

6 Strategies to Generate MORE Commissions Using 1031 Exchanges

Presented by

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HERE FOR THE WHAT

What I am not... An Attorney or Tax Advisor

What I am...Resource for you

What can I help you with to increase your
business?

**WHAT IS A
1031 EXCHANGE?**

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IRS approved program that allows an owner of real property to defer up to 100% of capital gain taxes on property held for productive use as an investment as long as the owner exchanges into real property held for productive use in an investment

Strategy #1

- TWO TRANSACTIONS

Every 1031 Exchange, at minimum, involves the sale of at least one property (Relinquished) and the purchase of one property (Replacement).

What are the requirements for full tax deferral?

Strategy #2

- **TWO OR MORE REPLACEMENT PROPERTIES**

- Multiple Commissions
- Different Types / Different Markets
- Estate Planning Tool
- Replacement Property Options

Strategy #3

- SELLER OF THE TAXPAYER'S
REPLACEMENT PROPERTY

- Replacement Property Owner Goals and Strategy
- Current Clients Can Be An Advocate For You. Investor Circle

Strategy #4

- LARGER PROPERTIES = LARGER COMMISSIONS
 - Growth Mode
 - Keeping Up With the Jones'

Strategy #5

- BECOME AN “EXCHANGE AGENT”

- Trusted Advisor- THEY CALL YOU!!!
- Established Clientele-
- Less Time “Farming” for new clients

- <https://apiexchange.com/1031-exchange-library/>

Strategy #6

- “PROACTIVE” TOOL TO FIND NEW INVESTOR CLIENTS

- Non-Owner Occupied Properties
- Investor Objectives/Motives-Replacement Property Options
 - Leverage
 - Diversification
 - Consolidation
 - Cash Flow
 - Management Relief
 - Increase Depreciation
 - Estate Planning

WHAT CAN I DO TO HELP YOU?

- CALL ME!
- WE CAN WORK TOGETHER

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Join Us Thursday Feb 4, 2021 at 11:00 ET/ 10:00 Central for a FREE Webinar on Our New Course Launching February 16th!

You must register to attend.

Register Here:

https://us02web.zoom.us/meeting/register/tZAqc-qvqzMoEtwFnf4kKw5T4fCabHY_INWd



Zero Resistance
1031 Exchanges

