**Crowne Plaza Hotel**  
**1221 Chess Drive**  
**Foster City, CA 94404**

## MULTIFAMILY INVESTING - Learn How to Prosper in a Down Market with Less Money & Stress

Saturday, October 02, 2010 at 11:30 AM (PT)

Foster City, CA



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### Ticket Information

TYPE	END	QUANTITY
Creative Real Estate Investor	Oct 02, 2010	Free <input type="text" value="1"/>

Register ▶

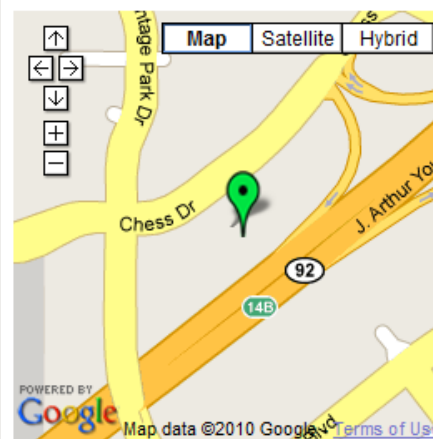
### When

Saturday, October 02, 2010 at 11:30 AM (PT)

[Add to my calendar](#)

### Where

**Crowne Plaza Hotel**  
1221 Chess Drive  
Foster City, CA 94404



Other Maps:

[Yahoo](#) | [Mapquest](#) | [Microsoft](#)

### Event Details

You Are Invited to...

# The Ideal Investments Group Multifamily Investing Event

Come join us as we present a new way  
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Our Investment and Management Company manages limited liability companies that own large multifamily properties in emerging markets that produce excellent cash flow while we manage them and produce strong appreciation in value when we sell them. The Ideal Investments Group, LLC, provides investors secure financial freedom during economic turmoil.





## Great Education with Successful Investors Free Event \* Fine Wine \* Raffles

Come Learn This VALUABLE Information:

1. Emerging Market Investing: What is it?
2. Why Now is the BEST TIME for Multifamily
3. How Does Multifamily bring Cash Flow?
4. Learn about Cap Rates & Cash-On-Cash Return
5. Discover the Tax Advantages of Real Estate
6. How to Buy with a Self-Directed IRA
7. Peace of Mind & Retirement Investing

Plus, Get the Latest FREE Issue of  
Real Estate Wealth Magazine



Hosted By

### Ideal Investments, LLC

This event is hosted by Graciela Ybarra, Co-Founder/CEO, and Vinney Chopra, Co-Founder/President of Ideal Investments, LLC

For more information, contact:


Bob Torcelini , Investors Relations

[Bob@idealinvestments4u.com](mailto:Bob@idealinvestments4u.com)

408 497 3206

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# WELCOME

**Thanks for coming  
to our Multifamily Investing  
Event**

Presented by

**Vinney Chopra, CEO**

**The Ideal Presentations Group**





# Topics to be discussed today...

- A. Who We are...
- B. What We Do...
- C. Why Invest in Apartment Buildings?
- D. How Apartment Investing Compares to Single Family Home Investing, Stocks/Bonds...
- E. Why Invest your IRA Funds to Diversify your Portfolio...
- F. When to become an Equity Partner with Ideal Presentations Group ..The time is NOW!
- G. Questions & Answers...

# A. Who We Are...

# Who We Are...

- **Our Investment and Management Company acquires and manages large multifamily properties in emerging markets that produce excellent cash flow during ownership and a strong cash flow at the time of sale.**

## Who We Are...

• Since the company's inception in 2006, Our company has grown from three principals to a strong team of 9 skilled professionals who are involved in evaluating, analyzing and acquiring the assets..

# Who We Are...

- Our Presentations & Management Group current portfolio has our members own or partner in almost 608 units in the Texas area, with an estimated value of over \$25,000,000 with an additional \$19,000,000 in the pipeline currently. Since Texas leads the nation as emerging market, the company actively researches and analyzes stable and growing markets within Texas. We can pursue and find the right investment for you.

