



RONNIE LEE PHILLIPS, COMMERCIAL REAL ESTATE INSTRUCTOR

Ronnie Lee Phillips received his Master of Land Economics & Real Estate degree from Texas A & M University. He is a Principal Real Estate Broker in California and Tennessee, and has presented approximately 3,000 college and university lecture hours on Real Estate Principles, Real Estate Practice, Real Estate Investment, Real Estate Finance, Real Estate Economics, and Real Property Management.

Mr. Phillips' commercial real estate career spans property maintenance, property, asset, and office portfolio management, office leasing, brokerage, investment, development, and advisory services.

Mr. Phillips' recent advisory includes: Eminent Domain issues, reviews of MAI© appraisals, valuation of triple net retail space, a 100 lot subdivision, a 250-unit Class-A apartment complex, and a 50-house portfolio disposition analysis. The total value of commercial real estate under analysis was in excess of \$30,000,000.

Introduction To Investment Properties: *Position for Positive Leverage & Maximum Cash Flow* ©

Contrary to popular media opinion, **Real Estate** remains for the foreseeable future the choice method for wealth maximization. Yet, beginner and astute investors searching for authoritative advice face a flood of misleading information. Best selling books touting no money down, insider secrets, and late night get-rich-quick infomercials all seem to offer magical solutions. **NOW** **Introduction To Investment Properties** unmask the dangers of "no money down" and exposes many media generated real estate myths. In this highly instructive step-by-step investment class you will discover: **HOW TO** comprehend the dynamic forces that influence real estate asset values and cyclical movements of real estate markets. **HOW TO** apply key investment ratios that quickly determine the full financial potential of any residential income producing property. **HOW TO** analyze, acquire, hold, or divest an investment property at the correct phase of the market cycle. **HOW TO** apply the **Absolute Laws of Leverage** to position a property for positive leverage and maximum cash flow production. In this intensive TREC Approved 8-Hour CE course **Ronnie Lee Phillips** a master of land economics and real estate outlines an optimal strategy for real estate investment. Phillips' upbeat tone and penetrating insight provides the resources for reaching informed, intelligent, and ultimately profitable real estate investment decisions; regardless of the current phase of the real estate market cycle.