# B. What We Do...

## 5 MAIN FUNCTIONS

# Here is What We Do to find The Ideal Presentations...

***1. Locate Emerging Markets*** in  
USA by performing thorough  
Market Research, Job Growth  
Reports, Population growth, Path  
of Progress Reports and, Local  
economic reports & Trends and  
Chamber of Commerce Reports

## Here is What We Do to find The Ideal Investment...

- *Locate Value-Add Multifamily Dwellings in the* Emerging Markets from our network of Brokers, especially their “Pocket Listings”, motivated landlords, REOs, Short Sales and Foreclosures



# What We Do For Our Investors...

## ***2. Do full Property Inspections***

Including Physical and Financial Due Diligence

## ***3. Negotiate Contracts and Place***

***Financing*** on the Property & take

over the Turn-Key Operation. We

qualify for loans ourselves or get

**outside Sponsors**

# What We Do For Our Investors...

## ***4. Asset Management***

- Local Assets managers and team members oversee the property
- Issue Financial Reports
- Cash Flow Disbursements
- Hold periodical Web and teleconference meetings
- Visit Properties on periodical basis

# What We Do For Our Investors...

## ***5. Liquidation of Property***

- *(the last phase)*– Prepare Marketing materials, Contact Sales brokers, select a buyer, Negotiate Contracts and Close & Do **FINAL Disbursements of Equity GAINS**
- Choice of 1031 exchanges to higher valued assets

# The Benefits of Investing in Apartments in Emerging RE Markets

# Why Apartments...

- *Historical Stability* – Over the past four decades multi-family Presentations have provided returns that exceed all other real estate property classes

# Why Apartments...

• **Increasing Demand** – The economic downturn has put home ownership out of reach for many consumers and rental occupancy will continue to increase. In addition, U.S. population growth is expected to exceed **60 million over the next 25 years.**

*Source: US Census Projections*

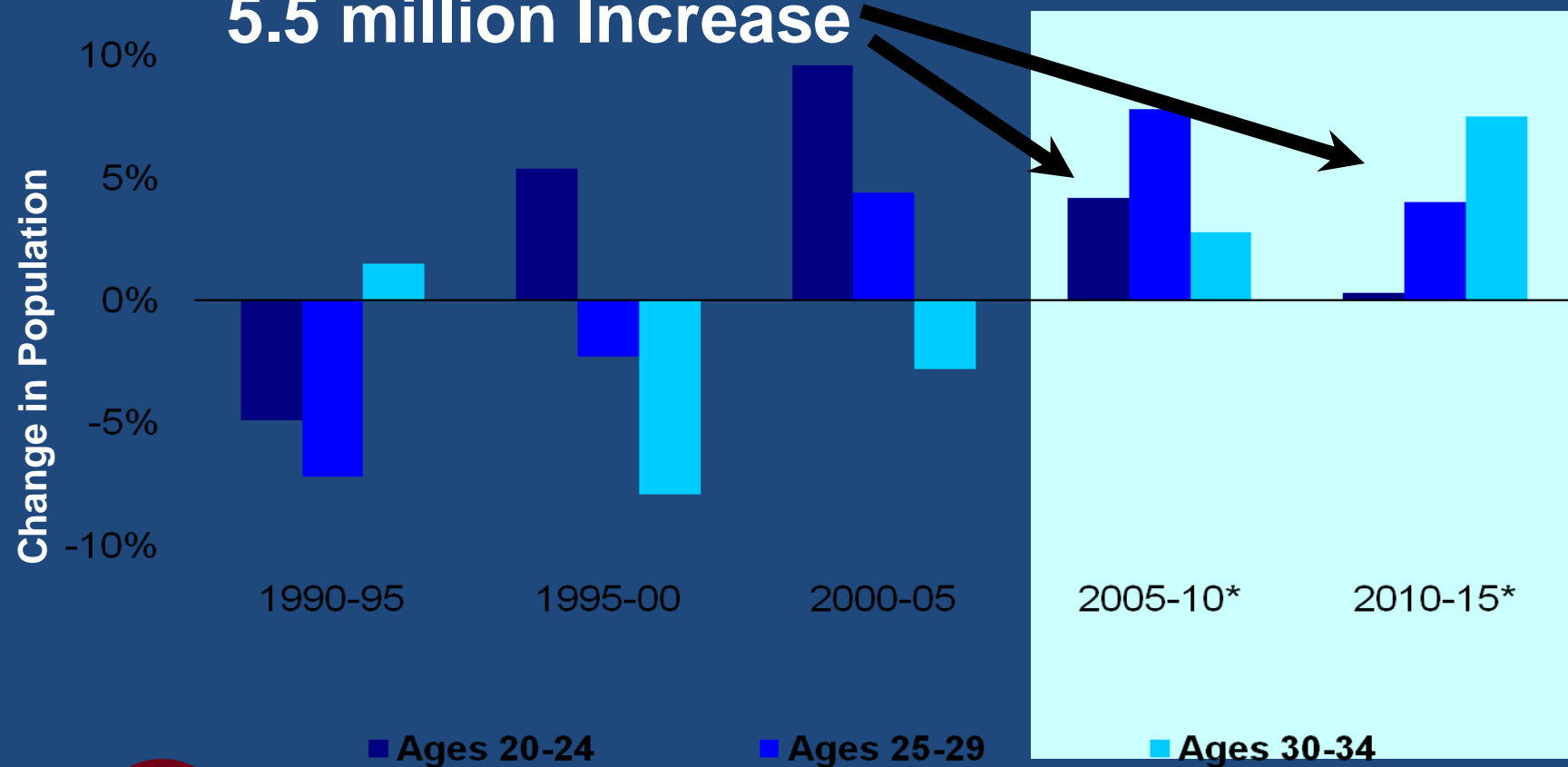
# Why Invest in Multifamily...

- **New Construction is Down**
  - ❖ 2008-new multifamily dropped **15%**
  - ❖ 2009- plunged another **30%**
  - ❖ 2010- dropped another **31%**, it all contributes to higher demand for already built apartments
- **Lower homeownership- Higher foreclosures and short sales – People moving to rentals**
- **Entry of Echo Boomers into the rental market**  
*(next few slides)*
- **Apartment demand is likely to exceed supply resulting in Values going higher in 2015, than 2011**



# Echo Boomer Demand Supports Appreciation

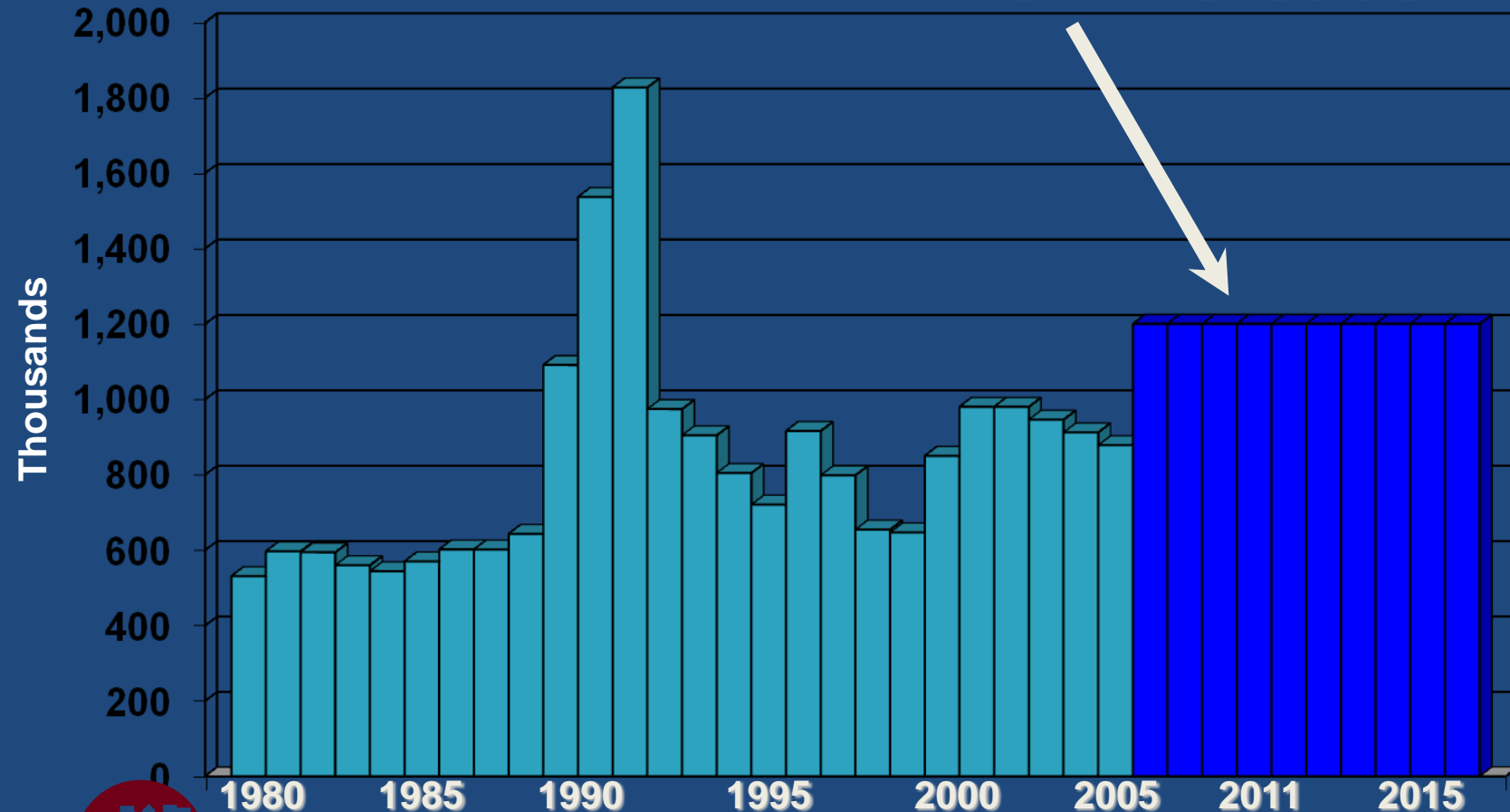
5.5 million Increase





# Demand From Immigration Supports Appreciation

12 Million Increase



# U.S. Apartment Demand Robust for Next 10 Years

Projected demand for new U.S. apartments averages 430,000 units per year for next 10 years!



# Tax Advantages with Apartments

- 1. A Real Advantage** is that many small investors can pool their money to invest in a Large Apartment community
- 2. Depreciation Tax Laws** allow annual depreciation to be written off as an expense item, resulting in an additional tax shelter.

# Tax Advantages with Apartments

**3. NO Capital Gains Tax:** Your taxes can be deferred for life if you roll-over your capital gains to another like-kind investment property (also known as 1031 exchange)

## **4. 15% Tax Liability On Cash**

**Flows:** Your spendable cash flow is subject to a 15% tax liability, BUT is covered due to the deductions allowed for operation/ depreciation of the property to each investor.

# Tax Advantages with Apartments

## Depreciation is a non-cash deduction

It reduces taxable income from the investment property.

But, in contrast to property taxes, mortgage interest, utilities, insurance and repairs, it doesn't require any cash outlay. **The depreciation expense deduction can result in a positive cash flow property becoming a loss maker for tax purposes.**

# Tax Advantages with Apartments

Most investment properties go up in value every year, but on paper their value is going down due to depreciation.

# Marcus & Millichap's NMHG Remains Bullish on US Apartment Market

- High levels of future demand
- Supply more difficult and expensive to deliver
- Unlikely the industry will meet demand
- Current rents in most markets do not justify development
- Significant future pressure on rents
- US apartments will be dramatically more valuable in 2015 than 2009

Marcus & Millichap

NATIONAL MULTI HOUSING GROUP

# What is an Emerging Market?

- A real estate market that has a potential to grow and to give appreciation in 5-7 years of holding the real estate asset
- Has Job Growth, more new companies moving in
- People Migration (Population Growth)
- Low construction means higher demand for the apartments
- **Has the potential to give High Returns on the Investment**





# What is The Ideal Market for an Ideal Investment?

- Stable Industries
  - Large Businesses
  - Service Industries
- New Jobs
- Appealing lifestyle of living
- High potential of renters vs. homeowners
- State Capitals and Universities
- Big Box Retail, Shopping Hubs, Health Hubs
- Airport
- Infrastructure
- 100,000+ population



# What is Value Add?

We locate Value-Add (Momentum Play) Properties from our network of Brokers, Sellers & other means. The following is the list of what we look for:

- Motivated Sellers
- Bad management
- Low Rents
- Deferred maintenance
- Burnt Out Landlords
- Resident Utility Bill backs (RUBS)
- Condo-conversion options

# APARTMENT BUILDINGS & NEIGHBORHOODS BY CLASS

A: Luxury properties with modern amenities, good location, building <10 years old, white collar tenants. Good buy if you like negative cash flow!

B: Tenant mix of white and blue collar workers, ok location, building <20 years old. Good buy for appreciation.

C: Tenant mix of blue collar workers and Section 8, building <30 years old. Good buy for cash flow.

D: War zone, building >30 years old, may be difficult to collect rents, high crime rate. Good buy if you own an AK-47!

# CAP RATE vs. C-O-C

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Cap Rate=

$$\frac{\text{NOI}}{\text{Purchase Price}}$$

- Does not include debt service
- This number is represented as a %

Cash-On-Cash  
Return=

$$\frac{\text{Cash Flow}}{\text{Acquisition Cost}}$$

- This number is represented as a %
- Also called Return On Investment (ROI)

# SECRETS OF SUCCESS

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- Buy, Hold, and SELL... when rents are at their peak!
- Invest in emerging markets ONLY
- Repositioning
- Forced appreciation

# BUY, HOLD, AND SELL

- 120 units @ \$25k/unit = \$3M, asking price
- Buy at \$2.5M
- 105 occupied units @ \$375/unit = \$472,500 annually
  - Brings value of property to \$2.8M
- 105 occupied units @ \$480/unit = \$604,800
  - Brings value of property to \$3.6M

**\$1.1M in profit at the sale of the property  
after an estimated 5-7 year hold!**

# INVESTMENT OPPORTUNITIES

## Debt Investors

- Investors receive a guaranteed rate of return for a specified amount of time.
- Comparable to a hard money loan.

## Equity Investors

- Investors receive a projected rate of return in the form of cash flow and equity based on the initial investment.

# Questions and Answers



# C. How Apartment Investing Compares to Single Family Home Investing

# Many of us Invest in Single Family Homes

## Tenants, Toilets and Trash

- Landlord Burn Out
- Low Cash Flows
- Expensive Management fees
- Vacancy Losses



# Single Family Home Challenges...

- **Landlord Burn Out** – Chasing Tenants collecting rents
- **Managing yourself**-challenges
- **Vacancy Losses**- 2 houses vacant out of 6 leads to 33% vacancy
- **In Downturn** ...single family homes drop dramatically

# Single Family Home Challenges...

- Requires much more time and money collecting rents, fixing maintenance issues, selecting tenants in multiple locations and pay more for management to oversee multiple homes.
- Vacancy can have a huge impact on your ability to obtain cash flow and meet your expense/mortgage obligations. If you have 5 investment homes and 2 tenants vacate, you now have a 60% occupancy.
- When a downturn hits, single family homes value drop dramatically.

# Let's Compare Single Family Homes vs. Apartments



VS



# D. Why Invest your IRA funds to Diversify your Portfolio

# Self-Directed IRA's

- Many of our investors use a Self-Directed IRA. This retirement account allows real estate investors to invest in third-party passive deals (like Ours) while reaping the benefits of ownership in commercial properties over traditional alternatives like stocks and bonds.

- **Self-directed IRAs.** There are many custodians including Equity Trust Company, PENSCO Trust Company and The Entrust Group

# Traditional Investment Options...

- **Banks: Savings, Money Market, CDs low risk, but low rate of returns. Banks make the superior return ... not you!**
- **Stock Market: Mutual Funds- Potentially high rate, but more risk**
  - a. **Need to stay on top of your Presentations**
  - b. **Corporate Boards/ CEOs utilize your investment for their own interest... not yours!**
- **Bonds: controlled by Government programs**

## **Bottom Line:**

**Your investment \$s are NOT in your control with these options**



**E. When is the right time to  
Become an Equity Partner  
with Ideal Presentations  
Group ...**

**The Time is NOW!**

# OUR INVESTORS CAN INVEST IN 4 WAYS.....

1. Be an **“Equity Partner”** with investment of \$100,000 to \$1,000,000...

2. Be a **“Capital Partner”**—Bring your Investors to invest \$1,500,000 to \$5,000,000. (Becoming a managing member of LLC)

3. Be a **“Debt Partner”** with investment of \$100,000 to \$5,000,000...for purchase & repositioning

4. Be a **“Sole Buyer”** of our well underwritten and research asset... we will wholesale the asset to you

# F. Questions and Answers



LET'S GET INVOLVED AND WIN!

**GRACIELA YBARRA ~ VINNEY CHOPRA**  
**408-806-5186 ~ 925-766-3518**

**THE IDEAL INVESTMENTS GROUP**  
**The Ideal Presentations Group**



**WHAT  
NEXT?**

**Meet with us one-on-one to discuss your  
goals and Strategies**

## How would you like us to follow up with you?

Name \_\_\_\_\_

Email \_\_\_\_\_ Phone: (    ) \_\_\_\_\_ - \_\_\_\_\_

\_\_\_\_\_ Contact me at the telephone number listed above to meet in person

\_\_\_\_\_ My Confidentiality Agreement and Pre-Suitability Form are filled out and attached

Best time to reach you \_\_\_\_\_

What Emerging Market(s) would you like to invest in \_\_\_\_\_

\_\_\_\_\_

## Other Comment(s) or Questions?

\_\_\_\_\_

## MULTIFAMILY EVENT FEEDBACK SURVEY 6/17/2010

*Dear Guest,*

*Thank you for attending our event. We hope your time with us was of great value to you. We are continually striving to ensure we meet the expectations of our guests & clients. We value your opinion and would appreciate feedback on this event.*

*Thank you for taking the time to provide us your comments. We look forward to seeing you again at our next event.*

**Please rate your satisfaction with (circle one):**

**1= Very dissatisfied ----- 5= Very Satisfied**

Restaurant atmosphere and service 1 2 3 4 5

Level of satisfaction with the food 1 2 3 4 5

Comments: \_\_\_\_\_

Presenter's enthusiasm, attitude, and confidence 1 2 3 4 5

Our Team's enthusiasm, attitude, and confidence 1 2 3 4 5

Interest on information presented 1 2 3 4 5

Was the presentation too long \_\_\_\_ too short \_\_\_\_ about right \_\_\_\_

**How can we improve the presentation?**

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**Other topics you would like us to present in the future:**

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**We Can Share a Lot of  
our past and present  
Presentations...if we  
adhere to SEC rules.....**

**Please turn in the  
paperwork to meet with us  
one-on one on a later date.**

# **TEXAS GVS IDEAL INVESTMENTS, LLC**

**507 Broderick Dr., San Jose, CA 95111**

**Office: (408) 281 9674**

**Fax: (408) 457 7565**

## **CONFIDENTIALITY AGREEMENT**

I, \_\_\_\_\_, resident of \_\_\_\_\_,  
City \_\_\_\_\_, State \_\_\_\_\_, Zip \_\_\_\_\_, hereby agree not to share the commercial  
Properties/ Investments names, addresses, P&Ls, Rent Rolls or any other confidential nature  
information with anyone else. These are shared with you for your analysis and determining the  
feasibility purposes only by Texas GVS Ideal Investments, LLC and are of very sensitive nature.

**This LLC is “NOT MAKING A FORMAL OFFERING AT THIS TIME” FOR THE  
INVESTMENTS DISCUSSED. These should not and cannot be shared with anyone outside the  
authorized investor group of Texas GVS Ideal Investments, LLC.**

## Investor Qualification Form

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

**I am interested in exploring real-estate opportunities. I understand I must meet either of the following requirements for income (Section A) or net worth (Section B) to be considered an accredited investor, otherwise I am a sophisticated investor and I have significant investment, business and/ or financial experience or expertise (Section C).**

*(INSTRUCTIONS): Please read Sections A through C below and check the box next to each section only if you meet the stated requirements. Additionally, please complete section C, and provide description of previous relationship in section D.*

**A. Income**

My annual net income was at least \$200,000 in each of the last two years, or my joint income with my spouse was in excess of \$300,000 in each of those years, and I have reasonable expectation of the same income level for the immediate future.

**B. Net Worth**

My current individual net worth or joint net worth with my spouse is at least \$1 million (primary residence not included).

**C. Business, Financial, and Investment Experience and Expertise**

I am an experienced investor as demonstrated by my investment, business and/or financial background information listed below.

**C. Business, Financial, and Investment Experience and Expertise**

I am an experienced investor as demonstrated by my investment, business and/or financial background information listed below:

Occupation / profession  
Business / financial experience  
Degrees and designations

--

Current real estate investments  
Prior real estate investments  
Real estate investment experience  
Current real estate investment value

No. of Properties	Types of Properties
Years	
\$	

**D. Previous Relationship**

My previous business  
relationship with  
member(s) of Texas GVS  
Ideal Investments, LLC is:

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*THIS IS NOT AN OFFER TO SELL OR SOLICITATION OF AN OFFER TO PURCHASE AN INVESTMENT OR SECURITY. THIS INFORMATION RELATES TO POSSIBLE REAL ESTATE OPPORTUNITIES FOR QUALIFIED PURCHASERS WHO HAVE ESTABLISHED AN EXISTING SUBSTANTIVE RELATIONSHIP WITH MEMBER(S) OF TEXAS GVS IDEAL INVESTMENTS, LLC. INTERESTED PERSONS MAY QUALIFY AS INVESTORS BY VIRTUE OF A PRE-EXISTING RELATIONSHIP AND BY PROOF OF BUSINESS EXPERIENCE, INCOME AND NET WORTH.*

I/we hereby certify the above is true and correct.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

***Fax completed and signed form to (888)-747-3887.***

***If you have questions, please call (925)-766-3518.***

**We**  
**Thank You so much for**  
**attending our event**

